



# 2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

## Metals Workshops

10:15-11:00



### ***Key Metrics for Measuring Purchasing***

#### ***Performance in the Procurement of Commodities:***

Develop, measure, and manage the implementation of KPPI's that link current procurement activities to intermediate / long term strategic supply objectives.

•**Dave Nelson, Chairman**



***Outlooks for Duties and Tariffs:*** Evolving trends in duties and tariffs have the potential to significantly impact the cost competitiveness of some countries and regions. Sandler Travis will present the details and outline strategies companies can employ to remain globally competitive.

•**Kevin Smith, Senior Vice President of Strategic Programs**



### ***Understanding Legal Rights in Times of Short***

***Supply:*** Recently, some metals and resins suppliers have started using the dreaded "allocation" word. As a buyer, knowing your legal standing when faced with a commodity supply shortage issue is critical in avoiding supply disruptions and minimizing associated financial implications. The presentation will include a discussion of the allocation doctrine, force majeure, and strategic pricing strategies.

•**Mark Aiello, Partner**

•**John Trentacosta, Partner**



### ***Copper, Aluminum and Magnesium Pricing***

***Outlook:*** The latest information on supply and demand in North America and how it will impact North American pricing trends / outlook.

•**Karen McBeth, Editorial Director**



# 2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

## Metals Workshops

11:15-12N



***How to Benefit from the Standardization of Design Specs:*** How to create procurement and governance process / matrix and deployment tools to identify and measure benefits of asset reuse, component standardization, and commonality impact on cost and quality.

•Ted Mabley, CEO and President



***Outlook for Scrap Pricing and Strategies for Scrap Resale:*** The Strategies for Scrap Resale workshop will provide an overview of the global and domestic factors that drive the scrap market and will provide strategies for maximizing net scrap revenue. We will expand the scope of the traditional scrap process and take a broad look at all of the drivers that can impact both cost and revenue. In addition, we will discuss the dynamic nature of the scrap market and the necessity to continuously review and refine the scrap process.

•Mike Herrmann, Division Manager

•Chris Beck, Industrial Marketing Representative



***Using Leading Market Indicators to Develop Local Pricing Trends:*** How to use data and leading market indicators to forecast pricing trends for metals in your specific geographic area.

•Joe Innace, Chief Editor Steel Markets Daily

•Karen McBeth, Editorial Director



# 2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

## Resins Workshops

3:45-4:30



Fixed Income · Equities · Foreign Exchange  
Commodities · Interest Rates

***Risk management strategies:*** Identify the benefits and risks associated with hedging programs for metals and the steps companies should take to assess their applicability and to develop implementation plans.

•**Tony Diaz, Industrial Materials Team**



***Outlooks for duties and tariffs:*** Evolving trends in duties and tariffs have the potential to significantly impact the cost competitiveness of some countries and regions. Sandler Travis will present the details and outline strategies companies can employ to remain globally competitive.

•**Kevin Smith, Senior Vice President of Strategic Programs**



# 2011 MOTOR VEHICLE METALS & RESINS CONFERENCE

## Resins Workshops

4:45-5:30



**Optimizing Total Acquisition Costs for Resins:** As with all purchases, pricing is just a part of the cost equation. How can buyers and sellers improve the total acquisition costs of resins through purchasing practices, inventory management and structured agreements?

- Jeff Mengel, Partner, Plastics Industry Practice Leader, Plante and Moran
- Gordon Young, President, Global Supply Chain Services



has  
acquired



**Emerging market supply, demand and resultant global supply implications:** The growth of durable goods production in Asia and the changing energy cost environment have had significant impact on the regional outlook for plastic resins. We will examine the effects of these trends on the petrochemical upstream and the availability and price outlook for major resin families.

- Paul Blanchard, Director – Engineering Resins, North America
- Bob Dennett, Senior Consultant-Plastics



**Understanding legal rights in times of short supply:** Recently, some metals and resins suppliers have started using the dreaded “allocation” word. As a buyer, knowing your legal standing when faced with a commodity supply shortage issue is critical in avoiding supply disruptions and minimizing associated financial implications

- Mark Aiello, Partner
- John Trentacosta, Partner