

## **FOR IMMEDIATE RELEASE:**

### **Companies moving manufacturing production closer to home**

Toronto, August 26, 2009 – For a recent article for IndustryWeek magazine's August edition entitled Moving sourcing closer to home, IndustryWeek chief editor Steve Minter interviewed Andrew Miller, President of ACM Consulting Inc.

In a recent poll released by AMR Research, manufacturing and retail executives expect to increase their near shore sourcing activities by a factor of more than 5 to 1. This goes against the trend in recent years of outsourcing to countries such as China, India and some countries in Eastern Europe. Recent controversies about the quality of products, the lead times required and the issue of controlling product ingredients have forced organizations to review their global sourcing strategies. Miller says there are four things that organizations need to remember when embarking on a global sourcing strategy:

- Know the business environment you are entering and how it may differ from the organization's home country;
- Know your business partners and how they have performed in the past;
- Know your risk tolerance and how much you are willing to risk as compared to the benefits to be achieved;
- Know the total cost of ownership and how that compares to producing products closer to home. Ensure to include costs such as storage, transportation and import/export duties.

Improving results from procurement and sourcing operations is something that Miller has been offering clients for more than a decade. "It is very important to put together a strategy for the organization," says Miller, sometimes referred to as the Procurement Guru™. "You cannot just wake up one morning and decide to move everything overseas or bring everything closer to home. You need to look at the mix of products and determine which components can be outsourced and which components and assemblies need to be controlled closer to home. Your sourcing strategy needs to be aligned with the strategic direction of the organization."

Miller is based out of Toronto and helps companies increase profit and operate more efficiently by aligning processes, people and technology.

For additional information please contact:

**Andrew Miller**

**President, ACM Consulting Inc.**

**416-480-1336**

[andrew@acmconsulting.ca](mailto:andrew@acmconsulting.ca)

[www.acmconsulting.ca](http://www.acmconsulting.ca)

\*END\*\*END\*\*END\*