



THE SMART SOURCING SUMMIT

Managing Risk

IN UNCERTAIN TIMES

Purchasing

GraphicArts
MONTHLY

PACKAGING
DIGEST

OCTOBER 13 & 14, 2009

Rosemont Hotel at O'Hare
(formerly the Sofitel) Rosemont, IL

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THE GLOBAL ECONOMY is contracting, capacity cutbacks and consolidations are in play, raw material prices are fluctuating, price and supply outlooks are uncertain, and recovery forecasts are disjointed for the North American economy and marketplaces for industrial commodities. Upshot: The purchasing function is a critically important corporate player in 2009 as manufacturing labors to manage through the recession.

It's especially important in tough economic times to make smart, cost-saving purchasing and supply management decisions. Purchasing professionals develop effective supply management programs unless they understand key economic indicators, know the true prices of purchased materials, and understand best practices in buying.

The best way for purchasing professionals to do their job is to stay informed—especially in this era of mergers, acquisitions and strategic corporate developments in a supply base struggling to stay afloat.

Where can purchasing managers get needed information about the global economy and regional economies, supply and prices of feedstocks and buying strategies being used by other purchasing groups? Find out at the Smart Sourcing Summit brought to you by the editors of *Purchasing* magazine.

KEY TOPICS INCLUDE:

- » When will the North American economy rebound?
- » How will purchasing handle risk management in the post-recession economy?
- » When will the U.S. financial and credit environment improve?
- » North American manufacturing: What buyers should expect ahead
- » Supply chain management in an uncertain world
- » The past, present and future of energy cost management
- » How buyers can emerge from the recession as buying champions
- » Where are key raw materials supply and pricing headed?

AGENDA

Day One

- 12.30pm **Registration & Refreshments**
- 1.00pm **Chairman's Remarks**
Paul Teague, Chief Editor, *Purchasing*
- 1.15pm **North American Economy: Has the Recovery Begun?**
Patricia M. Mohr, Vice-President of Economics, Scotiabank Group, Toronto
- 2.00pm **Purchasing & Risk Management in a Post-Recessionary Economy**
Jim Lawton, Group Head, Dun & Bradstreet's Supply Management Solutions Group, Waltham, Mass.
- 2.45pm **Purchasing for Sustainability**
John Davies, Vice President, GreenBiz Intelligence, Los Angeles
- 3.30pm **Break**
- 3.45pm **U.S. Financial & Credit Environment**
Dana Johnson, Senior Economist, Comerica Bank
- 4:30pm **North American Manufacturing: What Buyers Should Expect in 2010**
George F. Brown, CEO & Co-Founder, Blue Canyon Partners, Skokie, Ill.
- 5.15pm **Supply Chain Management in an Uncertain World**
Scott Singer, CPO, Rio Tinto, Brisbane, Australia
- 6.00pm **Networking & Cocktail Reception**

Day Two

- 8.00am **Networking & Continental Breakfast**
- 8.50am **Chairman's Remarks**
Paul Teague, Chief Editor, *Purchasing*
- 9.00am **The Past, Present & Future of Energy Cost Management**
Brian Habacivch, Senior Vice President, Research & Publications, Fellon-McCord, Louisville, Ky.
- 9.45am **Petrochemicals Update & Outlook**
Charles H. Wardlaw, Vice President, Procurement, Global Manufacturing, BP Products North America, Naperville, Ill.
- 10.30am **Break**
- 10.45am **Supply Chain Challenges for Packaging**
Patrick Houston, Partner, Booz & Company, New York
- 11.30am **Business Printing Solutions: Managing Print Services**
Ed Crowley, President, Photizo Group, Lexington, Ky.
- 12.15pm **LUNCH & CPO SPEECH**
How to Emerge from the Recession as a Buying Champion
Shelley Stewart Jr., Senior Vice President, Operational Excellence, and Chief Procurement Officer, Tyco
- 1.30pm **Steel Market Review & Outlook**
Tony Taccone, Partner, First River Consulting, Pittsburgh
- 2.15pm **Nonferrous Metals Market Review & Outlook**
Lisa Reisman, Co-Founder and Managing Director, Aptium Global, Chicago
- 3.00pm **Break**
- 3.15pm **Construction Materials Market Review & Outlook**
James W. Haughey, Director of Economics, Reed Business Information, Waltham, Mass.
- 4.00pm **The Optimized Purchasing Organization: Outsourcing as a Competitive Lever**
Carlton Adams, Director of Service Parts Purchasing, Caterpillar, Peoria, Ill.

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REGISTRATION

Please complete clearly in BLOCK CAPITALS or type.

Use photocopied forms for second or subsequent delegates.

**Please give your details, as you would like them to appear on your conference badge.*

Title (Mr/Ms/Miss/Mrs etc.)* _____

First Name* _____

Last Name* _____

Company* _____

Position in Company* _____

Address _____

Town _____ State _____

Post Code/Zip _____

Country _____

Telephone _____

Fax _____

E-mail _____

PLEASE NOTE:

We will use your email address to communicate with you regarding the event.

Would you like us to share your email address with other delegates prior to the conference? Yes No

DATA PROTECTION

By registering your details for the Smart Sourcing Summit, you indicate your consent for us to email you information about selected products, events and services from Purchasing Magazine, our Parent Company, our Affiliated Companies and from carefully chosen Third Parties unless you object to receiving such messages by checking the boxes below:

I DO NOT WANT TO RECEIVE OTHER EMAILS FROM:

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Our Parent Company

Our Affiliate Companies

Third Parties

DELEGATE FEES

Standard registration fee US\$599

Book two seats simultaneously US\$499/each
(copy and complete separate form for each)

Book three or more seats simultaneously US\$399/each
(copy and complete separate form for each)

Subtract \$100 from your total order if booking before June 5, 2009

PAYMENT METHODS

Check enclosed—make checks payable to *Purchasing Magazine*

Credit Card/Bank Transfer/Check

Bill my credit card: Visa Mastercard American Express

Card number: _____

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A receipt will be sent to you by e-mail or FAX

CANCELLATION

To cancel a booking you must submit written notification to Kathy Becker FAX 303-265-3030 or by email kbecker@reedbusiness.com. No refunds will be given after August 14, 2009. Substitutions will be allowed any time prior to the conference start date. PLEASE NOTE it may be necessary for reasons beyond the control of the organizers to alter the venue and content, or the timing of the program.

Signature: _____

Date: _____

PLEASE COMPLETE AND SEND TO

Kathy Becker
Purchasing Magazine/RBI-US
225 Wyman Street
Waltham MA 02451

Tel: 781-734-8203 / **Fax:** 303-265-3030

Email: kbecker@reedbusiness.com

VENUE and HOTEL INFORMATION

Rosemont Hotel at O'Hare
(formerly the Sofitel)

5550 North River Road
Rosemont, IL 60018

Tel: 847-678-4488

Fax: 847-678-5710

WEB: www.rosemonthotelohare.com

Free Shuttle: Complimentary shuttle service to and from O'Hare Airport

HOTEL ACCOMMODATIONS

A block of rooms has been secured at the Rosemont Hotel at O'Hare (formerly the Sofitel) at the rate of \$159.00 per night. Please call the hotel directly via 1-800-233-5959.

When talking with the reservationists please indicate that you are with "Smart Sourcing Summit" or use the "block code" of SMA1013.

DIRECTIONS

From the North: 294 S. to 190 W. Exit Mannheim S. to 190 E. to River Rd S. Exit, turn right at second traffic lights, turn right.

From the South: 294 N. to 190 W. Exit River Rd, turn right at 2nd lights, turn left.

From the West: 90 E. to 190 W. Exit Mannheim S. to 190 E. to River Rd S. Exit, turn right at 2nd lights, turn left.

From the East: 90 W., 190 W. to River Rd exit, turn right heading south. Turn right at 2nd lights.

From O'Hare Airport: 190 E. to River Rd S. Exit, turn right at 2nd lights.