



Press release

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ROBIN JACKSON GIVES EXPERT ADVICE ON AVOIDING SOURCING DISASTERS FROM CHINA AND OTHER LOW COST REGIONS

Identifying the right suppliers using local knowledge and imposing rigorous quality controls are among the steps Western companies should be taking to avoid problems when sourcing goods from China and other low-cost regions, according to international procurement consultant Robin Jackson.

In a briefing paper for business leaders he has identified 10 areas for attention when considering sourcing from emerging markets.

The advice follows a string of recent episodes involving faulty goods and exposure of poor working conditions among suppliers in the Far East.

Robin Jackson, chief executive officer of [ADR International]<http://www.adr-international.com>], says: “a systematic, professional approach to checking and monitoring ethical standards is increasingly important if you want to steer clear of problems.”

He adds that there are “many excellent sources of information on suitable suppliers in all areas covering such issues as financial standing, capacity and management quality, but nothing can beat personal experience.”

Being able to draw on the expertise of someone who already knows the region, and has dealt with suppliers there, can be invaluable.

The briefing paper covers several topics including quality issues, culture, logistics, supplier relationships, ethics and intellectual property.

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About ADR

ADR International is one of the longest-standing global procurement consultancies, established in 1986. It applies its knowledge and expertise to help its clients improve every aspect of their procurement activity. Its main areas of expertise are procurement consultancy, training and development, sourcing and interim management services.

ADR International works with several global corporations to improve their procurement effectiveness. Clients include GE, the world's biggest non-oil company by market value, Genentech, Pfizer and Alcan. For more information please visit www.adr-international.com

About Robin Jackson

Robin Jackson chief executive officer of ADR International, held senior management positions in procurement with the Ford Motor Company, Philips Electronics and Nissan. Since joining ADR International in 1988 he has amassed a wealth of hands-on purchasing experience with clients worldwide in the Europe, USA, South Africa, APAC and Australasia. He holds an honours degree in economics from Manchester University.

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