



Original Equipment Suppliers Association

AGENDA

OESA Sales Executive Council

February 20, 2020

Somerset Inn

2601 W. Big Beaver Rd. • Troy, Mich.

- 11:30 a.m. **Registration and Networking Lunch**
- 12:30 p.m. **Introduction, Review Agenda, and OESA Events**
Steve Horaney, Vice President, Membership & Sales, OESA
- 12:45 p.m. **Plante Moran WRI Study Overview**
Dave Andrea, Principal, Strategy and Automotive/Mobility Consulting Practice, Plante Moran
- 1:00 p.m. **U.S. Economic Update and Outlook**
Joe Zaciek, Manager, Research & Industry Analysis, OESA
Joe will cover current economic conditions and provide an outlook for the near term.
- 1:15 p.m. **MEMA Washington DC Policy Update**
Ann Wilson, Senior Vice President of Government Affairs, MEMA
Topics Ann will cover include:
- Trade – USMCA Update
 - Tariffs – Steel & Aluminum
 - 2020 Priority Issues Suvey, Feedback received that provides insight to supplier business needs and pain-points which forms the foundation of MEMA's advocacy focus.
- 2:05 p.m. **Networking Break**
- 2:30 p.m. **Electrification Opportunities and Risks in the Global Automotive Market**
Joseph McCabe, President & CEO, AutoForecast Solutions LLC (AFS)
- 3:30 p.m. **Council Roundtable**
- 4:00 p.m. **Meeting Close** – Discussion of Topics for Next Meeting
Steve Horaney, Vice President, Membership and Sales, OESA
- 4:05 p.m. **Meeting Adjourn**
- 2020 Meeting Dates:**
- June 4, 2020
 - September 24, 2020
 - December 1, 2020