

Domtar to Share Its Purchasing Philosophy at Customer Alignment Meeting

Domtar Corporation, the largest integrated manufacturer and marketer of uncoated freesheet in North America and the second largest in the world, will share its purchasing philosophy and strategic direction at the ASPI Customer Alignment Meeting, September 10-12 in Charlotte, North Carolina.

“Our success comes from the mills,” states **Jim Thomas**, VP Purchasing and Materials Management for Domtar, who leads a 12-person, “center-led” team that manages the company’s approximately \$1.7 billion purchasing budget.

Domtar’s purchasing group has successfully established a balance between a mill autonomy (decentralized) and a managed spend (centralized) structure to gain credibility across the company as well as the supplier community. The purchasing

group operates under a set of guiding principles that are rarely deviated from, resulting in Domtar becoming the “customer of choice” with their suppliers.

Domtar sees some of its future challenges as meeting and exceeding sustainability criteria with supply chain partners, and recruiting and managing talent in a declining industry.

“Purchasing has developed credibility, gained confidence of stakeholders throughout the organization, and is involved in almost all activities within the company,” says Thomas. “We are proud of what we have achieved, and continue to strive for excellence.”

Don’t miss the opportunity to attend this Customer Alignment Meeting. Register online at www.aspinet.org.



Jim Thomas, VP Purchasing and Materials Management, Domtar

“Kadant works on a daily basis with its customers, but ASPI’s Customer Alignment Meetings offer additional interactions at an executive level, bringing a new perspective of a more strategic nature.” — Carl Howe, Vice President Sales, Kadant Paperline Group (ASPI President)

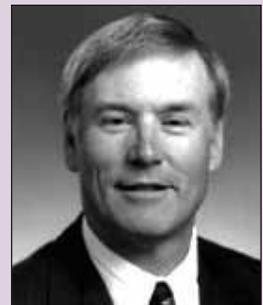
MeadWestvaco “Revisited” at Spring 2013 ASPI Meeting

MeadWestvaco hosted ASPI’s first Customer Alignment Meeting in 2008—the first of its kind. The result was wide acclaim within the industry and continuation of the Customer Alignment concept.

At that first meeting, MeadWestvaco brought in its executive team and segment business leaders to share with ASPI members, their strategic goals and objectives, and

how the supplier community could meet those needs. Join Mark Watkins this February as he provides an update on how MWV has benefited from that meeting, and what is on the horizon for this packaging powerhouse.

ASPI Spring Meeting, February 27–March 1, 2013, Don CeSar Hotel, St. Pete Beach, FL. Visit www.aspinet.org for more details.



Mark Watkins, Senior Vice President, Technology, MeadWestvaco Corporation.

ASPI Welcomes New Member: **OASIS Alignment**



ASPI is pleased to announce that OASIS Alignment Services has joined ASPI. The company is North America’s most trusted provider of three-dimensional metrology, optical alignment, and mechanical services.

With fully equipped service centers across the U.S. and Canada, OASIS is the largest and most experienced company in the precision measurement and machine maintenance and installation business.

The Association of Suppliers to the Paper Industry (ASPI) is the only association solely focused on providing membership benefits to companies supplying the global pulp and paper industry. All ASPI activities follow strict antitrust guidelines.