

# You're Invited



## Contract Manufacturing – State of the Art Techniques for the Global Economy

Tuesday, November 15, 2005 – Palo Alto, California

5:30 p.m. – 9:00 p.m.

Contract Manufacturing (CM) is a form of tax structuring that accompanies the outsourcing phenomenon which has accelerated in recent years. It is a legal structuring of manufacturing and distribution allowing US businesses to restructure operations and reporting, ranging from the hiring of employees to the collection of receivables. The benefits of CM include reduced labor costs, improved financial ratios, and enhanced operating and development procedures. The end result is the business working for management, rather than management working for the business.

Seyfarth Shaw professionals will share best practices in this new structure. The experience of these attorneys as trusted advisors to and strategic business partners with leading manufacturers and distributors provides valuable insight to the implementation and operation of CM structures. Achieving these best practices in CM leads to a leaner and more efficient business with higher revenues and profits per employee and per dollar invested.

### Agenda

- 5:30 p.m. – 6:00 p.m. Registration
- 6:00 p.m. – 6:05 p.m. Welcome – *John Rogers*
- 6:05 p.m. – 6:30 p.m. Benefits of Contract Manufacturing and Highlights – *John Rogers*
- 6:30 p.m. – 7:00 p.m. Essentials for Implementation of Contract Manufacturing – *Jason Whong*
- 7:00 p.m. – 7:15 p.m. Break
- 7:15 p.m. – 7:45 p.m. Supply Chain Management and Tax Compliance – *Janessa Griffin*
- 7:45 p.m. – 8:00 p.m. Question and Answer Panel
- 8:00 p.m. – 9:00 p.m. Reception

**November 15, 2005**

Garden Court Hotel  
520 Cowper Street  
Palo Alto, California 94301

Register online at [www.seyfarth.com/events](http://www.seyfarth.com/events).

If you should have any questions, please contact  
**Melissa Workman** at **312-739-6645** or  
[mworkman@seyfarth.com](mailto:mworkman@seyfarth.com).

Space is limited; please register early.  
*There is no cost to attend this program.*

### Continuing Legal Education Credit

*This program has been approved for MCLE credit by the State of California. Seyfarth Shaw LLP certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing continuing education.*

### John Rogers, Partner (Chicago)

*Global* – John's clients benefit from his decades of experience in structuring international business and financial operations, especially in contract manufacturing. As a former partner in a leading accounting firm and in management at a global conglomerate, John has developed numerous outsourcing structures for manufacturing, distribution, and services companies, including the securing of tax and other regulatory clearances.

### Janessa Griffin, Associate (Chicago)

*Europe and Asia* – As a former senior manager at a Big Four accounting firm, Janessa has participated in the defense and structuring of numerous contract manufacturing structures. Janessa is licensed as a UK solicitor and has an LLM from Northwestern University where she also served as research and drafting associate for a leading treatise on partnerships.

### Jason Whong, Associate (San Francisco)

*Pacific Basin* – Jason works with technology intensive companies with a view toward minimizing overall tax burdens on the business and protecting and developing new intellectual property.



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