

3:00

Workshop C: Responsible Procurement In A Global Market



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Overcoming cultural differences and successfully communicating your company's needs to overseas suppliers is vital to achieving growth in nearly any business today. This is especially true in the chemical industry where less than diligent supplier vetting processes, can have deadly repercussions. While there are product and packaging standards as well as handling and shipping regulations domestically, those conventions and laws are often unheard of by suppliers in other areas of the world. Globalization increases the opportunities for buyers to source from an increasing number of countries. Using your purchasing power, you can set up criteria for your suppliers upstream in the supply chain. In this session Shondra highlights the following strategies to transform the way your buyers buy:

- Developing a supply chain that meets "American" expectations in terms of:
 - Product Quality (impact of the "Melamine Effect" on sourcing practices)
- Packaging/Labeling standards
- Phytosanitary compliance
- Container loading needs
- Qualifying your suppliers
- Educating your suppliers
- Maintaining supplier relationships

PowerPoint PDF

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