



## Risk Management and Sourcing Summit for Critical & Strategic Metals

*Summit, Day One*

Wednesday, October 21, 2009

- 9:00-9:15 **Chairman's Opening Remarks**  
Now that we've heard what the various supply markets look like for these metals, how can we establish sourcing strategies that not only create long-term supply assurance, but also create competitive viable suppliers?  
**Lisa Reisman**, *Managing Director*, APTIUM GLOBAL; *Editor*, METALMINER BLOG
- 9:15-9:45 **Mapping Supply Risk to Specific Sourcing Strategies**  
Whether you are buying "scrap," "industrial" or "precious" metals, you need a comprehensive sourcing strategy that is specifically designed for your individual purchasing requirements and ordering/quantity patterns. This presentation will discuss different strategies, the use of the latest buying techniques and how smart buyers combine their own expertise with that of third party metal specialists to ensure they are always buying competitively in these complex markets.  
**Gregg Brandyberry**, *Founder*, WILDFIRE COMMERCE INC.; *Former Vice President of Procurement in Global Systems and Operations*, GLAXOSMITHKLINE
- 9:45-10:30 **Developing Appropriate Strategies to Counter the Risk**  
This panel assembles senior sourcing and procurement executives from leading corporations as well as key suppliers and supply market experts to share industry best practices in mitigating supply risk to the specialty metals on which their businesses depend. Panelists will discuss both existing strategies and case-studies of risk mitigation tactics as well as explore future scenarios.  
Moderator:  
**Ed Richardson**, *Sales and Marketing Manager*, Thomas & Skinner, Inc.  
Panelists:  
**Darrell Rishel**, *Global Strategic Sourcing Manager*, CORNING INCORPORATED  
**J. Alan Singleton**, *General Manager*, RYERSON HOUSTON  
**Krishnan Venkat**, *Director of Raw Material Sourcing*, GE ENERGY  
**David Weight, B.Sc**, *General Manager*, COBALT DEVELOPMENT INSTITUTE
- 10:30-11:00 *Networking Break*
- 11:00-12:30 **Implementing Closed-loop Recycling Solutions as Part of a Comprehensive Global Sourcing Strategy (Mine to Recycle/Reclamation)**  
This session examines the practice behind the theory of implementing closed-loop recycling programs. The speakers will discuss why many of these technologies have not come to fruition and how long it will be before they become economically viable. The session will also cover case studies of closed-loop recycling programs from other industries as well as some already in play, particularly for precious metals.  
**Stuart Burns**, *Managing Director*, APTIUM GLOBAL; *Co-Editor*, METALMINER BLOG  
**Lisa Reisman**, *Managing Director*, APTIUM GLOBAL; *Editor*, METALMINER BLOG

- 12:00-1:30 **Luncheon Address: Cobalt in Perspective**  
This presentation will provide general background to **Cobalt** including: where the metal arises and its sources together with supply/demand statistics and some historic context. The presentation will report and evaluate consumption of **Cobalt** by end-use sector indicating in what form the **Cobalt** is used. It will also look at cobalt in terms of its hazard and risk profile in the context of health safety and the environment before concluding with some remarks about the future challenges for the industry.  
**David Weight, B.Sc.**, *General Manager*, COBALT DEVELOPMENT INSTITUTE
- 1:30-2:15 **Government Action in the Strategic Materials Market**  
Many of the issues related to strategic materials are caught in an ongoing debate over “Buy American” issues rather than being discussed as critical supply-chain security matters. This presentation will cover recent legislative action in the strategic materials arena, pending legislation and Executive Branch responses and present suggestions for the future.  
**Jeff Green**, *President*, J.A. GREEN & COMPANY, LLC; *Former Counsel*, HOUSE ARMED SERVICES COMMITTEE
- 2:15-3:00 **Product Development Best Practices for Reducing Supply Chain Risk**  
As they say, “the best way to reduce costs is to design them out from the beginning.” This session will discuss potential approaches to determine, secure and minimize the price risk for raw materials critical to the success of your company. Discussion will be keyed to the product life cycle and will review various options and opportunities available at each stage. Discussion will also address the importance of inter-disciplinary cooperation within the company as it relates to the sourcing and risk management of critical raw materials.  
**Ivan Herring**, *Former Procurement Expert*, General Motors
- 3:00-3:30 *Networking Break*
- 3:30-4:15 **Demand Aggregation Techniques to Secure Long Term Supply**  
This presentation will deliver an overview of demand aggregation through case study examples. These examples will tie together how the techniques to secure long-term supply can be applied to **Critical/Rare Earth Metals**.  
**Trevor Stansbury**, *President*, SUPPLY DYNAMICS
- 4:15-5:00 **Best Practices or Best Intentions? Strategic Account Management Integrates Effectively with Supply Management to Reduce Supply Risk**  
To meet the needs of their customers, many suppliers have begun implementing Strategic Account Management programs. The aim is to improve alignment with customers Strategic Supplier Relationship programs. Yet evidence exists of major shortcomings and barriers to being more effective. This presentation will share the critical elements of both programs that will encourage both parties to reexamine their relationships to add more value that may help mitigate supply risks.  
**Vaughn Hovey**, *Lecturer*; OHIO STATE UNIVERSITY FISHER COLLEGE OF BUSINESS; *Former AVP and Chief Sourcing Officer*, Nationwide Mutual Insurance ; *Chief Sourcing Officer and Former Silver Buyer*, EASTMAN KODAK COMPANY

*Summit, Day Two*

Thursday, October 22, 2009

- 8:30-8:35 **Chairman's Opening Remarks**  
**Jack Lifton**, *Industry Consultant*, JACK LIFTON LLC; *Member*, THORIUM ACTION GROUP (TAG); *Senior Fellow*, INSTITUTE FOR THE ANALYSIS OF GLOBAL SECURITY
- 8:35-9:05 **Critical Minerals and the U.S. Economy**  
This presentation will provide a big picture view of how the modern "hi-tech" economy of the U.S. is dependent on a volumetrically tiny but absolutely essential set of elements. The presenter will expand upon and update the results of the NAS Study, and discuss policy initiatives within the Beltway to address this strategic and economic dependency.  
**Steve Freiman**, *President*, FREIMAN CONSULTING; *Co-Author*, "2007 NATIONAL ACADEMY OF SCIENCES CRITICAL MINERALS REPORT"; *Former Lead Technologist*, NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY
- 9:05-10:05 **China's Emerging Role as a Leading Supplier and Consumer in the Global Metals Trade**  
China's role in the production and consumption of **Technology Metals** has until now been overshadowed by its market-driving consumption of Base Metals as it builds a world-class infrastructure. However, today China's mammoth appetite for critical metals for high technologies can no longer be ignored by a Western world that is daily finding that it no longer has security of supply for the critical and strategic metals for its own industries. Chinese demand for the metals of technology is now the world's principal driver of price and supply growth. The rest of the world must now play "catch-up" or lose its ability to maintain a domestic high tech manufacturing base.  
Panelists:  
**Dan Ikenson**, *Free Trade Expert*, AMERICAN ENTERPRISE INSTITUTE  
**Robert H. Latiff**, *Faculty Member*, GEORGE MASON UNIVERSITY; *Private Consultant*  
**Noah Munro Lehrman**, *Senior VP*, Hudson Metals Corporation ; *Chair*, North American Committee, Minor Metals Trade Association  
**Leonard Surges**, *Senior Advisor to the Assistant Deputy Minister*, Minerals and Metals Sector, NATURAL RESOURCES CANADA OTTAWA
- 10:05-11:05 **CleanTech: Is the Resource Base Available for the Exponential Scaling of Wind, Solar and Energy Storage?**  
The renewable energy industry envisions global solar and wind generation capacity to multiply exponentially. However, the supply of specialty metals has not been examined to the extent necessary for that significant increase. This panel will survey the latest projections for cleantech growth, its drivers and geographical spread. This panel will examine which clean technologies have no easy near-term critical metal substitutes and what substitute technologies are available to de-bottleneck the growth capacity. The impact of next generation technologies (thin film/BIPV) and other GHG-related applications, such as catalysts in automotive, flue gas technologies and carbon capture will be explored. Lastly, the discussion will include the growing importance of energy storage materials, including **Lithium, Vanadium, and PGMs** for fuel cells.  
Moderator:  
**Noah Munro Lehrman**, *Senior VP*, HUDSON METALS CORPORATION; *Chair*, North American Committee, MINOR METALS TRADE ASSOCIATION  
Panelists:  
**Chris Hartshorn, Ph.D.**, *Research Director*, LUX RESEARCH  
**Dudley Kingsnorth**, *Faculty Member*, INDUSTRIAL MINERALS COMPANY OF AUSTRALIA  
**Dr. Irving Mintzer**, *Principal*, MEG LLC  
**Mark Pruitt**, *Director*, ILLINOIS POWER AGENCY
- 11:05-11:35 *Networking Break*

11:35-12:35 **Investment Opportunities in Critical and Strategic Metals**

Direct investment into exploration companies and working mines is one approach metal consumers can use to assure future supply and cost stability. Supply challenges are also an alert to resource investors of upcoming opportunities. This panel will explore both perspectives on investing in specialty metals extraction. The panel will also help to differentiate investment factors used for exploration companies (junior miners), start-ups and producing mines.

Panelists:

**John Kaiser**, *CEO*, KAISER BOTTOM FISH ONLINE

**Dr. Philippa Malmgren**, *President*, CANONBURY GROUP

**Tracy Weslosky**, *Managing Partner*, WESLOSKY & COWANS LTD. (WESCOW)

12:35-12:40 **Chairman's Wrap-Up**

12:40 **Summit Adjourns**