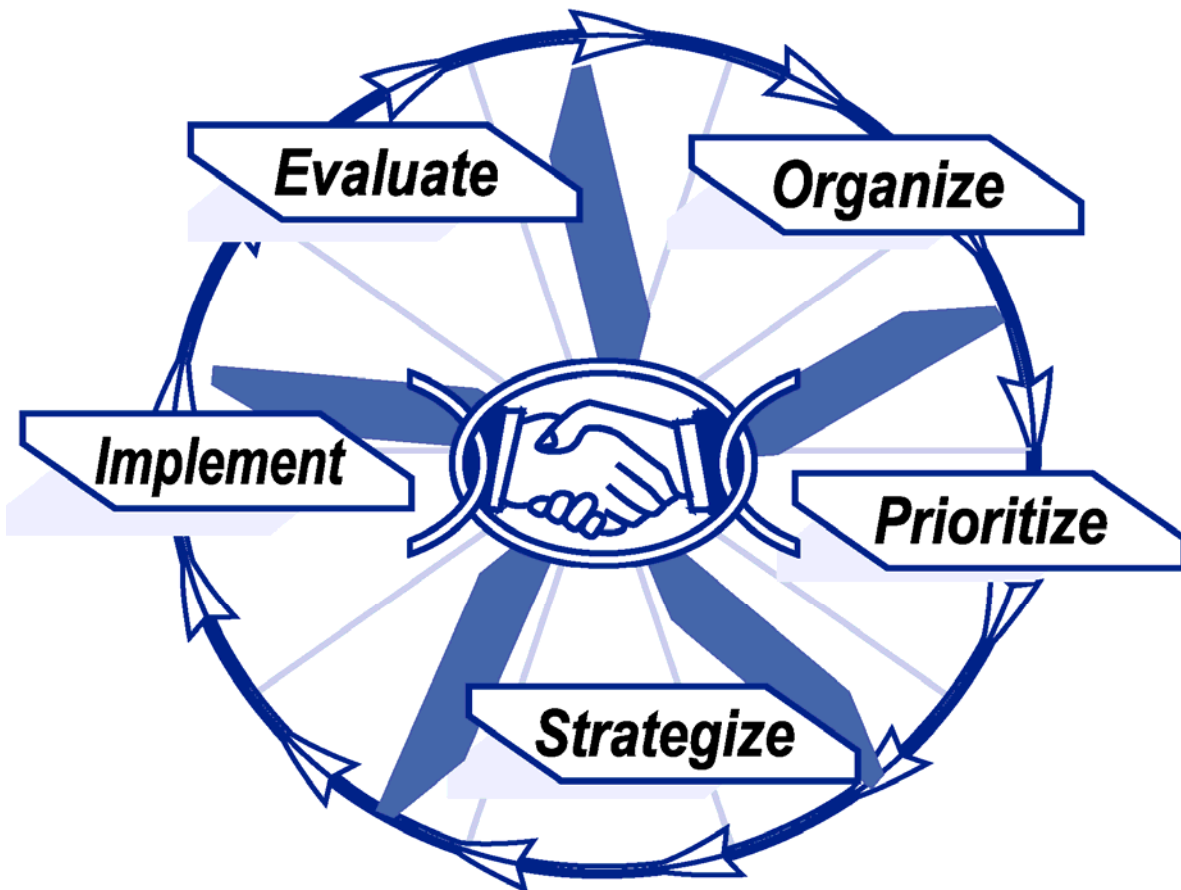


THE GGS! PROGRAM

GET READY...GET SET...SAVE

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A focused, comprehensive material cost reduction program for
PLUMBING and HVAC CONTRACTORS.



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Welcome...

...to the Get Ready...Get Set...SAVE (GGS) Program.

This program includes:

- The GGS Program manual (PDF format)
- The GGS Boilerplates (PDF Format)
- Free phone consultations for the 30 days after you receive the Program.

NOTE: We recommend that you print out the entire contents of this CD and insert it into a three-ring binder. It will be much easier to stay organized by keeping all your related paperwork in one binder.

Disclaimer: The Get Ready...Get Set...SAVE (GGS) Program is based on cost-savings principles developed over many years and proven effective for Plumbing and HVAC contractors. Since there is no one-size-fits-all program for any industry, this manual is provided solely for your general information only. It is in no way intended as legal or financial advice, and should not be depended upon as a substitute for any consultations with qualified legal or financial professionals. However, users are urged to take advantage of the free phone consultation service—available for the first 30 days after they receive the GGS Program—to discuss their individual needs. The materials provided, in conjunction with these consultations, should result in significant savings for every participating company.

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Money-back Guarantee: For those who utilize all the GGS Program has to offer yet still find it not to be a valuable tool, there is a 30-day money-back guarantee (less shipping and handling) on the price of the program. In order to receive the money-back guarantee, the Customer must obtain a “return authorization number” (RAN) from Supply Chain Consulting Inc. prior to returning the GGS Program for credit. Since the Customer will bear the cost for shipping the material back to Supply Chain Consulting Inc., they may use their choice of common carrier. However, any lost package not delivered back to Supply Chain Consulting Inc. is the customer’s responsibility.

See Section 8 of this manual for contact information.

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is strictly prohibited.**

**Owners of the GGS Program are permitted to copy for their own use
the documents supplied in the GGS Program Manual CD.**

Why you? Why now?

Congratulations on taking the first important step in gaining greater control of your material cost and inventory management through the **Get Ready...Get Set...SAVE (GGS) Program**. As a contractor, reducing material cost typically represents the single greatest opportunity you have in becoming more competitive in the marketplace while increasing money in your pocket.

Many material suppliers for the Plumbing and HVAC industry have undergone significant changes over the past several years. Some have become stronger through innovative practices while other have gone out of business or been bought out.

Remember, whenever there is change, there is opportunity. Whenever there is change, there are winners and losers.

This program is designed to help you better understand your needs and to find the right supplier-partners to help you drive your business to new heights.

Just one note before we dive in: Before discussing this manual and its ideas with anyone in your organization, completely review the contents to familiarize yourself with how the **GGS Program** components make up the entire program. Sometimes, new ideas are not readily welcomed by some employees. Moving a company forward requires a committed leader willing to champion new ideas to its employees and push hard for cutting-edge processes. That is where you come in – and I am here to help.

SAVINGS START NOW!

*I am committed to your success! As part of that commitment, I will be available for telephone consultation for the first 30 days after you receive this manual (normally a \$295 value) to help you implement the GGS Program. I have provided a toll-free number for your convenience. Please, take advantage of the **free consultation**. Contact information is in the back of the manual.*

Why The GGS Program?

The techniques contained in this manual are the same techniques I have personally used to save companies thousands of dollars and, in one specific case, more than one million dollars!

I developed the **GGS Program** to help those in the Plumbing and HVAC business reap the benefits of my 25 years of working with all aspects of the supply chain management. Applied properly, this system will provide your organization with decreased cost and improved efficiency benefits for years to come.

The GGS Program will enable you to create an effective, efficient supply chain. This effort today will be the foundation required to provide you with consistent, cost-competitive material delivered in a timely manner, resulting in enhanced customer service, more money in your pocket and a stronger future for your business. Everybody wins!

IS YOUR FUTURE CRYSTAL CLEAR?
Remember, the Swiss once owned over 80% of the world watch market, but because of their unwillingness to adopt new ideas (use a quartz crystal), they now have less than 10% of the market.

So Let's Get Started!

Let's take a quick look at an overview of the **GGS Program**, giving you a glimpse into the steps required to put the most advantageous supply chain in place for your organization.

Each of the **GGS Program**'s five steps to reducing your material cost is crucial in properly *analyzing your needs, organizing your requirements, developing an appropriate game plan and partnering with the right supplier(s)*. This manual will fully explain how to perform each of the program's five steps to lower material cost:

- EVALUATE
- ORGANIZE
- PRIORITIZE
- STRATEGIZE
- IMPLEMENT

Get Ready

Step 1: Evaluate

Evaluate and analyze the current state of your business and your goals using the provided fill-in-the-blank worksheets to guide you.

Step 2: Organize

Organize your material requirements to gain the greatest advantages when negotiating with the suppliers of your choice using the proven **GGS Program**. Additionally, this process will help you better manage your inventory.

Step 3: Prioritize

Understand and embrace the concept of Pareto analysis. It is extremely important to clearly understand the detailed breakdown of your material cost, helping you develop the right strategy for selecting your most productive supply chain.

NO SHORTCUTS TO THE FUTURE

DO NOT skip any of these steps as you proceed through the program. Each step plays an important role in reducing your material cost.

Step 4: Strategize

Develop a strategy designed to give your suppliers a strong incentive to provide material at a reduced cost. This section also covers the psychology behind what motivates people and who should be the key participants in this process. *Learn* the step-by-step process used when meeting your supplier-partner candidate(s). This covers the optimum way to create the win-win-win relationship benefiting your company, your customers and your suppliers!

Step 5: Implement

Analyze suppliers' proposals as well as identify additional opportunities for cost savings and inventory management improvements. Finally, quantify your results.