

Management  
Briefing Seminars  
2007



*From Traverse City to Success*

Supplier Strategies and Tactics  
from MBS 2007

# The Supplier Table of Pain

Industry PPI/CPI/ECI	1998-2006 YTD % Change
<b>New Cars and Trucks CPI</b>	<b>-3.9%</b>
<b>Motor Vehicles Manufacturing Price Index PPI</b>	<b>-4.8%</b>
<b>Motor Vehicle Parts PPI-Commodities</b>	<b>+1.3%</b>
<b>Cold Rolled Steel PPI-Commodities</b>	<b>+56.7%</b>
<b>Hot Rolled Steel PPI-Commodities</b>	<b>+46.5%</b>
<b>Primary Aluminum PPI</b>	<b>+65.4%</b>
<b>Plastic Materials &amp; Resins PPI</b>	<b>+69.7%</b>
<b>Refinery Gases (Feedstock) PPI</b>	<b>+308.5%</b>
<b>Petroleum Refineries PPI</b>	<b>+300.2%</b>
<b>BLS ECI Health Cost</b>	<b>+74.3%</b>

Source: BLS

## **The Strategic Value of Information in the RFQ Response Process**

*Study now available at*

*[www.cargroup.org](http://www.cargroup.org)*

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