

3rd ANNUAL AUTOMOTIVE INDUSTRY GLOBAL PURCHASING AND SUPPLY CHAIN MANAGEMENT LEADERSHIP SEMINAR

LEADING TRANSFORMATION FOR COMPETITIVE SUCCESS IN A CHANGING ENVIRONMENT



When & Where

Dates:

September 25 - 29, 2017

Location:

AIAG Headquarters
26200 Lahser Road, Suite 200
Southfield, MI 48033



Led By

Dr. Robert M. Monczka
Former Senior Research Fellow
Supply Chain Management
Wayne State University,
Research Professor,
Arizona State University and
Professor Emeritus,
Michigan State University



Offered By

Wayne State University
Mike Ilitch School of Business

in cooperation with

AIAG



THE PROGRAM

Wayne State University's Mike Ilitch School of Business, in cooperation with AIAG, is offering a one week automotive and vehicle industry focused ***Global Purchasing and Supply Chain Management Seminar*** for leaders in Purchasing/Supply, Logistics, Planning & Scheduling and from other closely aligned functions such as sales, product development, manufacturing, finance, etc.

The seminar is designed to provide participants with the knowledge and skills to ***influence and implement change in functional performance, cross-functional integration*** and across the extended supply chain to ***significantly improve contributions to cost, financial and overall performance IN A CHANGING ENVIRONMENT.***



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THE PROGRAM

AUTO INDUSTRY FOCUS AND TRANSFORMATION

The automotive industry is rapidly changing. Trade-laws such as NAFTA are being re-evaluated. Laws and regulations guiding trade, import/exports, emissions and safety may change dramatically. Market growth and capacity requirements worldwide are undergoing change. New product technologies are being introduced at a rapid rate. Electrification and autonomous vehicles are being introduced. Long-standing buyer-supplier relationships are being disrupted and new ownership established. Lawsuits are affecting the short and longer-term viability of firms in the industry. New firms with new technologies are entering the industry. Consumer tastes are changing as is their view of auto ownership and the role and use of the automobile. Millennial expansion in the marketplace and workplace are changing the norms.

Given these and other likely future changes, it is imperative that current and emerging leaders in purchasing and supply chain management understand and can adapt to the changing environment and implement the critical purchasing and supply chain transformations required to be competitive. Major transformations, driven by industry change, will likely be required:

- New product development with supplier engagement
- Insourcing/Outsourcing
- Supply chain design
- Capacity decisions, including geographic location
- Production planning and scheduling
- Global purchasing/supply strategy and implementation
- Logistics strategy
- Quality considerations
- Effective risk management
- Sustainability and social responsibility
- Application of purchasing/supply chain analytics
- Talent acquisition, development and imitative
- Organization and performance measurement

INDUSTRY CHARACTERISTICS

The automotive industry is extremely complex, characterized by high capital investments, a globally integrated network of automotive OEM's and suppliers and increasing reliance on leading-edge **TECHNOLOGY** and product/process **INNOVATION**. Risk identification and mitigation is critical, beginning with new product development and throughout the supply network. Effective use of current and future capacity significantly impacts ROI. Global logistics decisions must address inbound flows from multiple suppliers to worldwide manufacturing facilities that may be impacted by changing trade regulations. Effective working relationships between buyers and suppliers are critical because of increasing supply network interdependency and new technologies. Purchasing/sourcing and supply base management strategies and decisions have significant short and long-term competitive impacts.

This seminar addresses these complex integrated purchasing and supply chain topics in the context of the changing global automotive industry's extended supply network, and is taught by academics and industry executives with extensive industry experience. Cases and workshops are based on emerging issues and decisions facing automotive firms and the industry.

SEMINAR FOCUS

This seminar has been designed specifically to enhance participants leadership capabilities and effectiveness in implementing effective change in purchasing, logistics, capacity planning & scheduling and across the integrated supply chain in the automotive/vehicle industry. Further, the seminar topics and workshops/cases are focused on the CHANGING AUTOMOTIVE ENVIRONMENT and the EMERGING supply strategies and approaches that are and will be required to achieve competitive success.



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OBJECTIVES

This seminar, with a focus on the changing environment, will provide participants:

- Knowledge and insights enabling opportunity for positive impact on cost, financial, and overall competitive performance through purchasing and integrated supply chain excellence – beginning at new product development
- Insights into emerging macro and automotive industry trends, their implications and the global supply and customer markets
- Opportunities to further develop understanding of the integrated supply/ value chain and the necessary alignment and linkage of goals and strategies for competitive success as firms and the industry undergo change
- Enhanced understanding and application of supply strategies and approaches to price/ cost; technology; responsiveness; quality improvement; innovation; collaboration and supplier relationships; risk management and supply chain transparency; supply base strategies; demand and supply planning; global logistics; application of emerging analytics and big data; sustainability; social responsibility and talent acquisition and development
- Exposure to emerging supply chain strategies from both automotive and other industry executives and opportunities for exchange of ideas with peers from other companies
- Team engagement to identify solutions to current critical concerns identified by Senior Executive Leaders of today's Auto Industry
- Critical benchmarking and good practice information from various industries based on leading academic/ industry resources

INVITING PROSPECTIVE PARTICIPANTS

This seminar is aimed at purchasing and supply chain management leaders, including directors, managers and other leaders who can influence positive change and further align and link the purchasing and supply chain management strategies at their organization and suppliers. The seminar is also aimed at leaders in finance, product

development, sales, operations and others who influence the success of their company global supply/ value chains/ networks. It is also appropriate for those who will be undertaking new purchasing/supply chain management leadership roles. The seminar provides participants the opportunity to learn and assess leading and emerging purchasing and supply chain management strategies and approaches and factors critical to successful transformation in a changing environment.

PROGRAM LOCATION AND STRUCTURE

The seminar will be held at the AIAG Headquarters in the heart of the world's automotive capital. The seminar will be conducted to maximize participant interaction and discussion, with evening classes and networking. The program will open with a Monday morning breakfast/ introduction, and run from Monday to Friday afternoon. Sessions will extend into the evening on Monday and Tuesday, with a graduation dinner and executive speaker on Thursday evening. It is important that participants participate in all day and evening sessions. Program sessions will include lectures, panel discussions, cases, workshops, and participant team assignments and solution presentations.



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ABOUT THE SPONSORS & FACULTY

The Automotive Industry Global Purchasing and Supply Chain Management Seminar is a joint offering by Wayne State University's Mike Ilitch School of Business Administration and the Automotive Industry Action Group (AIAG). Wayne State University (WSU) is a leading Carnegie 1 research institution with a comprehensive supply chain management program. AIAG is the industry's premier supply chain organization, with leading education programs covering a wide variety of supply chain and other industry subject areas.

The Mike Ilitch School of Business' Supply Chain Program focuses on the auto/vehicle industry with eight faculty and a number of industry expert adjuncts providing teaching and research expertise. The Program includes over 450 undergraduate and over 250 MBA students concentrating in supply chain management.

The Automotive Industry Action Group is a unique not-for-profit organization where OEMs, suppliers, service providers, government entities, and individuals in academia have worked collaboratively for more than 30 years to drive down costs and complexity from the supply chain. AIAG membership includes preeminent manufacturers and many of their parts suppliers and service providers.

The seminar is being led by Dr. Robert M. Monczka and Dr. John C. Taylor. Dr. Monczka has played a global leadership role in development of the purchasing and supply chain disciplines. He has 30 years of experience in educating and consulting with the world's purchasing and supply chain leaders. In addition to his role at WSU, he most recently directed supply chain research for CAPS Research, affiliated with Arizona State University and the Institute of Supply Chain Management, where numerous leading-edge purchasing and supply chain research projects were completed under his leadership. He is the lead author of one of the principal purchasing and supply chain textbooks in use today and has authored numerous professional articles, books and research reports. He is also Professor Emeritus at Michigan State University.

Dr. Taylor is Chair of the Department of Marketing and Supply Chain Management, and has some 25 years of industry and consulting experience. His expertise is in the area of global logistics and transportation management.

Additional faculty include leading supply chain academics and senior industry supply chain professionals.

PAST PARTICIPANT COMMENTS

Participants at the PRIOR Seminars said:

- Extremely beneficial topics/insights, best practices that can drive change
- Right topics – all very good
- Well thought out, good balance of academic/industry/experience
- Outstanding! Great organization, structure, discussions and energy

COMPANIES THAT PARTICIPATED IN THE WSU/AIAG AUTOMOTIVE INDUSTRY GLOBAL PURCHASING AND SUPPLY CHAIN SEMINAR INCLUDE:

- ABC Group, Inc.
- Cooper Tire & Rubber Company
- Delphi Corporation
- Detroit Manufacturing Systems, LLC
- Dorman Product, Inc.
- Faurecia
- FCA US LLC
- Ford Motor Company
- Freudenberg
- General Motors Company
- IBM
- Iwis Engine Systems, LP
- JCI
- Leggett and Platt Europe Headquarters GmbH
- Magna - Decostar Industries
- Magneti Marelli/Automotive Lighting
- Maxion Wheels
- Michigan Economic Development Corporation
- Molex, LLC
- Musashi Auto Parts – Michigan
- Raytheon Company
- Rochling Automotive USA L.L.P.
- Ronal AG
- Ryder System, Inc
- Sintel Americas
- Sogefi Engine Systems USA
- Toyota Motor Engineering & Manufacturing MA, Inc.
- Wolverine Advanced Materials



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PROGRAM OUTLINE

The seminar material is designed to be highly interactive with extensive participant involvement and **development of a purchasing and supply chain management “Transformation Action Plan” in response to industry change by participants.**

In addition, participants will work in teams on various purchasing/supply chain case studies and in developing solution approaches to critical issues facing participant companies and the industry that were provided by industry executives. The four major instructional units are:

MODULE 1: THE GLOBAL AUTOMOTIVE INDUSTRY AND SUPPLY CHAIN MANAGEMENT VALUE PROPOSITION

- The Changing Industry: Macro & Micro Views
- The Globally Integrated Supply Chain and Impact on Company Cost, Financial and Competitive Performance: Current and Emerging Strategies
- Global Automotive Industry Emerging Trends in Trade, Regulation
- Key Global Country Supply & Customer Supply Markets: Opportunities/Challenges

MODULE 2: SUPPLY CHAIN RELATIONSHIPS AND PURCHASING/SUPPLY STRATEGY

- Supplier Integration Into New Product Development: Critical Changes
- Fostering and Obtaining Supplier Innovation
- Supplier Relationships/ Collaboration: Current State and Opportunities
- Developing Effective Supply Base Strategies for Price/Cost and Total Value Improvement
- Emerging Supply Chain Critical Issues: Identification and Actions
- Application of Big Data Purchasing/Supply Chain Analytics

MODULE 3: DEMAND/SUPPLY PLANNING AND GLOBAL LOGISTICS

- Demand and Supply Planning: Good & Emerging Practices
- Supporting Global Supply Chain Footprints for Research & Development, Manufacturing and Suppliers
- Total Enterprise Cost and Decision-Making
- Global Logistics
- Global Supply Chain Risk Management Strategies: From Proactive to Re-Active

MODULE 4: DRIVING SUPPLY CHAIN INNOVATION AND CHANGE

- Leading Change & Innovation
- Executive Panel Perspectives: Leading and Emerging Supply Chain Management Strategies and Challenges
- Measuring and Evaluating Supply Chain Performance
- Supply Chain Transparency and Sustainability
- Talent: Acquisition, Development and Retention
- Cultural Transformation and Implementing Change
- Non-Automotive Industry Perspectives and the Changing Environment

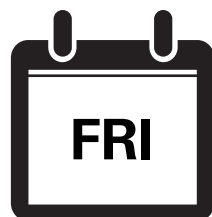
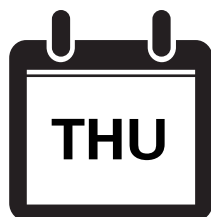
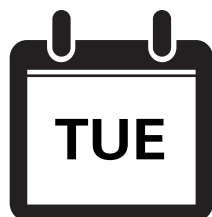
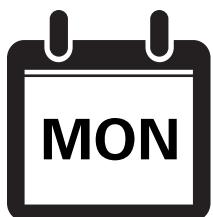


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PROGRAM SCHEDULE



- Purchasing & Integrated Supply Chain Strategy
- Changing Environment: An Industry Future View
- Competitive and Market Changes
- Leading Purchasing/ Supply Chain Transformations in a Changing Environment
- Critical ISC Changes & Implementation Workshops

- New Product Development & Supplier Integration: A Changing Paradigm
- Emerging Supply Chain Design & Capacity Decisions
- Production Planning & Scheduling: Current/Emerging
- Global Logistics Strategies
- Emerging Purchasing & Supply Chain Strategy Development Workshop - Based on Industry Executive Critical Issues

- Supplier Working Relationships: A Competitive Factor
- Global Sourcing Strategy In A Changing Environment: An Industry View
- Emerging Purchasing & Supply Chain Strategy Development Workshop - Based on Industry Executive Critical Issues (Continued)

- Purchasing & Supply Chain Analytics and Big Data - Concepts and Applications
- Purchasing & Supply Chain Analytics: Emerging Applications
- Cross-Industry: Emerging Purchasing & Supply Chain Strategies
- Critical Talent Acquisition, Development and Retention Strategies
- Reception & Graduation Banquet

- Creating Value Through Supply Chain Sustainability and Social Responsibility: 2025
- Emerging Risk Management Approaches
- Strategy Presentations from Executive Critical Issue Focused Workshops
- Leading Change & Closing

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SELECTED FACULTY BIOS

SEMINAR DIRECTORS AND SPEAKERS

ROBERT M. MONCZKA, PH.D.

Dr. Monczka has researched, taught and consulted about strategic purchasing/sourcing and supply chain management strategies and their implementation globally. He directed The Global Procurement and Supply Chain Benchmarking Initiative, a third party benchmarking initiative at MSU, and has been Principle Investigator on two major purchasing strategy National Science Foundation projects. He recently led major research initiatives at CAPS Research to determine emerging sourcing and supply chain strategies. He is a frequent speaker at Conferences worldwide and has authored numerous supply management articles and books.

JOHN TAYLOR, PH.D.

Chairman of the Department of Marketing and Supply Chain Management in the Mike Ilitch School of Business at Wayne State University. His teaching and research is in the areas of international logistics, and transportation policy and management. He has extensive manufacturing industry and supply chain consulting experience. His Ph.D. is from Michigan State University.

JOEL KARCZEWSKI

Vice President of Business Development, AIAG. Karczewski is currently leading AIAG's efforts in product and program management in the Corporate Responsibility, Quality and Supply Chain Management business segments. He has extensive experience in purchasing, sales and marketing with tier 1 and tier 2 automotive suppliers. He is a board member of the ISM-SEM, and holds an MBA from the University of Detroit Mercy.

SELECTED KEY SPEAKERS

VIJAY BHARADWAJ

Vijay is responsible for global GM network design and both inbound material and finished vehicle distribution. He is also responsible for global re-design projects and supports sourcing strategies. He has been directly involved in global projects in South Korea, Brazil, Australia, and Argentina, and has developed strategic and tactical network design models. Vijay has a Masters in Industrial Engineering from Wayne State University and is an avid traveler and hiker.

TANYA BOLDEN

Tanya Bolden is Director of Corporate Responsibility at AIAG, joining the organization in October 2010. Bolden is leading AIAG's strategic programming and works with teams of volunteers, drawn from AIAG member companies, to develop and implement guidelines and share best practices to help companies manage their regulatory obligations and customer expectations on issues such as supply chain transparency, working conditions, and environmental sustainability.

Bolden joins AIAG from the General Motors Company, where she

was corporate responsibility manager, responsible for a broad range of global corporate responsibility issues impacting the company. She specifically was responsible for the social sector, including industry collaborations, stakeholder engagement, reporting, risk assessment and cross-functional leadership interface. Bolden worked at General Motors for 20 years, in a variety of positions, with growing responsibility. She holds a bachelors of science from Michigan State University and a master of science in administration from Central Michigan University.

ELIZABETH DOOR

Vice President
Whirlpool Corporation

DAVID HAMIL

Dave represents U.S. and foreign companies, including manufacturers, importers, exporters, distributors, customs brokers, freight forwarders, and trade associations on customs/import and export matters. His client work covers the wide range of laws and policies administered and enforced by the Customs and Border Protection (CBP), Immigration and Customs Enforcement (ICE), and foreign customs authorities.

Dave's specialties include assisting companies with customs audits (known as focused assessments) and importer self-assessments. He has developed tailored customs risk management strategies, import compliance procedures and special duty and free trade qualification programs for clients. Dave has represented U.S., Canadian and Mexican importers, manufacturers and exporters during NAFTA verifications conducted by United States, Canadian and Mexican Customs officials, including companies in the automotive, food and beverage, agricultural, chemical, pharmaceutical, electronics, specialty metals, oilfield equipment, and petroleum sectors.

Dave also advises companies on export controls and economic sanctions issues. His work in this area has included performing internal investigations, drafting voluntary disclosures, responding to administrative subpoenas, developing and implementing export compliance programs, and providing ongoing export compliance advice.

Before joining Arent Fox, Dave served from 1991-2000 as senior counsel and attorney-advisor at the US Department of the Treasury. During his tenure at the Treasury Department, he served as the chief legal advisor to the US chair of the NAFTA Rules of Origin Working Group, where he represented the United States at the trilateral NAFTA Working Group meetings convened to monitor the implementation and administration of the NAFTA concerning rules of origin, country of origin marking, and customs administration.



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Dave has been recognized by The Best Lawyers in America in the area of International Trade and Finance Law. He received a JD from Georgetown University Law Center and a BA (cum laude, political science) from Bucknell University.

ROB HANDFIELD, PH.D

Rob Handfield is the Bank of America University Distinguished Professor of Supply Chain Management at North Carolina State University, and Executive Director of the Supply Chain Resource Cooperative (<http://scm.ncsu.edu>). He also serves as Faculty Lead for the Manufacturing Analytics group within the International Institute of Analytics, and is on the Faculty for Operations Research Curriculum at NC State University

Handfield is the author of several books on supply chain management, such as Biopharmaceutical Supply Chains and Supply Market Intelligence. He has co-authored textbooks for MBA and undergraduate classes including Purchasing and Supply Chain Management 6th revision. He recently led a global study on the Emerging Procurement Technology: Data Analytics and Cognitive Analytics for CAPS Research and Procurement Analytics for IBM.

Handfield has consulted with over 25 Fortune 500 companies, and his work has been cited in over 24,000 publications according to Google Scholar.

JOHN W. HENKE

John W. Henke, Ph.D., is President of Planning Perspectives, Inc., a management consulting firm based in Birmingham, MI, Professor Emeritus of Marketing in the School of Business Administration at Oakland University, Rochester, MI., and Research Fellow at The Center for Supply Chain Management, Rutgers Business School, Rutgers University, Newark, NJ.

Prior to joining the academic community, he held sales and marketing management positions during a 15-year period with several firms, including IBM and the Automotive Division of General Automation as President of Planning Perspectives, a firm he founded to help companies understand and improve their supplier working relations. He has worked with dozens of companies across 18 industries including General Motors, Toyota, Boeing, BP, Cisco Systems, GE Healthcare, Hilti, Mars, Rolls Royce Aerospace and many others.

Under Henke's direction, Planning Perspectives conducts an annual proprietary study – the North American Automotive OEM-Tier 1 Supplier Working Relations Index® Study – which evaluates and ranks the working relations of the six major North American automakers. The Study's annual Working Relations Index® (WRI®) has become the benchmark measure of OEM-supplier working relations in the automotive industry.

Henke has given numerous presentations in the United States, Europe, and Japan on supplier relations and purchasing management topics and is widely published in academic and professional journals.

He holds a B.A. (physics) from Eastern Michigan University, a M.S. (radiological physics) from Cornell University, and a M.B.A. (Advanced Management Program) and Ph.D. (marketing) from Michigan State University.

SYLVESTER HESTER

Sylvester Hester is President and CEO, Global GAA Manufacturing and Supply Chain Management (GAA). The enterprise is comprised of six manufacturing and logistics companies with one Canadian and 20 U.S. operations, and over 1,400 employees.

In addition to serving as president of GAA's Advisory Board of Directors, Hester currently serves as the Chair of MBEIC Manufacturing Committee at the Michigan Minority Supplier Development Council (MMSDC) and is a Board Member of the Southern Regions Minority Supplier Development Council.

Hester holds a Master of Science in Administration degree with concentration in Leadership from Central Michigan University, and has a Bachelor of Science in Plastics Engineering with an emphasis in Polymer Chemistry from Ferris State University. He has completed the Advanced Minority Business Executive Program (AMBEP) at Dartmouth College Tucks School of Business and the Kellogg School of Management Advanced Management Education Program (AMEP) at Northwestern University.

BILL HURLES

Bill has been a highly effective and recognized Senior Executive in Supply Chain. He has demonstrated leadership capabilities in resolving multiple complex supply chain challenges. Key to this success is working cross functionally and in partnership with key suppliers, logistics and engineering.

He has more than 38 years of experience with Global Fortune 25 Automotive Manufacturers where he has held multiple executive and managerial positions with Global and Regional responsibilities in Supply Chain, Manufacturing and Engineering. Over half of his experience has included plant floor leadership roles that demonstrated and enhanced his ability to lead teams, enhance team member skills, develop business plans and achieve organizational targets. Operations managed include Vehicle Assembly, Powertrains (Engines and Transmissions), Stampings, Castings and Component Manufacturing. During his tenure, Bill and his team's were often recognized for their outstanding contributions.

In Bill's most recent role as Global Executive Supply Chain Leader, he was responsible for supply chain operations at over 150 global automotive assembly and manufacturing locations. Responsibilities



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included supply demand planning, scheduling, capacity management, lean material flow, engineering change management, product launch execution, crisis and risk management. He's also had extensive experience in supplier quality, logistics and procurement.

Bill also continues to contribute to the advancement of Supply Chain education and skills thru engagement with Wayne State University, AIAG, Supply Chain 50 and is currently Exec Director of the Global Supply Chain Resiliency Council (non profit). He's also held previous Board positions at Howard University and AIAG. He has a Mechanical Engineering Degree from Michigan Technological University and MBA from Eastern Michigan University and has completed Global Leadership Programs at University of Pittsburgh and Thunderbird University.

CHRISTINE KRATHWOHL

Christine Krathwohl serves as vice president global supply chain and corporate officer at Cooper Standard. Based in Novi, Mich., she is a member of the Company's senior leadership team and leads the Company-wide strategy for purchasing, logistics, vendor management and supplier quality/development.

Krathwohl joined Cooper Standard with 21 years of industry experience in January 2015 and has since employed her extensive knowledge in logistics, supply chain and purchasing to further evolve the Company's global supply chain to better meet its global growth strategy goals.

Prior to her role at Cooper Standard, she served as the managing director of business development for Jack Cooper Holdings in Michigan and Georgia. In this role, she managed key customer relationships, customer strategy and supported the company's mergers and acquisitions initiatives.

Previously, she held progressively responsible roles at General Motors Co. in Germany and the United States for 11 years. During this time, she managed the supply chain strategic planning activities for General Motors Europe, as well as served as executive director of global logistics, containers and supplier diversity where she was responsible for the company's global logistics strategies, planning, procurement and operations. She has also held various supply chain, logistics and manufacturing positions with Visteon and Ford Motor Co.

In 2015, Krathwohl was named as one of Automotive News' 100 Leading Women in the North American Automotive Industry. Krathwohl earned an Executive Master of Business Administration degree and a bachelor's degree in materials and logistics management from Michigan State University in East Lansing.

DAVID LEONE

Dave Leone was named Executive Chief Engineer, Launch Excellence effective Feb. 1, 2016. Here he leads a cross functional effort to assess and drive improvements across the GM enterprise to the way we bring

new vehicles to market at the highest quality levels. Prior to that, he was the Executive Chief Engineer for Cadillac and Global Performance Luxury Cars since August 2012. Leone was the Cadillac Lead Executive Chief Engineer, a position created to drive brand focus through product content, design, engineering as well as commercialization.

Leone was the leading force behind such vehicles as the award-winning Cadillac ATS, the 2013 North American Car of the Year, all-new 2014 Cadillac CTS which was named MotorTrend's Car of the Year, Car and Driver's 10 Best Cars and Road & Track Best of Everything, as well as the new 2016 Chevrolet Camaro named MotorTrend Car of the Year. Prior to this appointment, Leone was the Global Vehicle Line Executive and Global Vehicle Chief Engineer, RWD and Performance Vehicles. In this position, he received numerous awards for the 2008 CTS including MotorTrend's Car of the Year, Car and Driver's 10 Best Cars and a Consumer Report Recommended Buy.

He also held the position of Vehicle Chief Engineer for the XLR, Director of Interiors and Program Director. He received a Bachelor of Science degree in Mechanical Engineering from Oakland University and a Masters in Business Administration from the Wayne State University in 1985. He also serves on the Board of Visitors for Wayne State's Business School, and is a member of the Society of Automotive Engineers.

BILL MARRIN

Bill is executive director of World 50, Inc. In this role he is responsible for leading all aspects of Supply Chain 50, including: enhancing the member experience through programming, expanding the network, and facilitating the exchange of ideas and best practices on relevant business and career issues. Bill comes to World 50 with a diverse background, which includes leadership roles within Eastman Kodak, multi-national manufacturer Heidelberg and global human resources provider Lee Hecht Harrison (formerly DBM).

Other career roles for Bill include serving as vice president of sales and marketing at MailExpress, a nationwide mail services and parcel expeditor specializing in optimizing supply chain operations and visibility for time- and security-sensitive shipments; and, as vice president of sales for WAM!NET, he led the highly successful start-up of a full-scale sales operation for the company's global data delivery network, which enhanced time-to-market for print media distribution by providing end-to-end content networking services.

Bill holds a bachelor's degree from the University of Virginia.

BIRGIT MATTHIESEN

Birgit has a strong and unique perspective of the issues facing Canadian and American cross-border supply chains. She began her career as a Canadian Customs and later as an immigration regional manager along the Quebec/Vermont border, followed by 25 years at the Canadian Embassy in Washington. Prior to joining ArentFox, she served as the



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eyes and ears for Canada's largest business association. In short, Birgit knows the border and beyond.

At Arent Fox, Birgit works with a team of lawyers to assist companies and business groups with cross-border business interests, ranging from import risk assessment to broader trade competitive objectives. This unique team builds upon specialty practices already offered by Arent Fox and adds a distinct perspective on the challenges and opportunities for Canadian business interests in the US marketplace.

Birgit's specialties reflect a career building a network of cross-border interests. She has worked within the Canadian Government, has represented Canadian business interests to American officials and members of Congress, and has built a solid record of advocacy in the United States for Canadian companies and their American business partners. Her distinguished professional portfolio offers Arent Fox clients a vantage point unmatched in North America.

Before joining Arent Fox, Birgit served as the Special Advisor to the President and CEO of Canadian Manufacturers & Exporters (CME) as their Washington representative. Her responsibilities included advising CME members on US Congressional and Executive Branch actions that would have ramifications for Canadian companies with operations on both sides of the border.

Birgit has also authored a number of publications and presentations. She has a George Mason University, MA (Commercial Policy) and Concordia University, BA. Birgit has lived in the United States since 1987 and enjoys dual citizenship. She is fluent in French and English.

CHRISTOPHER MATTINGLY

Global Director, Component Capacity Management and Production Scheduling, Fiat Chrysler Automobiles (FCA). Christopher Mattingly is responsible for scheduling production for FCA NA Assembly Plants. He is also responsible for material releases, component capacity management and advanced component capacity planning. Previously he was head of Parts and Material Transportation and SCM Global Convergence Projects. Christopher has over 30 years of experience in the automotive supply chain. He holds a BA from Wayne State University and an MSA from Central Michigan University.

MIKE OLIVER

Michael Oliver is Director of Demand and Production Planning at FCA North America. In this role, Michael is responsible for developing the global demand forecast and production plans for the NAFTA. Through close coordination with the Brands, Manufacturing and Supply, he is responsible to develop production plans which optimize manufacturing and supplier capacities while supporting the needs of the global markets. Michael's prior roles at FCA (formerly Chrysler Group LLC) included Supply Chain, Field Operations and Sales Operations.

He received a bachelor's degree in marketing from Michigan State University.

JEROME THOMAS PIECUCH

Jerry was born in Chicago, Illinois and attended the University of Illinois in Urbana-Champaign where he earned both a BS and MS in Engineering. He later earned an MBA from Indiana University and also taught part-time at Butler University in Indianapolis.

He joined General Motors in 1978 and has held numerous management/executive positions in Information Technology, Quality Assurance, Manufacturing, Purchasing, and Supply Chain. In his 36 years with GM, he has worked for various units within GM, including Detroit Diesel Allison, Allison Transmission, Delphi, GM de Mexico, GM Powertrain, and Shanghai General Motors. During his 7 years in China, Jerry played a significant role supporting SGM's rapid growth launching many new vehicle and powertrain programs.

He is currently the Executive Director of Supply Chain Management for SAIC USA, located in Birmingham, MI. SAIC USA is a wholly-owned subsidiary of SAIC Motor, who is the largest vehicle manufacturer in China. SAIC Motor is #46 on the Fortune Global 500, having produced almost 6M vehicle last year.

KEVIN ROBERTS

Kevin Roberts serves as the Americas leader of PwC's Autofacts in Detroit, Michigan. He is responsible for maintaining the current and future outlook for North and South America, as well as the development of research and analysis on a variety of topics and trends affecting the industry. Kevin's background and expertise includes automotive industry trend analysis, vehicle portfolio risk assessment, production forecasting, and strategic consulting for a variety of global clients.

ERIC SCHWARZ

Eric Schwarz is the Global Vice President, Purchasing for Lear Seating Operations. In this capacity, he is responsible for leading Lear's purchasing activities across Lear's worldwide operations. Schwarz came to Lear in December 2010 bringing 23 years of experience in purchasing and program management. Prior to joining Lear, he served as Senior Vice President and Chief Procurement Officer of Dana Holding Corporation, based in Toledo, OH. Schwarz also served as Vice President of Business Development and Global Supply Chain Management at BorgWarner Transmission Systems. Prior to moving into the automotive sector, he served as the corporate director of Purchasing and in several purchasing and program management capacities at Lexmark International, Inc., based in Lexington, Ky. Schwarz began his career at IBM Corporation's Federal Systems Division in Manassas, Va., where he served in several roles with increasing responsibility. Schwarz earned a Bachelor of Science degree in Industrial Engineering from the University of Cincinnati, and a Master of Science degree in Systems Engineering from Virginia Polytechnic Institute and State University. In addition, Schwarz has



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earned the lifetime certification as a Certified Purchasing Manager from the Institute for Supply Management in Tempe, Ariz.

STEVEN TRECHA

Over the last 33 years, Steve has consulted in strategic sourcing, supply chain management and business transformation with over 75 corporations. Steve is known for his lowest total cost, collaborative, customer focused strategy development and results based.

His firm holds the Michigan Quality Leadership award, Navigator level. It is the State's equivalent of the international Malcolm Baldrige Quality Leadership Award.

He currently instructs at Michigan State University's Applied Engineering Sciences program, and at Wayne State University's / AIAG Purchasing and Supply Chain Management Executive and Certificate Program.

He obtained his Bachelor's Degree in Engineering and a Masters Degree in Business Administration, concentrating in Materials and Logistics Management from Michigan State University. He serves on a number of industrial advisory boards, is an active community volunteer. He and his wife Ellen live in East Lansing. They have 3 children all of whom study or have matriculated from the University of Michigan.

SENTHIL VIRTHACHALAM

Mr. Virthachalam is a connected vehicle and supply chain strategy executive with over 20 years of global experience at OEMs and suppliers. His expertise includes customer centric product development, smart factory, integrated OTD, smart vehicles, industry 4.0 and cognitive supply chain.

He has worked on projects such as: connected vehicle platform for customer safety and comfort, cognitive in-vehicle speech enablement, transparent and traceable supply chain, efficient and scalable product development, improving working capital with inventory reduction, and manufacturing asset optimization. His industry experience includes work with: GM, Ford, FCA, Daimler, Honda, Toyota, John Deere, JCI and others.

He has a Master of Business Administration from the Eli Broad Graduate School of Management, Michigan State University, and also a Master of Engineering in Manufacturing Technology from the Regional Engineering College, India. He also has a Bachelor of Engineering in Mechanical Engineering from Bharadhidasan University, India.

WILLIAM J. WAPPLER

A seasoned business strategist, William J. Wappler guides Surgere and its clients through the global challenges surrounding the changing supply chain business model. Wappler has held senior management positions in software, service engineering, innovation and strategy. Active in multiple supply chain communities worldwide.

Wappler's latest endeavor is taking the automotive manufacturing industry on a connected and data driven journey. Leveraging operational technologies, sensors, RFID, robotics, to learn from and leverage mobile asset data modeling during movement through manufacturing environments, the supply chain, and even globally. He's steering Surgere to create new data relationships through advanced analytics and a shared business intelligence ecosystem. Surgere serves clients in the automotive, retail, consumer products and general manufacturing industries. Including companies such as Adient, Cooper Standard, Detroit Thermal Systems, Lear Corporation, MTD Products, The Timken Company, Wallenius Wilhelmsen Logistics, Whirlpool, Yanfeng Automotive, and many others.

Wappler holds a combined sciences Bachelor degree from Illinois State University / University of Illinois, and an MBA from Northwestern University.

AIAG/WSU MAY MODIFY THE SEMINAR AS REQUIRED.



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SEMINAR INFORMATION

PROGRAM DATES:

September 25 – 29, 2017

PROGRAM LOCATION:

AIAG Headquarters
26200 Lahser Road, Suite 2000,
Southfield, MI 48033

REGISTRATION SITE:

www.aiag.org

PROGRAM FEES:

The total course fee is \$4,895. Program fees are all inclusive and cover all sessions, readings, receptions and meals.

Certificate of program completion awarded.

HOTEL ACCOMODATIONS:

If hotel accommodations are required, a block of rooms has been reserved at the:
Detroit Southfield Marriott
27033 Northwestern Highway
Southfield, MI 48033

To reserve a room please call (888) 519-6568 and ask for the AIAG rate.

FOR MORE INFORMATION:

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Mike Ilitch School of Business, Wayne State University
E-Mail: taylorjohn@wayne.edu
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Office: 313 577-4525 | Cell: 517 719-0275

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ATTENDEE INFORMATION

Name:	Title:
Company:	Parent Corporation/Division:
Address:	
City:	State/Province:
Zip/Postal Code:	Country:
E-mail:	
Phone:	Fax:

BILLING INFORMATION (IF DIFFERENT FROM ABOVE)

Name:	Title:
Company:	Parent Corporation/Division:
Address:	
City:	State/Province:
Zip/Postal Code:	Country:
E-mail:	
Phone:	Fax:

MEMBERSHIP

Are you an AIAG Member? YES NO Would you like to receive membership information? YES NO

PAYMENT INFORMATION

Check #*, Money Order #*, or Purchase Order #*:

AIAG accepts Visa, MasterCard and American Express Credit Cards: For your safety we ask that you do not provide your credit card details to us on this training registration form. Instead, please provide a contact persons name and phone number where we can call you to obtain credit card information for this order. Your registration will not be processed until we are able to reach you to obtain credit card details. ***International customers placing credit card orders for training please place your order online (www.aiag.org)***

Contact Name: Phone:

*Make check or money order payable in U.S. funds to AIAG. Mail or fax copy of completed P.O. with registration.

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Phone: Call 248 358-3003

Email: Email completed registration form to trainingcontact@aiag.org

Fax: Fax completed registration form to 248 799-7995.

Mail: Send completed registration with check or money order (payable in U.S. funds), purchase order or credit card to:

Automotive Industry Action Group
P.O. Box 633719
Cincinnati, OH 45263-3719

* If registering by mail, the registration must be received no later than 15 days prior to the scheduled class date.

Please read the following information before submitting your registration

- AIAG reserves the right to cancel any class due to low enrollment and/or other circumstances beyond the control of AIAG. In the event that a class is cancelled, all registered attendees will be notified no less than 10 business days before the scheduled class date. AIAG is not responsible for airfare or other related expenses incurred on behalf of class registrants.
- AIAG is unable to reserve seats without payment. Full payment or an approved P.O. must be submitted with your registration.
- Please use one registration form per person. Make copies of this form for additional attendees.
- CANCELLATION POLICY: Requests for cancellations or transfers must be submitted in writing and faxed to 248 799-7995 or emailed to trainingcontact@aiag.org. Registrations cancelled 11 or more business days prior to the course date will receive a refund for the amount of the class minus an administrative fee. Administrative fees are printed on the course confirmation letter or can be obtained by contacting the Customer Service Department. Registrations cancelled less than 11 business days prior to the course date, as well as registrants who do not attend their scheduled course, will forfeit the full registration fee. One transfer request is allowed and must be received at least 5 business days prior to the course date. Substitutions are permitted at any time.
- AIAG complies with required Office of Foreign Asset Control (OFAC) regulations.

