

From: Charest, Ann
Sent: 07/21/2011 10:02:40 AM
To: Smith, Charles; Ciulla, Ron
Subject: FW: Urgent request

Importance: High

Charlie - just left you a vm, but thought you might see this sooner. Our team is in agreement that we need to move quickly on this, and I will be the point person in GS to facilitate the logistics.

Things I need ASAP from Luxilon - please send via e:mail:

- 1) Picture of the material packaging
- 2) Copy of the CofC
- 3) MSDS
- 4) Picture of actual resin if possible
- 5) Other requirements we would insist on from the distributor

I will work on getting the vendor contact information for Luxilon so they can connect with them directly.

In office, but best way to get a hold of me is via cell.

Thanks, Ann

Ann Charest
Manager, Global Sourcing, Resin
Boston Scientific Inc.
One Scimed Place, A399
Maple Grove, MN
Office: 763-494-1199
Cell: **Redacted**

“Defining tomorrow, today.”

All information herein is CONFIDENTIAL and PROPRIETARY to Boston Scientific Corporation and may not be disclosed without permission from BSC.

-----Original Message-----

From: Batz, Helge (STP)
Sent: Thursday, July 21, 2011 8:48 AM
To: Zhao, Ying (STP)
Cc: Charest, Ann; McCaslin, Todd
Subject: RE: Urgent request

Hi,

Thanks again.

Ann, it clearly shows that we need to move quickly.

Can you please get the infos to Michael (Data sheet, pictures of the packages, pictures of the resin) asap. We should also place an order with that distributor, at least we are first in line when they get more HGX in.

I would contact the Belgian extruder to figure out the logistics of P0 placement. But we need to move quickly, either with that one distributor or potential others.

Michael, can you ask the distributor who bought that material. Maybe they are will to sell some of it to us. I would at least buy 2 tons right away.

Best,
Helge

Helge Batz
Director Materials Management
Boston Scientific CRM
St. Paul, MN
Tel 651-582-5674
helge.batz@bsci.com
www.BostonScientific.com

-----Original Message-----

From: Zhao, Ying (STP)
Sent: Thursday, July 21, 2011 7:52 AM
To: Batz, Helge (STP)
Cc: Charest, Ann; McCaslin, Todd
Subject: RE: Urgent request

hi, Helge:

Latest update: the 2nd distributor told me this afternoon that they have sold out all of HGX-030-01, someone else bought all of them today. I can't convince them to hold it for us. We will have to buy, they won't hold for us.

They did say that we can return if we find the material is not right. And they will get more this product next Tuesday or so. I will touch base with them next week.

I also have asked the 5th distributor, which said they had some and it's manufactured in U.S. previously. I will get an update from them tomorrow.

Anyway, since all of distributors are in the same area, I think I will go there on Monday, collect all of info on site, and send all of the options to you and Ann. I will stay there, waiting for you to confirm on which one we will procure. Then help purchase right there on Tuesday, I will not leave there until I make sure we secure the right material .

How is the purchasing process going to work on this one? I am not familiar to that at all.

hi, Ann,

please let me know how we will purchase this one. Will you deal with the distributor directly? Since the time zone difference, if you place order during daytime over there, we will have to wait until daytime here to confirm. Let me know how I can support on purchasing activity if I can on site. And we will need to figure out the shipment logistics as well, since they said they only provide shipment in mainland China, not oversea. I am new to this whole thing.

Let me know if you guys have any other question or suggestion.

Regards,
Michael

From: Batz, Helge (STP)
Sent: Wednesday, July 20, 2011 11:43 PM
To: Zhao, Ying (STP)
Cc: Charest, Ann; McCaslin, Todd
Subject: Re: Urgent request

Michael
Please don't tell them where we will use it. It could scare them away

Great work
Helge

Sent from my iPhone

On Jul 20, 2011, at 11:31 PM, "Zhao, Ying (STP)" <ying.zhao@bsci.com> wrote:

> Hi, Helge:

>

> I am in Suzhou right now, I just contacted them - the 2nd distributor, and asked for holding the material longer, they will let me know soon. The 2nd distributor sounds more professional than others, and their website seems a big player.

> and I will consider to visit them on site this weekend. I don't count on them providing much detailed info like pictures, they seem busy and don't have resource to support, and I want to verify their condition on site too, have to count on myself. I will try to collect as much info as possible and contact Ann. I will check their cancel/return policy as well, just in case. Comparing to \$100M business, 2 tons of this material is only about \$4k, we might have to play safe.

>

> Do we need to ask if this material is supposed to be used in Medical Implantable? Is there anything special about it or it is just a standard plastic material, and as long as it's PP HGX-030-01, it's fine? I just want to make sure we are getting the right material. Pls let me now if there is any other requirement, besides "PP HGX-030-01 manufactured in U.S."

> I just realized I had a missing call, maybe it's from the States. Anyway, feel free to call me any time. I will let you know what I find out.

>

> Ann, is there a way I can get hold of you on the weekend if there is a need? Just in case.

My cell is: **Redacted**

>

>
> Best Regards,
> Michael Zhao
> Supplier Management Asia
> Cardiac Rhythm Management
> Boston Scientific Corp.
> Email: ying.zhao@bsci.com
> Office: 86-21-61419708
> Cell: Redacted
> Unit 4701, Raffles City,
> No. 268 Xizang Middle Road,
> Shanghai, China 200001

>
>
> -----Original Message-----

> From: Batz, Helge (STP)
> Sent: Thursday, July 21, 2011 11:36 AM
> To: Zhao, Ying (STP); Charest, Ann; McCaslin, Todd
> Subject: Re: Urgent request

>
> Michael

> Thanks for the info. We would like to get more info from the 2nd distributor. We are still concerned that the material was not manufactured in the US. We are trying to get pictures from the material so that we can compare it with their package. Can you please ask them to get Infos. Pictures would be great. In order to confirm that it is the original material for the US we thought it would be helpful if you could visit them to look at the material and the condition of the distributor. Like mentioned we need that material to sure a \$100M business. Long term implantable. We need to find out as much as possible.

> Ann Charest will be the point person to figure out the logistics to place orders and the other paperwork.

>
> Thanks

> Helge

>
> Sent from my iPhone

>
> On Jul 19, 2011, at 10:25 PM, "Zhao, Ying (STP)" <ying.zhao@bsci.com> wrote:

>> Hi, Helge:

>>
>> The 2nd link was from your previous email. Maybe it was re-directed to another product.

>>
>> I looked up this product on alibaba.com, which is the biggest supply/purchase portal. It's all from same city: Dongguan. Found followings:

>>
>> 1) <http://detail.china.alibaba.com/buyer/offerdetail/820469000.html>

>> This is the one you mentioned. This product is produced in Singapore, not from U.S.. It is about RMB 13.6/kg.

>> Sales is checking on inventory.

>>

>> 2) <http://detail.china.alibaba.com/buyer/offerdetail/799536869.html>
>> 林程勇 18998089508 , has several tons in Guangzhou office. Produced in U.S. , Has CoC(only provide CoC along with product shipment). About RMB 13900/ton, plus tax/shipping. They can hold 2 tons for us, we must reply no later than tomorrow noon.
>>
>> 3) <http://detail.china.alibaba.com/buyer/offerdetail/1018548270.html>
>> 13825786965 邓才尧. They have 3~4 tons available. Produced in Singapore, not U.S.. Has CoC(only provide CoC along with product shipment). About RMB 15/kg.
>>
>> 4)<http://detail.china.alibaba.com/buyer/offerdetail/1016100443.html>
>> Checking.
>> 13580716606 刘奇.
>>
>> 5) <http://detail.china.alibaba.com/buyer/offerdetail/850884103.html>
>> Tel:13622635639 0769-87782010 谭先生
>> Same company as option 1). Has enough inventory, produced in U.S.. Has CoC.
>>
>>
>> An update: CoC can't be provided before hand, we need to buy first, then they will ship the CoC along with the product, it applies to all.
>>
>> My recommendation is option 2. This is their website: <http://www.em-gs.com/> Seems to be a pretty solid distributor.
>> We probably want to initiate a PO ASAP. Need to decide soon. They will not wait for us.
>>
>> Let me know if we want to check product or verify anything on site before we purchase.
>>
>>
>>
>> Best Regards,
>> Michael Zhao
>> Supplier Management Asia
>> Cardiac Rhythm Management
>> Boston Scientific Corp.
>> Email: ying.zhao@bsci.com
>> Office: 86-21-61419708
>> Cell: **Redacted**
>> Unit 4701, Raffles City,
>> No. 268 Xizang Middle Road,
>> Shanghai, China 200001
>>
>>
>> -----Original Message-----
>> From: Batz, Helge (STP)
>> Sent: Wednesday, July 20, 2011 5:22 AM
>> To: Zhao, Ying (STP)
>> Subject: RE: Urgent request
>>
>> Hi Michael,
>>

>> I am planning to go back to China most likely in November.
>>
>> Can you please check the second source again. The link you sent me points to a different material, not to HGX-030-01.
>>
>> I also found another source from the same area.
>> <http://detail.china.alibaba.com/buyer/offerdetail/820469000.html>
>>
>>
>> Michael, we are still looking to secure more of that material. But what we also need from the distributor is a Certificate of Compliance.
>>
>> If you have other ways to find someone who has the material that would be great too.
>>
>> So far we have secured about 600 pounds here in the US. In total we probably want 4,000 pounds at least.
>>
>> Thanks
>> Helge
>>
>>
>>
>> Helge Batz
>> Director Materials Management
>> Boston Scientific CRM
>> St. Paul, MN
>> Tel 651-582-5674
>> helge.batz@bsci.com
>> www.BostonScientific.com
>>
>> -----Original Message-----
>> From: Zhao, Ying (STP)
>> Sent: Tuesday, July 19, 2011 4:14 AM
>> To: Batz, Helge (STP)
>> Subject: RE: Urgent request
>>
>> hi, Helge:
>>
>> I am doing fine, thanks. How about you? Let me know if you have plan to visit Asia, will be great to meet you here.
>>
>> I checked with these two local distributors, they both are located in Dongguan, Guangdong. Pretty close to Hong Kong area.
>> 1) http://www.hjcyplas.com/PP/Marlex_PP_HGX-030-01.htm
>> There is no stock, the sales will check with their Hong Kong office and let me know how soon they can get it in stock if it's available. Likely 2 months lead time. I will talk to them tomorrow and update you tomorrow.
>> 2) http://jtplas.net/products/PP/Marlex_AGM-010.html
>> There are 17 bags available. 625 kg/bag. So 2 bags(roughly 2700 lbs) will be enough for us. Unit price is roughly about 22 RMB/kg(shipping fee inside of mainland China is included),

that's RMB 13750/bag, and RMB 27500/2700 lbs. Color is natural white. They can ship any time we want.

>>

>> Let me know if I can support more. Feel free to call my cell any time.

>>

>>

>> Best Regards,

>> Michael Zhao

>> Supplier Management Asia

>> Cardiac Rhythm Management

>> Boston Scientific Corp.

>> Email: ying.zhao@bsci.com

>> Office: 86-21-61419708

>> Cell: Redacted

>> Unit 4701, Raffles City,

>> No. 268 Xizang Middle Road,

>> Shanghai, China 200001

>>

>>

>> -----Original Message-----

>> From: Batz, Helge (STP)

>> Sent: Tuesday, July 19, 2011 12:09 PM

>> To: Zhao, Ying (STP)

>> Subject: Urgent request

>>

>> Hi Michael

>>

>> Hope things are well on china.

>> We do have a critical issue with the Marlboro devision. We need HGX-030-01. Phillips used to build this material and obsoleted it in 2005. I checked several pages on google but they are all in Chinese. I will send another email with the links. Can you please find out whether this material is still available on China. We need at least 2000 pounds.

>>

>> Thanks

>> Helge

>>

>> Sent from my iPhone