

DETROIT ECONOMIC CLUB Connections



VITAL ISSUES PROMINENT VOICES BUSINESS CONNECTIONS EDUCATIONAL OUTREACH

OCTOBER 2007

INSIDE

▣ "SCENE" AT THE CLUB	2
▣ THEY SAID IT AT THE DEC	3&5
The Honorable John W. Snow	3
Rod Marinelli	3
Ron Gettelfinger	3
Raman Roy	5
▣ STUDENT HIGHLIGHTS	4
▣ DEC SPONSORS	6&7
▣ UPCOMING EVENTS	8
▣ WELCOME NEW SPONSORS	8

BELOW: Marcie Brogan, Brogan and Partners and Ron Gettelfinger, International Union, UAW, September 6, 2007



ABOVE: Charlie Sanders and Dave Bing, The Bing Group, August 24, 2007

BELOW: Raman Roy, Quattro BPO Solutions (pty) Ltd. and students from University of Michigan – Flint, September 12, 2007



ABOVE: Steve Miller, Delphi Corporation, with Eldridge Ryans, Brand Intel, and Martin David, Paul-Lawrence Associates. September 12, 2007



DEC | "SCENE" AT THE CLUB



DEC | THEY SAID IT AT | THE DEC

THE HONORABLE JOHN W. SNOW CHAIRMAN CERBERUS CAPITAL MANAGEMENT, L.P.

"The great advantage we convey to the companies that become part of Cerberus is freedom."

—JULY 11, 2007



The DEC was pleased to host the Honorable John Snow, chairman, Cerberus Capital Management, L.C. Cerberus, a leading private investment firm that made headlines when it announced its agreement to acquire Chrysler. "A firm like Cerberus buys a company, fixes a company, and holds a company," said Snow. "We

never buy a company with an exit strategy. People say, 'how can you do it? How can you fix companies?' Well, the answer is that's what we do... That's the special expertise that companies like Cerberus, private equity companies, bring. And our great advantage, and the great advantage we therefore convey to the companies that become part of Cerberus, is freedom... It's freedom for management to pursue their long-term plans, outside the glare of public markets; outside of the requirements for quarterly earnings; outside of the glare of the analyst reports where if you miss the analyst estimates by a penny, your stock can tank." ❏

ROD MARINELLI HEAD COACH DETROIT LIONS

"Our expectations are high, and they should be."

—AUGUST 24, 2007



The DEC hosted the 11th Annual Detroit Lions Kickoff Luncheon welcoming the entire Lions' team. The meeting included the presentation of awards from the 2006 season. The team's head coach, Rod Marinelli, addressed the crowd about his hopes for the Lions this year. "I think our expectations are high, okay, and

they should be, and I'm going to tell you why... One, we're a very, very talented football team that really works... But I think the key as this thing comes down is not so much our talent, but us as a staff finding the best 53 men that help us perform our best team - to get our best football team."

A special presentation was made during the luncheon to former Detroit Lion great Charlie Sanders, who was recently inducted into the Football Hall of Fame. "This journey as I said before has been just great. The Hall of Fame. It's an elite class, I understand that. I've sat with them. I've felt the goose bumps. I've felt that I wasn't worthy. This is something that someone said, 'You deserve to be in this fraternity.' And in spite of the Hall of the Fame and all the glory that goes along with it, I know that they can't kick me out of it. I'm there for life." ❏

RON GETTELFINGER PRESIDENT INTERNATIONAL UNION, UAW

"We believe healthcare should be a right and not a privilege."

—SEPTEMBER 6, 2007



UAW President Ron Gettelfinger took time out from negotiations with Detroit's three automakers to address the DEC. Gettelfinger talked about the opportunities and challenges facing American workers, including the squeeze on the middle class, job safety and the need for policies that support America's manufacturing industries. He stressed the importance of having a national healthcare program. "Every one of our major trading partners has a national healthcare system, which delivers quality care at affordable prices. We don't, and we cannot afford to wait. Our union has supported a single payer, universal, comprehensive national healthcare program that covers every person, because we believe healthcare should be a right and not a privilege for those who can afford it." ❏

THEY SAID IT AT THE DEC CONTINUED ON PAGE 5

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DEC | STUDENT | HIGHLIGHTS



ABOVE: University of Michigan – Flint students, sponsored by Quattro Legal Solutions, with Raman Roy, Quattro BPO Solutions (pty) Ltd. and Kenneth G. Myers, Consulting Resource Associates (CRA). September 12, 2007



ABOVE: Richmond High School students, sponsored by Watson Wyatt, with Ron Gettelfinger, International Union, UAW and the Honorable Robert Ficano, Wayne County Executive. September 6, 2007



ABOVE: University of Toledo Students, sponsored by Watson Wyatt, meet the Honorable John W. Snow, Cerberus Capital Management L.C.. July 11, 2007.

THANK YOU TO OUR STUDENT SPONSORS

THANKS TO THE GENEROSITY OF THESE SPONSORS, APPROXIMATELY 120 HIGH SCHOOL AND COLLEGE STUDENTS ATTENDED DEC MEETINGS SINCE JULY 2007. THANK YOU FOR YOUR CONTINUED SUPPORT!

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RAMAN ROY
CHAIRMAN & CEO
QUATRRO BPO SOLUTIONS (pty) LTD.

“Geography is history, because distances don’t matter anymore.”

—SEPTEMBER 12, 2007



Raman Roy addressed the DEC and focused on the increased cost pressures that force companies to find new solutions to address business problems. He demonstrated how companies, large and small, have leveraged global intellectual capital to make their businesses more competitive. “The world has

shrunk, technology has shrunk the world, distances don’t matter anymore. The term I use is geography is history, because distances don’t matter anymore. And these elements put together create an opportunity which combined together creates an uncontested market space because it something that is new, it is something that did not exist yesterday, it is something that has to be learned.” While Quattro is headquartered in India, Raman Roy stressed that business process outsourcing is growing at a rapid pace throughout the world. “In the world of tomorrow the way I see it is shared services will get relocated to other low cost locations to support manufacturing out of China and therefore the potential of what will be done today is the ability to outsource, to pick up capabilities that are required to enhance what the customer and consumer is looking for in a cost effective manner.”

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DEC Members...

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■ **ELECTRONIC COMMUNICATIONS**
 (make sure to open your e-mails!):

MEETING ANNOUNCEMENTS

Upcoming DEC meeting announcements will be primarily sent to your email account. Postcard announcements will continue to be mailed through the end of the calendar year.

ELECTRONIC NEWSLETTER

This successfully combines Connections with the E-Newsmaker Report. You will receive a hard copy of Connections through the end of the year as we make the transition.

■ **PLANNING AHEAD...**

A ‘Save the Date’ postcard will be mailed and emailed to you every six weeks. You will now have advance notice on all upcoming speakers.



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Upcoming Meetings

Tuesday, October 30, 2007

Clarence P. Cazalot, Jr.
President & CEO, Marathon Oil Corporation

Wednesday, November 7, 2007

Jon Luther
Chairman & CEO, Dunkin' Brands, Inc.

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DEC meetings, please visit our website at
www.econclub.org

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