



Original Equipment Suppliers Association

AGENDA

OESA 2019 Warner Norcross + Judd Automotive Supplier Legal Hot Topics

June 13, 2019

7:30 a.m. Registration, Networking and Continental Breakfast

8 a.m. Program

MSU Management Education Center ♦ 811 W. Square Lake Rd. ♦ Troy, Mich.

- 7:30 a.m. Registration, Networking and Continental Breakfast
- 8 a.m. Welcome and Opening Remarks
Steve Horaney, Vice President, Membership and Sales, OESA
Michael Brady, Partner, and Co-Chair, Automotive Industry Practice Group, Warner Norcross + Judd LLP
- 8:10 a.m. **Best Practices for Addressing Troubled Suppliers and Customers**
Gordon Toering, Partner, Warner Norcross + Judd
Many are seeing increasing signs of financial distress in the supply base. There are legal strategies available when dealing with both financially troubled suppliers and customers, but the strategies are different. Learn how to identify and then use legal tools to address financially distressed suppliers and customers.
- 8:45 a.m. **Tooling Payment Resolution: How to Address Slow or Delayed Payment of Supplier Tooling**
Dennis Loughlin, Partner, Warner Norcross + Judd
As the supply chain experiences elevated distress, slow or delayed payment of tooling is becoming more common. From quality disputes to disguised cash flow management methods, learn techniques to gain leverage in such situations and protect your company.
- 9:20 a.m. Networking Break
- 9:45 a.m. **Dispute Resolution - How and When to Pick Your Battles: Business Resolution vs. Reserving Rights Under Protest vs. TRO**
Michael Brady, Partner, Warner Norcross + Judd
Suppliers frequently deal with supply chain challenges such as a stop-ship threats, price increase demands or plant closures. From a negotiated resolution, a payment under protest or a rush to the courthouse, learn ways to alleviate those challenges, protect your company's interests and avoid a supply chain shut down.
- 10:20 a.m. **Tariff Update and Customer-OEM Reactions**
Homayune Ghaussi, Partner, Warner Norcross + Judd
Tariffs have been in place on aluminum, steel, and Chinese products for more than a year now, requiring suppliers to navigate costs, exemptions and customer negotiations. Learn about the current status of these tariffs, lessons learned from suppliers working with customers and OEMS, and additional tariffs that might be in the pipeline.
- 10:55 a.m. Wrap-up and Adjournment
Steve Horaney, Vice President, Membership and Sales, OESA

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