

2011 MOTOR VEHICLE METALS & RESINS CONFERENCE



ADVANCED
PURCHASING
DYNAMICS

The motor vehicle supply chain was impacted greatly by the historic levels of metals and resins pricing volatility over the past four years. In response, APD organized and hosted the 2011 Motor Vehicle Metals and Resins Conference in May of this year. See the 2011 Conference Agenda on the following pages.

The purpose of the conference was to update attendees on the latest factors impacting supply, demand and pricing and to provide actionable strategies for managing supply chain.

The feedback we got back at the conference and from the participant survey was very positive and encouraging:

Metals Keynote	3.9*	*Scale 1-5 with 5 being Outstanding
Metals Workshops	3.9	
Luncheon Keynote	4.7	
Resins Keynote	4.2	
Resins Workshop	4.5	
Venue	4.6	
Average Overall Rating	4.3	

Many of our conference participants shared comments stating that the conference speakers were very informative and the conference content was very relevant. Based upon the favorable responses we got from the conference, Advanced Purchasing Dynamics has decided to move forward with our 2012 conference planning.

Advance Purchasing Dynamics will host a series of webinars, to continue the discussion regarding the metals and resins commodity challenges facing our industry today. Feedback from those webinars, along with other issues of concern, will help frame our 2012 conference agenda.

You can count on another exciting action-oriented program geared towards helping you to better understand the current and future state of the metals and resins commodities and ultimately maximize your profits. Advance Purchasing Dynamics' 2012 Motor Vehicle Metals and Resins conference will provide each attendee with an intensive learning experience and a wonderful opportunity to network.

**Thanks to
Our 2011
Sponsors.**

FACTON
INNOVATIVE COSTING

platts

ArcelorMittal

WORLD
STEEL
DYNAMICS

OmniSource
The Best in Metals Recycling

plante
moran

MF Global

CMAA

GSS GLOBAL SOLUTIONS SERVICES, LLC

STAS

Bayer

FOLEY
FOLEY & LARDNER LLP

J.P.Morgan



ADVANCED
PURCHASING
DYNAMICS

2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

May 11-12, 2011 – Somerset Inn, Troy, MI

**Thanks to
Our 2011
Sponsors.**

Wednesday, May 11, 2011

6:00 – 8:00pm **Pre-Conference Evening Reception**

Network with other conference attendees, presenters and sponsors in an informal atmosphere.

Thursday, May 12, 2011

7:15 – 8:00am **Registration and Breakfast Sponsored by OmniSource**

Obtain conference materials and sign up for matchmaker sessions.

8:00 – 10:00am **Metals Keynote and Panel Discussion
Moderated by Ted Mabley, Factor North America**

An established panel of leading metal industry experts will share their outlook on the prevalent issues facing the metals industry and the potential impact on supply, demand, and pricing.

Industry Leading Keynote Speakers include:

- **Joe Innace, Chief Editor Steel Markets Daily, Platts and Karen McBeth, Editorial Director, Metals will present the latest information on supply and demand in North America and how it will impact North American pricing trends / outlook.**
- **Robert DiCianni, Manager, Marketing and Analysis, ArcelorMittal will leverage the knowledge gained from being the World's largest steel maker to discuss pricing trends for raw materials and energy used to produce steel.**
- **Peter F. Marcus, Founder of World Steel Dynamics and analyst focused on the evolving structure of the steel industry since 1961, will discuss the near and long term implications of the chaos in the North American and Global Steel Markets.**

10:00 – 10:15am **Mid-Morning Networking Break**





ADVANCED
PURCHASING
DYNAMICS

2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

10:15am – 12:00pm Workshop and Matchmaking Sessions

Metal industry professionals will share their “best practice” commodity management strategies for maximizing spend ROI, managing risk, and building a “closed loop” commodity business model.

Session A 10:15-11:00am

- **Key Metrics for Measuring Purchasing Performance in the Procurement of Commodities**
 - **Dave Nelson, President, Quality Analytics, Inc.**
- **Outlooks for Duties and Tariffs**
 - **Kevin Smith, Senior Vice President of Strategic Programs, Sandler Travis**
- **Understanding Legal Rights in Times of Short Supply**
 - **Mark Aiello, Partner, Foley & Lardner LLP**
 - **John Trentacosta, Partner, Foley & Lardner LLP**
- **Copper, Aluminum and Magnesium Pricing Outlook**
 - **Karen McBeth, Editorial Director, Metals, Platts**

Session B 11:15-12:00pm

- **How to Benefit from the Standardization of Design Specs**
 - **Ted Mabley, CEO and President, North America Factor**
- **Outlook for Scrap Pricing and Strategies for Scrap Resale**
 - **Mike Herrmann, Division Manager, OmniSource**
 - **Chris Beck, Industrial Marketing Representative, OmniSource**
- **Using Leading Market Indicators to Develop Local Pricing Trends**
 - **Joe Innace, Chief Editor Steel Markets Daily, Platts**
 - **Karen McBeth, Editorial Director, Metals, Platts**

10:15am – 12:00pm Matchmaking Sessions: Sit down, have a chat with industry minority supply companies, metals and automotive industry forecasting firms, metals processing, servicing, and scrap providers, dunnage producers and service providers, software and system tool solution enablers, and more.

Conference attendees can sign up for specific time slots at registration and on networking breaks.

**Thanks to
Our 2011
Sponsors.**



2011 MOTOR VEHICLE METALS & RESINS CONFERENCE



ADVANCED
PURCHASING
DYNAMICS

11:15am – 12:00pm Registration for Resins Only Attendees

Obtain conference materials and sign up for matchmaker sessions.

**12:00 – 1:30pm Luncheon and Automotive Outlook Sponsored by Platts
Moderated by Dave Andrea, OESA**

Paul Traub, Business Analyst with the Federal Reserve Bank of Chicago, Detroit Branch, will leverage his unique background as a Federal Reserve, and Motor Vehicle Industry Economist to provide:

- Insights into the present, macro-economic outlook for the US economy and its impact on metals and resins demand
- Potential market scenarios for North American vehicle sales based upon his analysis of factors impacting sales like scrappage rates and consumer demographics
- Analysis of economic pressures that are presently impacting Metals and Resins pricing

**1:30 – 3:30 pm Resins Keynote and Panel Discussion
Moderated by Jeff Mengel, Plante and Moran**

An established panel of leading resins industry experts will share their outlook on the prevalent issues facing the resins industry and the potential impact on supply, demand, and pricing.

Industry Leading Keynote Speakers include:

- **Benjamin Morse, Senior Editor, Platts Petrochemicals will present latest information on supply and demand for petrochemical based resins in North America and how it will impact North American pricing.**
- **Paul Blanchard, Director – Engineering Resins, North America, CMAI, will present latest information on supply and demand for ABS and Nylon in North America and how it will impact North American pricing.**
- **Bruce Benda, Vice President, Automotive and Transportation, Bayer MaterialScience will leverage the knowledge gained from being one of the World's preeminent resins suppliers to detail how pricing trends on the materials and energy used to produce resins will impact North American pricing.**

3:30 – 3:45pm Afternoon Networking Break

**Thanks to
Our 2011
Sponsors.**

FACTON
INNOVATIVE COSTING

platts

ArcelorMittal

**WORLD
STEEL
DYNAMICS**

OmniSource
The Best in Metals Recycling

**plante
moran**

MF Global

CMAI

GSS
GLOBAL SOLUTIONS SERVICES, LLC

STAS

Bayer

FOLEY
FOLEY & LARDNER LLP

J.P.Morgan



ADVANCED PURCHASING DYNAMICS

2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

3:45 – 5:30pm Workshop and Matchmaking Sessions

Resin industry professionals share their “best practice” commodity management strategies for maximizing spend ROI, managing risk, and building a “closed loop” commodity business model.

Workshops

Session A 3:45-4:30pm

- *Risk management strategies*
 - **Tony Diaz, Industrial Materials Team, MF Global Inc.**
- *Outlooks for duties and tariffs*
 - **Kevin Smith, Senior Vice President of Strategic Programs, Sandler Travis**

Session B 4:45-5:30pm

- *Optimizing Total Acquisition Costs for Resins*
 - **Jeff Mengel, Partner, Plastics Industry Practice Leader, Plante and Moran**
 - **Gordon Young, President, Global Supply Chain Services**
- *Emerging market supply, demand and resultant global supply implications*
 - **Paul Blanchard, Director – Engineering Resins, North America, CMAI**
 - **Bob Dennett, Senior Consultant-Plastics, CMAI**
- *Understanding legal rights in times of short supply*
 - **Mark Aiello, Partner, Foley & Lardner LLP**
 - **John Trentacosta, Partner, Foley & Lardner LLP**

3:35 – 5:30pm Matchmaking Sessions:

Sit down, have a chat with industry minority supply companies, metals and automotive industry forecasting firms, metals processing, servicing, and scrap providers, dunnage producers and service providers, software and system tool solution enablers, and more.

5:30 – 7:00pm Afterglow Networking with Refreshments Sponsored by Plex

Network with other conference attendees, presenters and sponsors in an informal atmosphere.

Thanks to Our 2011 Sponsors.

