

EAST WEST ASSOCIATES

Improve Your Manufacturing Operations and Global Supply Chains

East West Associates helps large and mid-size clients establish new facilities and improve performance of existing operations in China, Asia, Mexico, and Central Eastern Europe. Having worked there, our seasoned executives have a “boots-on-the-ground” familiarity of local cultures, laws, and business practices.

At East West Associates (EWA), our advisors have held senior management positions with P&L responsibilities for multi-national companies, including Briggs & Stratton, American Standard, Bechtel, GE, Eastman Kodak, Fluor Daniel, Owens Corning, Hercules Chemical, Michelin, and Volvo.

With proven expertise in China, Southeast Asia, Central Eastern Europe, the U.S., and Mexico, our people understand the nuances of these regions. They bring invaluable insights to help you optimize your manufacturing, assembly, or supply processes while effectively managing risk.

Our executive-level experience enables us to take a client’s “5000 ft.” strategic objectives, and implement pragmatic, on-the-ground, cost-effective solutions.

Operational, Commercial and Risk Management services:

- Develop and/or Implement manufacturing footprint and global supply chain strategies.
- Manufacturing Plant and Office closures, relocations, and consolidations.
- Supplier identification and qualification, supplier audits, RFQ pricing & negotiations, supplier improvement.
- Executive Search. Interim general management.
- Performance & process improvement of existing operations.
- Global site selection: Establish new manufacturing plants and offices.
- Evaluate plant set-up costs.
- Negotiate tax benefits with foreign governments.
- Factory construction, set-up, and employee hiring.

EAST WEST ASSOCIATES INDUSTRIES

Industries We Serve

- Automotive
- Chemicals
- Coatings & Building Materials
- Consumer Goods
- Durable Goods
- Electronics
- Energy & Natural Gas
- Filtration & Separation Equipment
- Food & Beverage
- Food Technology
- General Manufacturing
- Industrial Textile & Apparel
- Laboratory Equipment
- Medical Devices
- Metal Fabrication
- Packaging
- Semiconductors
- Speciality Metals

EAST WEST ASSOCIATES EXECUTIVE FORMER POSITIONS

Former Positions in China, Asia, Central Eastern Europe and Mexico held by our Executive Team:

Bangkok, Shanghai – _President, Briggs & Stratton Asia.
VP Sales & Marketing, American Standard Thailand &
American Standard China

Manila, Singapore, Shanghai – _General Manager,
Eaton Corporation. Director of Asia Pacific Operations,
Ashland Specialty Ingredients. Director of Asia Pacific
Manufacturing & Supply Chain, Hercules Inc.

Shanghai – _VP/Director of Strategic Services, Boldt
Metronics. VP Human Resources, Littlefuse. HR Director,
R.R. Donnelly & Sons

San Luis Potosi, Monterrey – _VP Production and
Logistics Planning, Robert Bosch GmbH. Manager
Operations and Engineering, Leoni AG. Business Unit &
Key Account Manager, Continental Teves Automotive

Shanghai, Singapore – _COO, Hill & Associates Asia
Pacific. VP/GM, Bechtel Corporation Asia Pacific.
Chairman of the Shanghai American Chamber of
Commerce

Shanghai, Suzhou, Tokyo – _VP Human Resources, Flexco
Conveying Equipment Manufacturing Co. HR Manager,
Lombard Risk International Ltd. Exec. Dept. HR &
Administration, Nitto Denko Corp.

Shanghai, Bangkok – _CEO, Everbright Enterprise.
Procurement Director, Asia Pacific Operations, Ashland
Specialty Ingredients. Procurement Director, Degussa
China. GM, Xuzhou Construction Machinery Group

Krakow, Warsaw – _Procurement Manager, GE
Appliances Poland. Product Purchasing Manager, General
Motors Automotive Poland

EAST WEST ASSOCIATES CONTACT US

For more information as to how East West Associates
can improve your business, please call or contact us at
704.807.9531 or abryant@eastwestassoc.com.

EAST WEST ASSOCIATES
REPRESENTATIVE CLIENT LIST

