

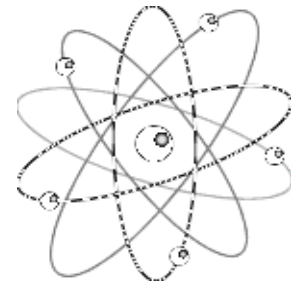
Dear David,

Would a doubling of transportation or inventory carrying costs change your supply chain strategy? Would a 70% increase in the cost of Chinese-sourced products cause you to re-evaluate your sourcing plan? Can your supply chain flex to adjust to major changes in input costs? Energy volatility is the focus of this year's Strategic Sourcing Study (see below).

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Energy Cost Outlook

Energy volatility appears to be here to stay, and companies that are good at managing supply risk will have more cost-effective and resilient supply chains. Boston Logistics Group's fourth annual State of Strategic Sourcing study explores these issues and more. Participants will receive a detailed report summarizing the findings and highlighting best practices. The survey should only take 5-10 minutes and is well worth the time according to previous year's participants:



- *"As always, your work is first class." –Chief Procurement Officer*
- *"Truly excellent work" –Vice President Supply Chain*
- *"Thank you for the information - it is excellent" –Senior Procurement Manager*
- *"A good desk reference to keep handy." –Professor of Supply Chain Management*
- *"Thank you for this excellent information" –Vice President Strategic Sourcing*

[Click here to take the survey](#)

Policy Debates

[Boston Logistics Group](#) and [Cambridge Systematics](#) are joining forces to deliver supply chain policy advisory papers for carriers, shippers, and service providers wishing to comment on a government policy or potential policy affecting them. Combining Boston Logistics Group's supply chain analyses with Cambridge Systematics' transportation



policy expertise, we deliver thorough and compelling policy recommendations. For examples of our work, click here to download copies of Boston Logistics Group's [Supply Chain Benefits of Transportation Investments](#) and Cambridge Systematics' [Freight-Rail Bottom Line Report](#).

[For more information on policy advisory papers, e-mail David Jacoby](#)

A Clear View of China

We are delighted to inform you of our recent establishment in China. With our dedicated, experienced, and knowledgeable consultants, we are now able to support our clients' sourcing and logistics needs in the world's fastest growing economy better and faster. We help both Chinese and foreign companies build strong and reliable supply chains. Our services include:



China Supply Market Intelligence and Forecasts To Minimize

Supply Market Risk – accurate and up-to-date price trends on key commodities, raw materials; events that impact the supply market; profiles of major suppliers; and sourcing intelligence and decision support for procurement decision-makers.

China Sourcing Support That Helps Achieve Lowest World Cost – support in managing Chinese vendors; assessment of the supply chain impact of geopolitical, regulatory and economic factors; and assessment of the impact of government policies and compliance strategies on budgets and risk management strategies.

Inventory Optimization and Distribution Analyses that Help Plan Lean Supply

Chains – analysis of inventory; design of transportation networks, evaluation of alternative distribution strategies, including cost-benefit analysis of centralized versus decentralized warehouse networks; modeling to help serve multiple different customer segments in a timely, reliable and cost-effective manner.

Technology Assessments – viability studies of information technology such as RFID in Chinese manufacturing plants; and operational planning for large scale national projects.

Position Papers – sponsored policy advisory papers that articulate economic and political positions regarding government policies affecting supply chains. These high-profile papers can help to build awareness of your company's contribution to the Chinese economy and society, improve relations with strategic government and commercial stakeholders, and influence policy in a way that favorably represents your company's interests.

[Email us for more information](#)

Upcoming Events

Come see us at these upcoming events:

January 8, 2007: Redefining Metrics: Taking advantage of New Data Sources, [Purchasing Managers Association of Boston](#), Lexington MA

January 11, 2007: Global Trade and Technology, [Beverly Chamber of Commerce](#), Beverly MA



January 12, 2007: [Strategic Sourcing Basics](#), a webinar. [Click here to register.](#)

January 23, 2007: Energy Prices Reshaping the Supply Chain: Charting a New Course? [APICS Providence](#) and PMARI Joint Meeting, Warwick, RI.

February 16, 2007: [Benchmarking Your Supply Chain Savings](#), a webinar. [Click here to register.](#)

March 1, 2007: The Impact of Low-Cost Country Sourcing on the Chemicals Supply Chain, [Institute of Supply Management Conference](#), World Gold Village, Renaissance Hotel, St. Augustine FL

March 6, 2007: [The Asian Sourcing Boom](#), a webinar. [Click here to register.](#)

March 21, 2007: Low-Cost Country Sourcing: Sweeping Up, [National Association of Purchasing Management Southern New Hampshire Chapter](#), Concord NH

[Click here to learn more about our upcoming events](#)

Free Downloads

Forecasts

- [The Asian Sourcing Boom: How Long Will it Last?](#)
- [Foresight 2020: Economic, Industry, and Corporate Trends](#)
- [Mega- Sourcing: Do You Have the Skills?](#)
- [The New Face of Purchasing](#)
- [Offshore Sourcing \(Interview with HR Executive\)](#)
- [State of Strategic Sourcing 2006, The Asian Sourcing Boom \(Audio CD\)](#)
- [RFID Comes of Age](#)



White Papers

- [Business 2010: Retailing Embracing the Challenges of Change](#)
- [Courting the Consumer: Creating Dynamic Brands in Retailing and Consumer Goods](#)
- [High-Impact Sourcing: Precision Guided Strategies](#)
- [Is There ROI in RFID?](#)
- [On the Cutting Edge of Strategic Sourcing](#)
- [RFID: Case Studies in ROI](#)
- [RFID: Enhancing Forecast Accuracy](#)
- [RFID: Revolutionizing Ground Handling Operations](#)
- [RFID and Supply Chain Security](#)
- [State of Strategic Sourcing 2005, Benchmarking Your Supply Chain Savings \(Audio CD\)](#)
- [Thinking Big Mid-Sized Companies and the Challenges of Growth](#)
- [Unleashing the Power of Customer Data](#)

Articles

- [Focus on the Right Suppliers](#)
- [Managing Supply Risk](#)
- [Measuring Sourcing Performance: What's the Mystery?](#)
- [Mitigating Raw Material Price Increases](#)
- [The New Economics of Partnering](#)

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Useful Links

- [Institute for Supply Management's \(ISM\) T&L Group](#)
- [ISCEA's Ptak Prize for Supply Chain Excellence](#)
- [Boston APICS Schedule of Events](#)
- [Transportation Management Benchmark Survey](#)
- [RFID in Ground Handling: Benchmark Survey](#)



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Give Us Feedback

If you have had an experience with Boston Logistics Group - through an engagement, a proposal, a presentation, or even just based on this newsletter - please share your feedback.



[Click here to share your feedback](#)

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