



2012

MOTOR VEHICLE METALS & RESINS CONFERENCE

ADVANCED PURCHASING DYNAMICS

May 17, 2012
Hilton Doubletree
Dearborn Detroit,
Michigan
[Register Now](#)

**Participating
Industry
Leaders**



Wednesday, May 16, 2012

6:00-8:00 PM **Pre-Conference Evening Reception**
Sponsored by OmniSource Corporation

Thursday, May 17, 2012

7:15-8:00 AM **Registration and Breakfast**
Sponsored by IHS Chemical

8:00-9:50 AM **Metals Keynote and Panel Discussion**

An established panel of metals commodity forecasters will share their outlook on the prevalent issues facing the metals industry and the resultant impact on supply, demand, and pricing.

Industry leading Keynote Speakers Include:

- **Joe Innace**, Editorial Director, *Steel Markets Daily*, Platts, will present an overview of pricing, supply and demand for North America, China, India and Mexico.
- **Peter F. Marcus**, Founder, World Steel Dynamics, an analyst focused on the evolving structure of the steel industry since 1961, will discuss the correlation between input costs and pricing.
- **Tony Bandanza**, Steel and Base Metals Associate, Wells Fargo Commodities, will present the key factors impacting steel pricing today and the impact of evolving hedging markets on steel market pricing.

Moderated by: **Vincent Pappalarado**, Managing Director, Stout Risius Ross

9:50-10:00 AM **Mid-Morning Networking Break**

10:00-11:30 AM **Metals Workshop Sessions**

Metal industry professionals will share their "best practice" commodity management strategies for maximizing spend, ROI and managing risk.

Session A: 10:00-10:40 AM
Session B: 10:50-11:30 AM



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Metals Session A:

Risk Management Strategies Metals

Tony Bandanza, Steel and Base Metals Associate, Wells Fargo Commodities

How buyers and sellers can effectively mitigate volatile pricing risks through hedging and contract synchronization.

Measuring Purchasing Performance and Best Practices/Strategies for Metals Management

Panelist: Kevin Galvin, Lead Consultant, Advanced Purchasing Dynamics, Howard Levy, Chief Procurement Officer, Biomet, and Vince Pappalarado, Managing Director, Stout Risius Ross

APD will present the results of an industry best practice survey, covering effective metals commodity management practices throughout the supply chain, effective key metrics and risk management strategies. Then, a panel comprised of Chief Procurement Officers and Solutions Providers will present their views on the results.

Outlook for Scrap Pricing and Strategies for Scrap Resale

Bob Oehlers, National Accounts and Steve Bardon, Manager, National Accts & Foundry Sales, OmniSource Corporation

An overview of the global and domestic factors that drive the scrap market and strategies for maximizing net scrap revenue. This workshop will go beyond the scope of the traditional scrap process and take a look at all of the drivers that can impact both cost and revenue.

Supply, Demand and Pricing Trends for Aluminum, Copper and Magnesium

Joe Innace, Editorial Director, *Steel Markets Daily*, Platts

The latest information on supply and demand in North America and the impacts on pricing trends and outlook.

Metals Session B:

Production Costs and Market Pricing. How do Steel Production Costs Vary in China, North America and India and What is the Relationship Between Steel Prices and Production Costs?

Philipp Englin, Manager-Special Projects, World Steel Dynamics

How supply/demand considerations and the production cost in China, North America and India work together to influence the pricing outlook.

Synchronizing Your Suppliers and Customers on Key Commercial Issues: a Legal Perspective

Dan Sharkey, Partner, Brooks Wilkins Sharkey & Turco PLLC

An overview of communicating with your company's sales and purchasing functions to ensure that your contracts with your customers and suppliers align on key contractual issues such as capacity, volume, duration, price, and raw materials.



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Metals Session B:

Global Steel Supply and Demand

Robert DiCianni, Manager, Marketing & Analysis, Arcelor Mittal

An analysis of supply and demand for steel products by geographic region, highlighting areas of tight demand and overproduction.

Identifying and Implementing Lower Cost Materials to Customer Specified Materials

Ted Mabley, Managing Director, Perfect Costing Solutions North America

The customer is not always right; sometimes they specify expensive materials when a lower cost alternative exists. Learn what companies can do to identify and implement lower cost alternatives to customer specified materials.

11:15 AM- Noon **Registration for Resins Only Attendees**

11:30-1:00 PM **Luncheon and Automotive Outlook**

Sponsored by SAS
Moderated by Dave Andrea, OESA

*Leveraging his unique blend of Federal Reserve and OEM economist experience, **Paul Traub**, Business Economist at the Detroit branch of the Federal Reserve Bank of Chicago, will share his insights on:*

- The underlying mechanisms impacting viability in the economic sustainability and the resultant impact on the automotive industry
- The current economic environment
- The consumer's role in the sustainability of the economic recovery
- The impact of employment on the auto industry
- The Federal Reserve Bank's outlook for the economy
- Possible implications of a continued recession in Europe

1:10-2:40 PM **Resins Workshop Sessions**

Resin industry professionals share their "best practice" commodity management strategies for maximizing spend, ROI and managing risk.

Session A 1:10-1:50 pm
Session B 2:00- 2:40 pm



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Resins Session A:

Measuring Purchasing Performance and Best Practices/Strategies for Resins Management

Panelist: Kevin Galvin, Advanced Purchasing Dynamics, Mike Benson, Managing Director, Stout Risius Ross, Howard Levy, Chief Procurement Officer, Biomet and Gordon Young, Owner, Global Engineering & Tooling

Moderator: Jeff Mengel, Partner/Plastics Industry Group Leader, Plante Moran

APD will present the results of an industry best practice survey, covering effective resins commodity management practices throughout the supply chain, effective key metrics and risk management strategies. Then, a panel comprised of Chief Procurement Officers and Solutions Providers will present their views on the results.

New PVC Regulations and the Implications on Customer/Supplier Pricing

Grant Gilezan, Member, Dykema Gossett PLLC and Sube Vel, Project Manager, Conestoga-Rovers & Associates, Inc.

Overview of the EPA's new air emission regulations for PVC production facilities and the impacts on capital investment, operating costs, and customer/supplier pricing. Attendees will be provided with best management practices for preparing for and implementing the new air emission requirements.

Trends in Resins

Bruce Benda, Vice President, Automotive and Transportation, Bayer MaterialScience LLC, Benjamin Morse, Senior Editor, Platts

What impact will lightweight materials and bio-materials have on future supply, demand and pricing? Join a diverse panel of industry experts to explore developing material trends and the impact on your supply chain.

Resins Session B:

Best Practices and Strategies for Negotiating Resins Prices

Greg Smith, VP of PP, Engineering Resins, PS, PVC, Resin Technology, Inc.

Strategies to overcome the challenges of today's transformed resin market. Learn the keys to implementing a successful resin procurement strategy and best practices for communicating with resin sales representatives and negotiating with suppliers.

Outlook for Rubber Supply, Demand and Pricing

Ben Morse, Senior Editor, Platts

Learn insights on current resins trends and issues, and how they impact the automotive industry.

Risk Management Strategies Resins

Tony Diaz, Account Executive, NewEdge USA, LLC

There is progress being made at establishing hedging as a viable risk management strategy for resins. How quickly will this market develop? What are the risks and benefits of early participation? What can buyers and sellers do today to prepare?



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Resins Session B:

The Cost of Energy's Impact on Pricing of Petrochemicals and Polypropylene
Paul Blanchard, Senior Principal Analyst and Bob Dennett, Senior Principal Analyst, IHS Chemical

An overview of the effects of energy cost on petrochemicals and polymer economics in general and Polypropylene in particular.

2:50-4:40 PM **Resins Keynote and Panel Discussion**

An established panel of resins commodity forecasters shares their outlook on the prevalent issues facing the resins industry and the resultant impact on supply, demand, and pricing volatility.

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.
- **Bruce Benda**, Vice President, Automotive and Transportation, Bayer MaterialScience LLC, 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.
- **Paul Blanchard**, IHS Chemical, will review Global Nylon and ABS markets and discuss the effects rising cost and the supply/demand balances has on resin price trends.

Moderated by: **Jeff Mengel**, Partner/Plastics Industry Group Leader, Plante Moran

4:40-6:00 PM **Afterglow Networking with Refreshments**
Sponsored by Bayer MaterialScience LLC

Participating Industry Leaders

