

How to Register

PRE-REGISTRATION AND PAYMENT REQUIRED BY MAY 16th

Return form below with payment
(checks only please) payable to APICS
Great Plains Chapter. Send to:

APICS Great Plains Chapter
Kathy Hildreth
Bosch Communications
8601 East Hwy 6
Lincoln, Ne. 68507

For more information about this semi-
nar please contact:

Omaha: Steve Petersen, 402-359-6067
sep2@valmont.com
Lincoln: Kathy Hildreth, 402-465-7010
kathy.hildreth@us.telex.com

Contact name: _____

Day Phone: () _____

Company: _____

Contact Email: _____

Names of persons attending:

Number of attendees for seminar
and luncheon @ **\$60** per person

Number of attendees for seminar
only @ **\$55** per person

Attn: Kathy Hildreth
Bosch Communications
8601 East Hwy 6
Lincoln, Ne. 68507

APICS GREAT PLAINS CHAPTER



The Midlands
and
Great Plains Chapters

TWO SPEAKERS
PRESENTING

Importing – the Good, the Bad, the Misunderstood

MARTY PINKERMAN



Syngenta Sourcing Strat- egy - Dragon Project

Chris Holzer

FRIDAY, May 18
12:00 Noon

Mahoney State Park
Peter Kewitt Conference Room.

Exit 426 off Interstate I-80
'\$3 Park Pass Required at Gate'



Importing - the Good, the Bad, the Misunderstood

Nearly all manufacturing companies are directly affected by the global nature of today's business environment in some way. Chances are good that you already buy some import components (although you may not even realize it), or you compete against overseas suppliers who seem to have an unfair cost advantage. Whether the subject of importing peaks your interest or makes your blood boil, it's such a relevant topic that it can't be ignored.

Hear how a privately-held Nebraska company has partnered with plants in other countries over the last several years. Among the important questions: Where do we start? (the most critical step, and thankfully we got it right)
How steep is the learning curve? (steep, but worth the climb)
What problems were encountered? (too many to list here)
What effect has it had on production levels here at home? (you might be surprised)

We'll look at photos inside a number of plants, to get a feel for how they are different, and how they are similar. We'll cover the advantages that can be gained through importing, the many challenges that can make it difficult, and some of the lessons that have been learned in the process.

About the Presenters



Marty Pinkerman

is a Past-President of Central Nebraska APICS, having attended a number of APICS International Conferences and earned CPIM and CIRM certification. A graduate of UNK, his professional experience includes purchasing, materials management, marketing and sales.



Chris Holzer

Chris has 18 years experience in chemicals and agrichemicals engineering, manufacturing, operations management, and supply chain management with Great Lakes Chemical Corporation (Chemtura), CYRO Industries, Mid-America Distillations, and Syngenta Crop Protection Inc. Starting his career as a Process Engineer with Great Lakes Chemical, Chris has held positions of Project Manager, Operations Manager, Plant Manager, Global Product Supply Chain Manager, North East Asia Supply Manager, Korea Operations Head, and currently is the Site Manager for Syngenta's Omaha facility. He holds a BS degree in Chemical Engineering from the University of Arkansas, and a Post-Graduate Certification in Process Business Management from the University of Warwick in Coventry, England.

Syngenta Sourcing Strategy - Dragon Project

Introduction & Syngenta Background
Syngenta Sourcing Strategy
Dragon Project (Syngenta relocate production from Japan)
Q & A

Syngenta is a world-leading agribusiness committed to sustainable agriculture through innovative research and technology. The company is a leader in crop protection, and ranks third in the high-value commercial seeds (field crops, vegetables, flowers) market. Sales in 2006 were approximately \$8.1 billion. Syngenta employs around 19,500 people in over 90 countries.

The Omaha Site, located on the river, behind the Henry Doorly Zoo has been in operation for 50 years. It is a multi-product formulation and packaging facility that utilizes imported and domestic raw materials to supply domestic and exported bulk and packed products to the chemical Crop Protection segment of Syngenta. The site is strategically important to Syngenta and supplies key product brands in the corn, soya, cereals, lawn and garden, golf, and ornamentals markets.

Syngenta has been sourcing in Asia Pacific and China for the last 30 years. During the last seven years, as part of a merger of two equals, Syngenta has invested significant resource to exit non-patented manufacture in Europe and the United States and build capability in China and India. This presentation will attempt to summarize general perceptions of China and India sourcing that had to be overcome at merger time in order to face a massive corporate restructuring program. We will then overview how Syngenta has ramped up sourcing activity in APAC, and the process which Syngenta employs to find, evaluate, and partner with Chinese corporations. To give some context to how and why Syngenta has moved heavily towards China and India sourcing, two recent examples of manufacturing and purchasing projects will be presented for discussion

Seminar Agenda

Noon-1 :00 Registration & buffet luncheon
1:00-2:30 Marty Pinkerman
2:30-2:45 Break with refreshments
2:45-4:00 Chris Holzer