



To: OESA Members and Guests

BULLETIN: 05-03

From: Neil De Koker, President

Date: Jan. 13, 2004

**OESA and Plante & Moran – Plastic Resin Outlook and Strategy Town Hall Meeting**

Jan. 25, 2005 ♦ 8 a.m. Registration and Breakfast ♦ 8:30 a.m. – 11:30 a.m. Program  
MSU Management Education Center ♦ 811 W. Square Lake Road ♦ Troy, Mich.

OESA and Plante & Moran are holding a Town Hall meeting on Jan. 25, 2005 at the MSU Management Education Center, Troy, Mich., to assist suppliers to forecast 2005 resin markets, manage cost increase recovery, develop cost reduction off-set strategies, and minimize supply chain risk. Increasing resin costs are adding additional pressures to many automotive supplier margins. A conservative estimate indicates industry resin costs have increased in the past 12 months by approximately \$1 billion in North America alone.

Plante & Moran is compiling the results of an OESA member survey to provide complete and accurate information for suppliers to develop effective response strategies. OESA distributed the survey to members in November 2004. The survey provides members critical information concerning:

- Current resin cost increases above initial component contract estimates
- Contractual methods to manage cost recovery
- Short-term actions for cost recovery
- Longer-term strategies to mitigate risk and offset costs
- Total economic impact to the suppliers' financial performance

*Pat Furey*, senior manager, Category Management (resins), Ariba, will provide a comprehensive overview of the near-term resin markets. *Furey's* presentation will cover current pricing and market conditions for specific automotive resins, processor affects, and supplier strategies to cope with volatile markets.

Survey participant companies will be able to take part in the OESA Town Hall Meeting and receive an analytical report for a discounted rate of \$175. Non-participants may attend the Town Hall meeting and receive the detailed report and presentations for \$275.

OESA members seeking more information should contact Dave Andrea, OESA, at [dandrea@oesa.org](mailto:dandrea@oesa.org) or 248.952.6401 extension 228, or Jeff Mengel, Plante & Moran, at [jeff.mengel@plantemoran.com](mailto:jeff.mengel@plantemoran.com) or 312.602.3515.

Sponsored by:  
The logo for Plante & Moran features the company name in a serif font. "plante" is in a smaller, lighter blue font above "moran", which is in a larger, darker blue font. A stylized blue wave or underline graphic is positioned beneath the word "moran".



# Original Equipment Suppliers Association

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### Agenda

- |                         |  |
|-------------------------|--|
| 8 a.m. – 8:30 a.m.      | Registration and Continental Breakfast   |
| 8:30 a.m. - 8:45 a.m.   | Welcome<br><i>Neil De Koker</i> , President, OESA  |
| 8:45 a.m.– 9:25 a.m.    | OESA and Plante & Moran Resin Price Recovery Strategy<br><i>Jeff Mengel</i> , Partner, Plante & Moran, PLLC  |
| 9:25 a.m. – 10:05 a.m.  | Resin Market Update - 2005<br><i>Pat Furey</i> , Senior Manager, Category Manager (resins), Ariba  |
| 10:05 a.m. – 10:45 a.m. | Legal Strategies to Manage the Supply Chain Risk of<br>Unanticipated Material Price Increases<br>William Jansen, Partner-in-Charge, Metro Detroit Office,<br>Warner, Norcross and Judd |
| 10:45 a.m. – 11:15 a.m. | Question and Answer Session  |
| 11:15 a.m. – 11:30 a.m. | Closing<br><i>Neil De Koker</i> , President, OESA  |



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## Registration Form

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For faster online credit card registration, click - [Online Registration](#).

Members must login using their e-mail address. Members without a password should click "Reset My Password" to access online registration. Contact Jennifer Demoff at 248.952.6401 ext. 221 for assistance. Members may also complete this form and fax to OESA at 248.952.6404.

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

1. Name: \_\_\_\_\_ e-Mail: \_\_\_\_\_

Title: \_\_\_\_\_

2. Name: \_\_\_\_\_ e-Mail: \_\_\_\_\_

Title: \_\_\_\_\_

3. Name: \_\_\_\_\_ e-Mail: \_\_\_\_\_

Title: \_\_\_\_\_

### Registration Fees:

Resin Price Recovery Survey Participant on or before Jan. 14, 2005: \$150 x \_\_\_\_\_ = Total \$ \_\_\_\_\_

Resin Price Recovery Survey Participant after Jan. 14, 2005: \$175 x \_\_\_\_\_ = Total \$ \_\_\_\_\_

Resin Price Recovery Survey Non-Participant on or before Jan. 14, 2005: \$250 x \_\_\_\_\_ = Total \$ \_\_\_\_\_

Resin Price Recovery Survey Non-Participant after Jan. 14, 2005: \$275 x \_\_\_\_\_ = Total \$ \_\_\_\_\_

Payment Method: Check enclosed for \$ \_\_\_\_\_ *Make check payable to OESA* OR

Charge to (*Circle One*): American Express      MasterCard      VISA

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name (as printed on card) \_\_\_\_\_ Signature \_\_\_\_\_

\* OESA Membership is based on company, not individual. To review the membership list, visit [www.oesa.org](http://www.oesa.org).

Notes: **Refunds cannot be given after Jan. 19, 2005.** Substitutions are always welcome. Mail the completed registration form and check payment to the address below. Registrants who do not receive a confirmation by **Jan. 21, 2005** should contact OESA.