

 HAPPY NEW YEAR

## Happy New Year from KEP

As we turn the leaf into the new year, our thoughts turn gratefully to those who have helped make our progress possible — Thank you, and best wishes for a new year of health, happiness and prosperity.

We are looking forward to what 2018 holds. At KEP we always have a few “New Year’s Resolutions” in the works... from continuously improving our customer experience, implementing new lean initiatives and organizing more Kaizen events to improve our products and processes.

Do you have any resolutions this year? As we hit the gym this season to achieve our fitness goals, we are proud that [KEP products](#) are helping to support these resolutions! Our flexible tubing is used by the sports and leisure industry in a range of athletic and fitness applications.



Maybe you also have a few “Bucket List” items you want to check off this year – KEP products help to support many of those too! If jumping out of a plane is something you’ve always wanted to do, at KEP we literally “have your back” – Did you know KEP’s quality products are trusted to make parachutes?

From Bucket List activities like skydiving, spearfishing and paintballing, to the flexible tubing that supports the fitness goals of many in the new year, be on the lookout for KEP products in 2018!

 LESSONS IN LEADERSHIP

## The New Bottom Line in Procurement



We're doing a 4-part series about procurement. Be on the lookout for it later this month. The first part, "Trust and Character – The New Bottom Line in Procurement" examines **cost only strategies** to show how procurement is about more than **settling the lowest bid** and about discovering the true value of productive, long-term, win-win relationships with great suppliers. We discuss the concerns that must be taken into account from engineering, quality assurance, manufacturing, and more. Another focus is learning how to be a great supplier relationship manager and knowing the risks that come with **not** having a relationship with the supplier – which includes knowing the importance of regulatory guidelines.

Stay tuned for these additions to our [Leader View Blog](#) to learn more about trust and character in procurement, knowing your supplier, and the total cost of ownership from Joe Williamson, our Sr. Director of Global Sales and Customer Operations.

### ABOUT KEP

## KEP on the road.



KEP will be at these [industry tradeshows](#) throughout the year – Check out our list to see if we'll be attending a show near you! [Schedule a meeting](#) with us to gain a better understanding of your business and determine whether or not we could potentially be a fit with one another. The next tradeshow we'll be at is the MD&M West expo from February 6-8, 2018 at the Anaheim Convention Center in Anaheim, CA – it's North America's Largest Annual Medtech Event!

[Contact us](#) to learn more about all of our upcoming shows.

### TEAM MEMBER SPOTLIGHT



This month we say goodbye and best wishes to two of our GREAT and longtime team members, Mabel Yoder and Lee Morrison. With a combined 65 YEARS, these two individuals have dedicated a big part of their lives to KEP. They have and always will remain a part of our KEP family.

Our expert QA Auditor Mabel has been a dedicated and hardworking member of our Winesburg team since 1976!

Lee, who works in Order Entry/Billing at the Kent corporate office, has been an excellent support to her colleagues and our customers for more than 25 years. Best wishes to Mabel and Lee in their next chapters. Read more about Mabel and Lee in our [Leader Views Blog](#) – and be sure to wish them a happy retirement!

## PRODUCT SPOTLIGHT



### **Free-Band® Tourniquets** **The Solution That Lets Us “Breathe Easy”**

Our Free-Band non-latex surgical tourniquet bands are the solution for doctors’ offices, blood banks, reference labs and beyond that allow medical professionals and patients alike to “breathe easy.”

Typically packaged in first aid and trauma kits, our Free-Bands are helping individuals “breathe easy” is our proprietary blend of thermoplastics that are the perfect replacement for latex. No more stinky smells or concern for latex sensitivities with our Free-Band non-latex surgical tourniquet bands!

Notch-cut for easy dispensing and available in a range of colors, sizes and packaging options, our Free-Bands make life easier in more ways than one. Recently, we spoke with someone who spent 10 years drawing blood as a nurse. After showing her a Free-Band, she immediately commented how nice they were and that they didn’t have that “stinky smell” she had been accustomed to with calendered rubber.

Learn more about the many benefits and applications of this exclusive KEP product in our [Leader Views Blog](#).

