

RESHORING SUMMIT

BRINGING MANUFACTURING BACK TO THE U.S.

March 12-14, 2013 | Cleveland, OH

The Summit * Day One * Wednesday, March 13, 2013

7:00 – 8:00 *Breakfast and Registration*

8:00 – 8:10 **Welcome & Introduction**

Part I: Reshoring – Big Picture Trends & Developments

8:10 – 8:40 *Morning Keynote Presentation:*

Trends in Reshoring & Offshoring

A recent study sponsored by the *Council of Supply Chain Management Professionals*, found that 40% of respondents believe there is an increased movement of manufacturing plants back to the U.S. from countries such as China and India. Tobias Schoenherr, a co-author of the study, will detail these findings in this timely, illuminating presentation.

Tobias Schoenherr, *Assistant Professor of Supply Chain Management*,
MICHIGAN STATE UNIVERSITY

8:40 – 9:15 *Special Presentation:*

The National Institute of Standards & Technology Perspective

MEP is a nationwide network of over 400 centers and field offices with over 1,400 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. MEP works with small and mid-sized U.S. manufacturers to improve their productivity and to innovate to be more competitive, resulting in creating and retaining jobs, increasing profits, and saving time and money. A key element to the reshoring of manufacturing to the U.S. is identifying companies that have the capability and capacity to supply the necessary parts and components. The MEP system through efforts such as its supplier scouting initiative can support this and other reshoring requirements.

Roger D. Kilmer, *Director*,
NIST MANUFACTURING EXTENSION PARTNERSHIP

9:15 – 9:45 *Presentation:*

Federal Initiatives to Support Reshoring

The factory was the most ubiquitous non-human image in the 2012 political campaign. Will this popularity translate into real policy decisions that will make it easier to reshore manufacturing jobs? This presentation will dissect the Obama Administration's manufacturing agenda and what we can expect from a divided Capitol Hill with focus points on tax, trade, workforce, innovation, infrastructure, and energy policies.

Scott N. Paul, *Executive Director*,
ALLIANCE FOR AMERICAN MANUFACTURING

9:45 – 10:15 *Morning Networking Break*

Part II: Making The Business Case for Reshoring

10:15 – 12:15 *In-Depth Presentation:*

The Reshoring Assessment: A Total-Cost Analysis

In this intensive, 2-hour session, get an in-depth look at what goes into the detailed analysis essential for companies to undertake when weighing manufacturing or sourcing in the US against manufacturing or sourcing offshore. Topics will include:

- The importance of assessing the total costs of offshoring vs. the costs of manufacturing or sourcing in the US
- What cost drivers must be considered to determine accurate financial scenarios?
- Factoring in costs of goods sold, carrying costs, inventory & travel costs in conjunction with risk and corporate strategic considerations
- Using forecast models to assess how costs may change going forward
This session will also include an examination of the progress of reshoring to date, covering the most impacted industries & countries, the reasons for reshoring, the states which have benefitted most, and the number of US jobs gained.

Harry Moser, *Founder & President*, THE RESHORING INITIATIVE

12:15 – 1:30 *Group Luncheon*

Luncheon Keynote Presentation

The Five Key Reasons We Reshored

In 2005 Peerless Industries, Inc. made the decision to move a majority of its manufacturing operations to China. In 2008 the company decided to pull its manufacturing operations back to the US. Peerless Industries was one of the first corporations to reshore manufacturing operations from China back to the US. Walter Snodell, chairman and chief executive officer, Peerless Industries, Inc., will discuss the 5 compelling reasons that led to the company's decision to pull its manufacturing out of China and

the challenges the company faced, both in China and in the US, when reshoring its manufacturing operations back to the US.

Walter Snodell, *Chairman & CEO*, PEERLESS INDUSTRIES, INC.

1:30 – 2:00 *Presentation:*

The Supply Chain Perspective: What to Consider When Deciding Whether to Reshore

- What factors are most important when making the decision to reshore?
- Factoring in transportation, logistics, and inventory carrying costs
- Making the assessment whether to reshore all, or part of the operation

Ed Weston, *Director for Supply Chain Services*, WIRE-NET

2:00 – 2:20 *Special Presentation:*

Why We Stayed Onshore – And Why We’ve Grown

Ariel Corporation is the world's largest manufacturer of separable reciprocating gas compressors utilized by the global energy industry to extract, process, transport, store, and distribute natural gas from the wellhead to the end-user. In this special presentation, Ariel Corporation President & CEO, Karen Buchwald Wright, reveals why her company has stayed onshore in Ohio and the opportunities she envisions in the near future.

Karen Buchwald Wright, *President & CEO*, ARIEL CORPORATION

2:20 – 3:15 *Panel:*

Site Selector Perspectives

- What factors are most important to companies when they are considering selecting a site to bring operations back from offshore?
- What are the emerging trends in terms of manufacturers reshoring to the US from overseas?

Moderator:

Eric Hochstein, *Managing Director*, HIGHSTONE ASSOCIATES, INC.

Panelists:

Neale Rath, *Senior Consultant*, DELOITTE CONSULTING LLP

Frank Spano, *Director*, AUSTIN CONSULTING

Steve Weitzner, *President*, SILVERLODE CONSULTING CORP.

3:15 – 3:30 *Afternoon Networking Break*

Part III:

Assessing Important Location Factors Related to Labor, Energy and Transportation Costs

3:30 – 4:00

*Presentation:***Productivity, Innovation & Workforce Skills:****Why Manufacturing Clusters Are Key to Reshoring in the Midwest**

- Partnering initiatives between businesses, trade schools, government, and universities. Why do proximity and network density affect profitability?
- Will workforce needs keep pace with reshoring? The chicken-and-egg question.
- Do we have a skills gap, a matching problem, or both?

Tim Krueger, *Researcher*, POLICY MATTERS OHIO

4:00 – 4:30

*Presentation:***Energy Markets – Pricing Trends in the Midwest**

- How are record low energy prices encouraging new investment in manufacturing facilities?
- Are current energy prices levels temporary or here to stay?
- What industries stand to benefit, and by how much?

Tanya Bodell, *Executive Director*, ENERGYZT

4:30 – 4:50

*Presentation:***Shale Oil & Gas — A Key Driver for Reshoring in the Tri-State Area**

The new energy world created by “unconventional” oil and gas in the U.S. will have a dramatic impact not only on the cost of energy, but also on the costs of the chemical feedstocks that turn into the "building blocks" of manufacturing. This presentation, will reveal the end-to-end supply chain cost impact that results from a tight, regional supply structure starting with Ohio and Pennsylvania oil and gas and ending with a tremendous cost advantage for local manufacturing versus offshore options.

Taylor Robinson, *President*, PLG CONSULTING

4:50 – 5:30

*Panel:***Transportation Logistics & Considerations**

- Availability of logistical networks in the area
- Role of rail in creating new manufacturing potential in the Midwest
- Rail trends related to manufacturing

Participants:

Jonathan Chastek, *AVP of Business Development*,

WHEELING & LAKE ERIE RAILWAY

Rob Robinson, *AVP Short Line Marketing & Commercial Development*,

NORFOLK SOUTHERN CORP.

Taylor Robinson, *President*, PLG CONSULTING

5:30 *Day One of the Summit Adjourns*

The Summit * Day Two * Thursday, March 14, 2013

7:00 – 8:00 *Breakfast*

8:00 – 8:05 **Welcome & Introduction**

Part IV: State & Local Development Reshoring Initiatives in the Midwest

In a series of presentations, hear from key state development organizations in the Midwest about their perceptions and experience regarding reshoring, gain their perspectives on what manufacturing companies are looking for, and learn what programs are in place to incentivize companies to reshore to their respective states. Interspersed throughout the morning will be case studies from companies that successfully reshored back to the U.S.

8:05 – 9:00 **Ohio Reshoring Initiatives & Opportunities**

Presenters:

Jay P. Foran, *Senior Vice President, Business Attraction, TEAM NEO*
Kristi Tanner, *Managing Director for Advanced Manufacturing, Automotive, and Aerospace & Aviation, JOBS OHIO*

Case Study:

Hope D. Paolini, *Operations Manager,*
 SUAREZ MANUFACTURING

9:00 – 9:30 **Indiana Reshoring Initiatives & Opportunities**

Presenter:

Greg Wathen, *President & CEO, ECONOMIC DEVELOPMENT COALITION OF SOUTHWEST INDIANA*

9:30 – 10:00 *Morning Refreshment & Networking Break*

10:00 – 10:30 **Western Pennsylvania Initiatives & Opportunities**

Steven J. Adelkoff, *President,*
 RENEWABLE MANUFACTURING GATEWAY, INC.

10:30 – 11:00 **Michigan Reshoring Initiatives & Opportunities**

Presenter:

Steve Tobocman, *Director, GLOBAL DETROIT*

11:00– 11:15 **Q&A Wrap-Up**

Day Two of the Summit Adjourns
