



TSI SCRAP SEMINAR 2012 - CHICAGO, USA

WEDNESDAY MARCH 14, 2012

Following the success of TSI's scrap event in Amsterdam in 2011, we are pleased to announce the first TSI Scrap Seminar of 2012 will take place on **March 14** at JW Marriott Hotel in **Chicago, IL, USA**. The seminar precedes SBB Steel Markets North America conference (SMNA12) to be held on March 15-16 in the same venue.

2011 was another year of considerable volatility in scrap pricing. After steep falls in October and November, prices ticked up towards the end of the year and have continued in this way as we enter 2012. Where will they go from here? Join our panel of expert speakers from both the physical and financial markets to enhance your knowledge of the scrap industry and the options available to minimize your risk in these uncertain economic times.

There will be opportunities for you to raise your key points of interest with our speakers as well as ample time to network with your industry colleagues during the morning coffee break and lunch reception.



Seminar Details

Date: Wednesday March 14 2012

Location: Chicago, IL, USA

Venue: JW Marriott Hotel,
151 West Adams Street
Phone: 312-660-8200
www.marriott.com

Topics include:

- Trends in the Increasingly Global Scrap Marketplace
- New Dynamics in the US Scrap market
- American Steel Outlook 2012 & a Steel Man's Thoughts on Scrap
- Challenge or Opportunity: A Mill's Perspective on the Regional Effects of the Global Marketplace
- The Tail, the Dog and the Search for Lead Indicators
- Strategies to Manage Scrap Price Volatility
- Derivatives: Lessons from the Energy Sector
- The Growth of the Scrap Swaps Market

Seminar Programme

Registration: 09:00

Session 1: 09:30

Coffee break: 11:00

Session 2: 11:30

Lunch: 13:00

Session 3 + Q&A: 14:00

Seminar ends: 16:00

The delegate fee covers all refreshments, course materials and presentations.

Confirmed speakers:

- Joe Pickard, Chief Economist and Director of Commodities, **ISRI**
- Rich Brady, Executive VP of Ferrous Commercial Group, **Omnisource**
- Ronnie M. Masliansky, General Manager, Marketing and Product Control, **ArcelorMittal**
- Michael B. Humphrey II, Director Supply Chain Management & Security, **Republic Steel, Inc**
- Abe Ulusal, Steel Risk Management Specialist, **Mitsui Bussan Commodities**
- John Banaszkiwicz, Managing Director, **Freight Investor Services**
- Daniel Uslander, Principal, **Eagle Way Capital**
- Tim Hard, Director of Steel & Scrap, **The Steel Index**

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REGISTER NOW, FAX THIS FORM TO +1 412 431 4371

SELECT YOUR DELEGATE FEE:

- Seminar only TSI/SBB Subscriber rate \$545
 Seminar only non-subscriber rate \$595
 Seminar + SMNA12 TSI/SBB Subscriber rate - \$1315
 Seminar + SMNA12 non-subscriber rate \$1475

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TERMS AND CONDITIONS

Registration Fee
 Registration does not include any sales tax that may be applicable. Discounts are not cumulative. TSI & SBB subscriber rates are only valid for active subscriptions. Invoice must be fully paid before the end of the price period to be valid at this rate. Registration will be accepted on the door, however a 10% surcharge will be added to the standard conference rate, and is subject to availability. Your registration fee includes conference access, lunch, cocktail reception, refreshments & all conference materials. Should a scrap yard visit be organized, the cost of this will be included in the delegate fee. We hold the right to adjust fees due to exchange rate changes. VAT/sales tax will be added to the fee when necessary.

Accommodation
 Accommodation & travel costs are not included in conference fee. You must make your own travel arrangements.

Cancellations & Substitutions
 Refunds, subject to a 25% handling charge will be made for cancellations up to 30 days before the conference. No refunds or credits thereafter. Cancellations due to travel & visa issues are treated as above. Please confirm cancellations in writing.

Data Protection
 Personal data is gathered in accordance with the Data Protection Act 1984. Your details will be used by TSI and its suppliers to administer this event, but will not be passed on to 3rd parties for promotional purposes. We may send information about TSI's own products and services from time to time.