

# KEYNOTE SPEAKER

## JAMES A. TOMPKINS, PH.D.

### GLOBALIZATION: SEPARATING FACTS FROM EMOTIONS

The backlash is evident - people who once believed the world was flat are becoming skeptics, blaming globalization for the sweeping changes to our economic landscape and all of the associated controversy that comes with change.

Attitudes like this only create scare tactics which ignore the fact that globalization is here to stay. Globalization is not negative or positive. It is simply a reality that must be faced, and its market is available to both large and small companies alike, especially within North America, Europe and Asia.

Jim Tompkins explores the facts about globalization, including questions on costs, quality of goods, and the global supply chain, and what all of this means for business leaders looking to execute a successful global strategy.

### SUPPLIER RELATIONSHIP MANAGEMENT

The perception American business leaders have when working with suppliers in Asia is that “supplier management” is enough, and that they can buy from Asian countries in the same way that they buy from North Carolina or Tennessee. But focusing on the relationship is the only way to ensure that the buyer gets the right product at the right time.

Without working on the relationship between buyer and supplier, both sides become frustrated while believing the other side is missing it; and customers suffer.

Using real-life examples and survey data, Jim Tompkins outlines an SRM strategy that focuses on touch points between supplier and buyer, including forecasting, good communication, inventory levels and lead times, risk management, and more to illustrate that success is not in how much a buyer sources from Asia, but how well they do it.

*“Truly outstanding! Voice, tone, delivery, content, high energy, humor . . . Jim Tompkins is a natural and totally captivated our audience with the right message for our time. Mr. Tompkins is not only a grand master in his field, but truly unbeatable!”*

Shelby Miller  
Marketing Communications  
Manager, PathGuide Technologies, Inc.  
Latitude Users Conference  
2008

*“Dr. Tompkins is such a dynamic speaker! His viewpoints were enlightening as well as entertaining.”*  
Attendee of 2007 S.C.  
International Trade  
Conference

**Recent Topics:**  
Globalization:  
Separating Facts from  
Emotions

Supplier Relationship  
Management: It Takes  
the ‘Big R’ to Win Global  
Sourcing Game

Scalability of the Global  
Supply Chain

Bold Leadership for  
Organizational  
Acceleration

The Seven Habits of  
Highly Successful Supply  
Chains

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## JAMES A. TOMPKINS, PH.D.

James A. Tompkins, Ph.D., is the CEO and founder of Tompkins Associates, a provider of total supply chain solutions through operations consulting, technology implementation and integration. For more than 30 years, his practical expertise and leadership has helped hundreds of Fortune 1000 companies make business improvements and achieve Supply Chain Excellence.

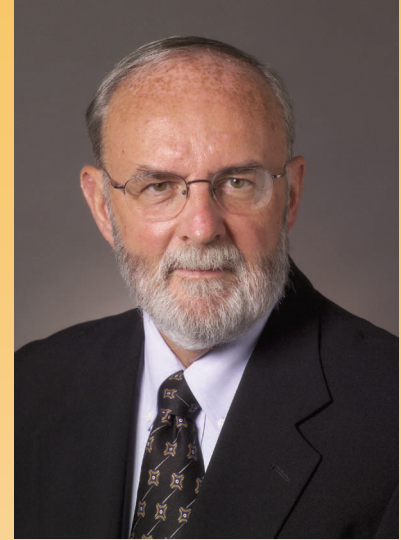
Dr. Tompkins received his Bachelor of Science in Industrial Engineering in 1969, his Master of Science in Industrial Engineering in 1970 and his Ph.D. in 1972, all from Purdue University. He is the 1984 recipient of the Reed-Apple Award from the Material Handling Education Foundation, the past president of the Institute of Industrial Engineers, the Material Handling and Management Society and the College-Industry Council on Material Handling Education. He is a 1999 recipient of the Distinguished Engineer Award from Purdue University's School of Engineering. Dr. Tompkins is also a 1999 inductee in *Modern Materials Handling's* Hall of Fame. He is a much sought after consultant, lecturer, author, educator, researcher and spokesperson.



With over 25 books to his credit, including *Bold Leadership for Organizational Acceleration*, *Logistics and Manufacturing Outsourcing: Harness Your Core Competencies*, *The Supply Chain Handbook* and *No Boundaries: Breakthrough to Supply Chain Excellence*, Dr. Tompkins is an internationally known authority on leadership, logistics, warehousing, manufacturing, material handling, outsourcing, and supply chain best practices.

As the CEO and founder of Tompkins Associates, he is a motivator and an innovator who has consulted with over half of the Fortune 500 companies in the world. His experiences in helping companies achieve success give him an insider's view into what makes great companies even better. As a high-level business advisor, he has a unique perspective that prepares corporations and executives for the future. He has been quoted in business and industry magazines such as *Supply & Demand Chain Executive*, *Fortune*, *Modern Materials Handling* and *DC Velocity*.

Dr. Tompkins has given more than 4,000 presentations, including keynote addresses, speeches, executive forums, seminars and short courses in the United States, Canada, Mexico, South America, and throughout Asia, Africa and Europe. He is an influential speaker, able to engage the audience with real-world examples and anecdotes that drive the message home.



James A. Tompkins, Ph.D.

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