

IHS GLOBAL INSIGHT PRICING AND PURCHASING SEMINAR:

In This World of Low Costs and High Risks, Do You Have the Right Strategy?

24 June 2009 • Park Plaza Victoria • 239 Vauxhall Bridge Road • London, U.K.

Register Today!

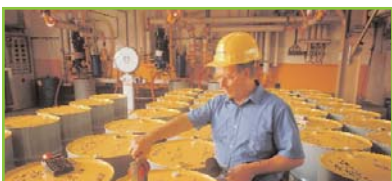
Conference Fees

Client £450
Non-Clients..... £600
(Prices shown exclude 15% VAT)



Meet the analysts at our complimentary cocktail reception

Take home our insights in a complimentary book and downloadable PDF



MAKE MORE STRATEGIC PURCHASING DECISIONS IN TODAY'S VOLATILE MARKETPLACE—JOIN OUR ONE-DAY SEMINAR.

Despite the extremely favorable buying environment for most commodities, pricing risks and volatility remain throughout the supply chain. Furthermore, long-term supplier relationships may be in jeopardy as companies experience financial stress.

Join our one-day IHS Global Insight seminar to hear experts discuss the implications for your business:

- How long will this lower cost environment persist?
- How can you capitalize on current buying conditions?
- What signposts could signal a return to the unprecedented price spikes of the last few years?

This seminar will feature:

- Group discussions chaired by senior analysts, reviewing implications for your business
- Pricing outlooks and purchasing implications for vital spending categories, including energy and metals
- Strategic sourcing: how to best take advantage of regional and industry discrepancies
- European economic outlook overview from renowned economist Howard Archer
- Capital expenditure outlook: which industries and regions will recover first?

Why attend?

- Make more strategic purchasing decisions
- Decipher the warning signs of market turning points
- Negotiate purchases more effectively
- Meet senior commodity experts
- Receive a book containing forecast outlooks and speaker presentations
- Access downloadable PDF versions of seminar materials

Who should attend?

This seminar will provide valuable insights for anyone working in the fields of:

- Purchasing/Procurement
- Contracting
- Market Intelligence
- Strategic Planning
- Project Costing



**GLOBAL
INSIGHT**

Register now at www.ihsglobalinsight.com/events

PRICING AND PURCHASING SEMINAR

► **AGENDA** TUESDAY, 23 JUNE 2009

19:00 **COCKTAIL RECEPTION**

Please join us for our complimentary cocktail reception: a valuable opportunity to meet our expert speakers, ask questions, and network with your peers.

► **AGENDA** WEDNESDAY, 24 JUNE 2009

8:30 **REGISTRATION AND REFRESHMENTS**

9:00 **The European Economic Outlook: Just How Deep and How Long Will the Recession Be?**

Howard Archer, Chief European and U.K. Economist, IHS Global Insight

9:30 **Oil Outlook: How Long Until the Next Price Spike?**

Simon Wardell, Director of Oil Markets, IHS Global Insight

10:00 **Bottom Line: Implications for Your Business**

10:15 **BREAK**

10:30 **Steel: A Buyer's Market for the Worst of Reasons**

John Anton, Director of Steel Service, IHS Global Insight

11:30 **Base Metals — Ahead of Fundamentals?**

John Mothersole, Principal, Pricing and Purchasing, IHS Global Insight

12:15 **Bottom Line: Implications for Your Business**

12:30 **LUNCH**

14:00 **Capital Expenditure Trends: When and Where Will Firms Start Investing Again?**

Peter Loveridge, European Manager, World Industry Service, IHS Global Insight

14:30 **Strategic Sourcing: Which Regional Price Discrepancies are Sustainable?**

Katherine Lewis, Director of European Pricing and Purchasing, IHS Global Insight

15:00 **Bottom Line: Implications for Your Business**

15:15 **BREAK**

15:30 **Pricing Risk Factors: Short Term Risks to the Forecast**

John Anton, Director of Steel Service, IHS Global Insight

16:00 **Application: How to Make our Insights Work for You**

Katherine Lewis, Director of European Pricing and Purchasing, IHS Global Insight

16:30 **Conclusions: Pricing Outlook Down the Supply Chain**

John Mothersole, Principal, Pricing and Purchasing, IHS Global Insight

17:30 **SESSIONS CONCLUDE**

*For more details regarding this conference,
please visit www.ihsglobalinsight.com/events.*



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