



ORIGINAL EQUIPMENT SUPPLIERS ASSOCIATION **AGENDA**

OESA Chief Purchasing Officers Council

April 27, 2010

Troy Marriott

200 W. Big Beaver Road ♦ Troy, Mich.

- 10 a.m. - 10:30 a.m. Registration
- 10:30 a.m. – 10:50 a.m. **Welcome, Introductions, and OESA Council Focus**
Dave Andrea, Vice President, OESA
- Antitrust Guidelines
 - Supplier Barometer update
- 10:50 a.m. – 12:00 p.m. **Council Roundtable Discussion**
- Force Majeure: Definitions and Defense – Bert Donovan
 - Material shortages – resins and steel
- 12:00 p.m. – 1:00 p.m. **Lunch and Networking**
- 1:00 p.m. – 1:45 p.m. **Best Cost Country Sourcing – Developing Risk Adjusted Models**
Gordon Young, Partner, Global Supply Chain Services
Gordon will lead a discussion on methodologies and assumptions suppliers need to consider when pursuing best cost country sourcing. While grounding the discussion around China and India, Gordon will also discuss the potential savings in other countries given trade-offs with higher risk factors. Gordon has an experience base including stamped, die cast, molded, coated, painted and formed parts as well as tooling.
- 1:45 p.m. – 2:05 p.m. Break
- 2:05 p.m. – 2:50 p.m. **Best Practices for Third Party MRO Management**
Jeff Burris, Principal, Advance Purchasing Dynamics and Jim Dixon, Director, APD, Scott Camera, Vice President, Business Development
Jeff will lead a discussion on using 3rd party MRO providers: determining the strategic move, evaluating alternatives, structuring contracts and implementing. Jeff has guided many companies through this process and has experience in using firms such as DSSI.
- 2:50 p.m. – 3:00 p.m. Council meeting feedback and topics for next meeting:
- 2010 Council Dates
 - July 20
 - October 19
- 3:00 p.m. Adjourn (*Please recycle your name badges and tent cards*)