



Printing Industry Credit Conference
March 14-16, 2011

Conference Agenda

(Topics and Times are subject to change prior to the conference)

March 14th, 2011

8:00 am - 12:30 pm	PICE & PACE Executive Board Meetings (PICE - 8:00am -11:00 - Jasmine) (PACE - 11:00am -12:15 - TBD)	
10:00 am - 5:00 pm	Conference Registration	Mezzanine
1:00 pm - 1:30 pm	<u>President's Welcome & Introductions</u> PICE - Franco D'Orazio - E. Aaron Enterprises, Inc. PACE - Mike Fleming - Golden Business Forms	Narcissus/ Orange
1:30 pm - 3:30 pm	<p align="center">PACE & PICE Breakout Session</p> <p align="center">The two groups will separate to have individual association meetings.</p> <p>PICE</p> <ul style="list-style-type: none"> • Treasurer's Report • Membership Committee Report • Programs Committee Report • Reports & Surveys Report <p>PACE</p> <ul style="list-style-type: none"> • Account Discussion 	PICE - Jasmine PACE - Narcissus/ Orange
3:30 pm - 3:45 pm	PM Break	Mezzanine
3:45 pm - 5:15 pm	<p align="center">David Tawil - ETG Capital <u>Leveraged Buyouts</u></p> <p>Structure and strategy and the unique credit risks posed by LBOs</p> <ul style="list-style-type: none"> • The Structure of Private Equity and the Basics and Advantages of LBOs • LBO Strategies, Capital Structure, Exits and Risks • Discussion of actual LBO transactions in the print and paper industry- structure and consummation of the buyout and the resulting effects of leverage 	Narcissus/ Orange
6:00 pm - 7:00 pm		Crystal

March 15th, 2011

8:00 am - 5:00 pm	Conference Registration	Mezzanine
8:30 am - 9:00 am	Continental Breakfast	Mezzanine
9:00 am - 10:30 am	<p style="text-align: center;">Fred Strano <u>Financial Statements</u></p> <p>Financial Analysis while critical in establishing business health; needs to be coupled with other qualitative and or quantitative information to provide a complete picture of business stability.</p> <p>Financial Analysis with emphasis on key ratio indicators and their affect on the stability of an on-going enterprise.</p>	Narcissus/ Orange
10:30 am - 10:45 am	AM Break	Mezzanine
10:45 am - 12:00 pm	Financial Statements continued	Narcissus/ Orange
12:00 am - 1:00 pm	Lunch	JasmineFul
1:00 pm - 2:00 pm	<p style="text-align: center;">Dr. Chris Kuehl of Armada Corporate Intelligence <u>Economic Outlook:</u></p> <p>Overview of North American economic outlook, a print industry focus and how credit managers should prepare</p>	Narcissus/ Orange
2:00 pm - 3:30 pm	<p style="text-align: center;">Jim Anderson, Mary Seymour, Scott Cargill <u>Legal Panel</u></p> <p>A legal panel to respond to predefined legal questions from members and an live question & advice session on any legal issue from credit applications to the legal collection process.</p>	Narcissus/ Orange
3:30 pm - 3:45 pm	PM Break	Mezzanine
3:45 pm - 5:00 pm	<p style="text-align: center;">Ken Rosen of Lowenstein Sandler <u>Upcoming "Debt Wall"</u></p> <p>Present perspective on how all the refinancing and bailout money could affect businesses in the future. Some financial experts predict a tremendous tremor to our economy in the next couple of years.</p> <p>What information do credit professionals need to know when a customer is going to hit the wall?</p>	Narcissus/ Orange
5:45 pm - ??:?? pm	Dinner Event Sponsored By Lowenstein location TBD	TBD

March 16th, 2011

8:00 am - 12:00 pm	Conference Registration	
8:30 am - 9:00 am	Coffee Service	
9:00 am - 12:00 pm	<p>Open Forum (Moderated by: Pat Rydzik.)</p> <p>Share information and ideas on mutual problems in a relaxed, informal setting. This popular forum focuses on a variety of topics, both compiled prior to the meeting, and spontaneous from the floor. If you think you're the only one facing a particular problem, you will probably find you're not alone!</p>	Narcissus/ Orange
11:30 am - 12:00 pm	Closing Comments	Narcissus/ Orange

MEETING AND EVENT MAP

