

Past Events - Detail Page

Title: Luncheon Meeting
Category: Austin Lunch Meeting
Location: The Metropolitan Club, Sears Tower, 66th Fl
Start Date: September 20, 2005
End Date: September 20, 2005
City: Chicago
Description: **AS OF 9/12 THIS EVENT HAS BEEN SOLD OUT. WALK IN REGISTRATIONS WILL NOT BE AVAILABLE FOR THIS MEETING.**

Time: 11:30 am – 1:15 pm

Topic: “The China Option: Build, Buy or JV? A Panel Discussion”

Fees: Members - \$40.00 Pre-registered / Non-Members - \$55.00

To avoid charges all cancellations must be received via e-mail to Chicagoacg@acg.org no later than 5pm on Sept. 19th. No shows will be billed. Please register by Sept. 15th for this event.

Companies in the United States and elsewhere have been sourcing or outsourcing in China as a cost reduction method for years. More and more, however they have felt the need to create a physical presence of their own there, either to follow their customers, to better control critical sourcing requirements, or to take advantage of the opportunity to sell into the growing Chinese market. Many US firms make the strategic decision to invest directly into Chinese operations thru a greenfield start-up, a JV, or an acquisition. This panel will focus on these three options and discuss the pros and cons and challenges of each. The panel will also discuss some of the legal, regulatory and governmental changes in China that will impact foreign investment in China over the next several years.

Andrew W. Rice (Moderator)

Mr. Rice is Senior Vice President of International Business at Jordan Industries, Inc. (“JII”). Mr. Rice joined JII in 1989 and has held numerous strategy, international business development and investment positions. JII is a Chicago based private diversified holding company with businesses in a variety of industries. JII, together with its affiliate, The Jordan Company, has sales of more than \$7 billion.

Mr. Rice has traveled extensively assisting JII companies and affiliates expand overseas. Since 1990, he has coordinated over 25 wholly-owned start-up operations, joint ventures and acquisitions in China, Russia, the Czech Republic, India, Malaysia, Spain, England, Italy, Israel, Sweden, Mexico, Brazil and other countries. During the past year, Mr. Rice has made 15 trips to China to support JII initiatives. JII has done more than 10 Greenfield start-ups, JVs and acquisitions in China since 1995.

Prior to joining JII, Mr. Rice held various business development, strategy and marketing positions at Ameritech, IC Industries, and The Pillsbury Company.

Mr. Rice earned a B.S. in Industrial Engineering and an M.S. in Engineering Administration (a joint engineering and MBA program), both from New Mexico State University. In 1978, Mr. Rice was named The Outstanding Industrial Engineering Student in the U.S. by the Institute of Industrial Engineers. He also completed one year of graduate studies in international economics at the University of Melbourne, Australia, where he studied as a Rotary Foundation Graduate Fellow.

Mr. Rice currently serves on the Board of Directors of the Illinois Finance Authority and the Chicago Chapter of the ACG. Formerly, he was on the board of the Washington, D.C. based Small Business Exporters Association. Mr. Rice is a member of the Executives' Club of Chicago, The US-China Chamber of Commerce, the International Trade Association of Greater Chicago, and the American Chamber of Commerce-China (Beijing).

Larry W. Gies, Jr.

Mr. Gies is the President and CEO of Madison Capital Partners, a corporation founded in 1994 to focus on the acquisition, operation and growth of industrial manufacturing concerns. He has been actively involved in helping several of his portfolio companies' set-up Greenfield operations in China as well as evaluate JVs and acquisitions in the region.

Previously with Heico Acquisitions, Mr. Gies assisted investor Michael Heisley in numerous investments including the lead role in negotiating and financing the purchase of an injection molding machinery manufacturer. Subsequently, he served as its Chief Financial Officer and Executive Vice President, playing an instrumental role in that company's turnaround and spearheading a 200% increase in its parts and service revenues.

At Deloitte & Touche, Mr. Gies supervised audit and consulting projects at three Fortune 500 companies and over ten middle market companies. He also served on the Chicago office's Management Advisory Council and was appointed national office liaison to the firm's Financial Accounting Standards Advisory Council member.

As Vice President of Illini Media Company, Mr. Gies guided the company through financial and operational restructuring. Additionally, on behalf of the German government, he marketed the investment potential of an East German high-tech region (including Carl Zeiss companies) to U.S. corporations and investors.

Mr. Gies earned his MBA from Northwestern University's Kellogg Graduate School of Management with concentrations in strategic management and marketing. He received his Bachelor of Science degree in Accounting, graduating with highest honors, from the University of Illinois and is a CPA.

Mr. Gies has contributed time to the Boys & Girls Clubs of Chicago and is a lecturer at the University of Illinois. Mr. Gies serves on the Board of Directors of all the Madison companies and as the President of his charitable foundation.

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