

JAMES RAY
Senior Consultant
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ICIS

Profile

James has worked in the Plastics Industry for private equity firms in manufacturing, converting and recycling polymers for blow molding, extrusion and injection molding as well as textiles. Recent focus has been in purchasing, dealing with billions of dollars' worth of products, as this is where the bottom line can be influenced the most.

His focus was on improving profitability by working smarter and more efficiently including:

1. Reduce raw material costs using market intelligence, cost modelling, benchmarking, Strategic planning and negotiations.
2. Establish raw material contracts aligned with commercial contracts

Business Advisory Experience

1. Purchasing advisory with over \$100 million savings in a single year.
2. Risk assessment & Management
3. Market supply & demand analysis, forecasting
4. Global Supply chain strategy, alignment & logistics
5. Commercial contract consulting for sales and purchasing
6. Operation cost modelling & activity based costing systems
7. Planning, scheduling & management of key projects
8. Acquisition, divestiture, rationalization.
9. Benchmarking
10. Capital & resource planning
11. Litigation support
12. Quality systems assessment / adjustment

Education

- Bachelors of Science in Computer Science from the University of Texas
- Six Sigma Black Belt & Lean Manufacturing
- State of Texas – Licensed Electrician
- Instructor for the [ICIS Advanced Purchasing Course](#) in Houston, London, Zurich and Singapore.

Selected Publications

1. ICIS Chemical Business magazine – World Class Purchasing 8/15/16.
2. ICIS Chemical Business magazine - Surviving the Storm (Volatile Markets)
 - a. <http://www.icis.com/contact/request-free-icis-consulting-surviving-the-storm-market-outlook>
3. ICIS Chemical Business magazine - The Art & Science of Forecasting
 - a. <http://www.icis.com/contact/request-free-the-art-and-science-of-forecasting/>
4. ICIS Live Webinar – The Art & Science of Forecasting

- a. http://forms.icis.com/content/LP0084_ArtAndScienceOfForecasting
- b. <http://www.icis.com/chemicals/channel-info-about/price-forecast-reports/icis-polypropylene-pp-us-price-forecast-report/>
- 5. ICIS World Purchasing Conference (Speaker) 2014 & 2015
- 6. Oxo-alcohols Conference Americas (Speaker)
 - a. 2014 – “Making sense of global propylene dynamics”
- 7. SPE International Polyolefin Conference (Speaker) 2014-2016
- 8. 2014 – Shale Impact on Polyolefins (Speaker)
 - a. 2015 – Ethylene, Ethylene, what about Propylene” with all the talk about abundant ethylene, the top petrochemical, what about propylene which is tight
- 9. Adhesive and Sealants Conference (Speaker)
 - a. 2015 - “The bubble has burst” demonstrating the recent crude oil drop and highlighting the impact it has on raw material costs.
- 10. PET Conference (Speaker)
 - a. 2015 Global PET with a focus on the US & Asia.
- 11. Plastics News Caps & Closures Conference (Speaker)
 - a. 2015 – PE & PP Market Update
- 12. Forecasting for Business Webinar – 2015
- 13. PET – Webinar – 2015
- 14. Polypropylene – US Monthly Forecast Author 2013-Present
- 15. Polyethylene – US Monthly Forecast Author 2014
- 16. Advanced Purchasing & Training Work Shop Instructor (private classes)