



# Original Equipment Suppliers Association

## Contractual Strategies for Managing Relationships and Supply Chain Distress

June 27, 2007 ♦ 7:30 a.m. – 8 a.m. Registration and Breakfast ♦ 8 a.m. – 10 a.m. Program  
MSU Management Education Center ♦ 811 West Square Lake Road ♦ Troy, Mich.

### Agenda

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| 7:30 a.m. - 8 a.m.    | Registration and Continental Breakfast   |
| 8 a.m. - 8:15 a.m.    | Welcome and Introductions<br><b>Margaret Baxter</b> , Vice President, Policy and International Affairs, OESA   |
| 8:15 a.m. - 9:25 a.m. | <b>John Trentacosta</b> , Co-Chair Automotive Industry Team and Partner,<br>Foley & Lardner, LLP<br><b>Judy O'Neill</b> , Vice-Chair Business Reorganizations Practice and Partner,<br>Foley & Lardner, LLP <ul style="list-style-type: none"><li>• Current state of automotive industry practices</li><li>• Key contract provisions for suppliers</li><li>• Contract strategies before bankruptcy to protect suppliers</li><li>• Strategies after bankruptcy of customer or supplier</li><li>• Proactive contract management for suppliers to avoid or minimize financial losses in troubled customer and vendor situations</li></ul> |
| 9:25 a.m. - 9:45 a.m. | Question and Answer  |
| 9:45 a.m. - 10 a.m.   | Summary and Closing Remarks<br><b>Margaret Baxter</b> , Vice President, Policy and International Affairs, OESA   |