

# BOSTON STRATEGIES INTERNATIONAL

Volatile oil prices have caused uncertainty regarding upstream supply requirements and downstream logistics needs. A more stable contracting environment would seem to reduce costs for all supply chain partners, but how could that be achieved? Boston Strategies International's sixth annual State of Supply Chain Management Study will provide a feedback report containing practical advice for pricing and contracting in turbulent times.



**August 2009  
Newsletter**

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## Contracting Methods for Oilfield Equipment

Study participants will receive a detailed report that summarizes the findings, highlights best practices, and makes policy recommendations. In addition, the first 25 respondents will be offered a free copy of David Jacoby's new book on supply chain management, [The Economist Guide to Supply Chain Management](#). A short survey (for practitioners only, no consultants please) asks for your opinion on the impact of oil price volatility on your company's operations, the potential benefit of reducing oil price volatility, and public policies that would support a "fair oil price." The survey will only take about **10 minutes** of your time.

[Click here to participate in Boston Strategies International's sixth annual State of Supply Chain Management Study.](#)

## Meet Zhuoyi Fan

Zhuoyi (Joe) Fan, Research Associate, is coordinating this year's State of Supply Chain Management study titled: "Contracting Strategies for a Volatile Economy: Focus on Oilfield Equipment. Through his PhD-level research projects, Joe is applying relevant concepts from econometrics, time series analysis, financial economics, and monetary policy. Also, in connection with Boston Strategies International's ongoing research into the Asian sourcing phenomenon, he recently analyzed the effectiveness of monetary policies in controlling commodity inflation in China. If you want to speak with Joe about the study, please email him at [jfan@bostonstrategies.com](mailto:jfan@bostonstrategies.com) or call him at (1) (781) 263-7215.



## Upcoming Presentations

Participate in these upcoming Boston Strategies International events:

October 7, 2009: "**How the Recession has Affected Supply Chain Management and the Outlook for 2010**," Council of Supply Chain Management Professionals' Manhattan Roundtable, New York City.

October 11, 2009: "[Structuring Agreements and Concessions](#)," Power Generation and Water Middle East, Abu Dhabi.

October 18, 2009: "[From Freight to Customer Value: Leveraging Value-Added Services for Higher Gross Margins](#)," Supply Chain Management Forum, Abu Dhabi.

November 24, 2009: "[Supply Chain: What's it Worth?](#)," Fifth Trans Middle East Conference and Exhibition, Bahrain.

Click [here](#) to see a complete list of our upcoming events.

## Research & Analysis

- [Your Supply Chain Costs Just Decreased by 12.2%](#)
- [How Will Western Manufacturers Survive? \(2008 State of Supply Chain Management Study\)](#)
- [Energy Prices Re-Shaping the Supply Chain: Charting a New Course? \(2007 State of Supply Chain Management Study\)](#)
- [Energy Outlook](#)

For more free research, please visit our website at [www.bostonstrategies.com](http://www.bostonstrategies.com).

## Give Us Feedback

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

Click [here](#) to share your feedback with us.

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