



THE LOGISTICS & SUPPLY CHAIN FORUM

At The Ritz-Carlton Dove Mountain, Tucson, Arizona
October 29-31, 2017

The Logistics & Supply Chain Forum, October 29-31, 2017 Conference Program**

As of October 4, 2017
(**Program Subject to Change)

KEYNOTE PRESENTATION

Leveraging the Links in Your Supply Chain

Major General Vincent "Vinny" Boles

SEMINARS & CASE STUDIES (Additional sessions to be announced)

Case Study: REI's Platinum LEED-Certified Distribution Center

Rick Bingle, VP Supply Chain, REI

From Home-station to Hell: Learn How the US Army Equips and Ships World Class Medical Care to a Combat Zone

Major Stephen L. Spulick, Chief, Fielding Division, U.S. Army Medical Materiel Agency

Impacts of 'The Amazon Effect' on Supply Chain Service Providers: Potential Consolidation and Opportunities

Craig Decker, Head of Investment Banking, Wolfe Capital Markets & Advisory

Adopting On-Demand Manufacturing Models to Drive Supply Chain Efficiencies, Minimize Risks and Reduce Costs

Rob Bodor, VP & GM of the Americas, Proto Labs

Supply Chain Management: Fungible Ideas and Approaches from Different Industry Verticals

Lalit Panda, Chief Operations Officer & Chief Digital Officer, OrthoSensor

Setting Up a Successful Supply Chain Strategy

Pracash Thiyagarajaa, Former Head of Supply Chain Strategy & Vice President of Mass Channel Operations and Global Sourcing, Carters

Demystifying Blockchain in Supply Chain, Logistics & Aviation Industry

Ramesh Sivasubramanian, Head of Innovation Labs, Ramco

Best Practices of Elite Shippers...and Some Surprising Truths About Them

Jack Oney, Former Group Manager, Global Logistics Purchases, P&G

Millennials in the Workforce

Robert J. Dupuis, Vice President, Engineering and Business Development, Busby Metals



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KEYNOTE PRESENTATION

Leveraging the Links in Your Supply Chain

Major General Vincent "Vinny" Boles

Bringing his 40 years of military, business expertise and presentations to groups around the globe ranging from 40 to 4,000; Major General Vincent "Vinny" Boles provides a lens to view your (and your teams) leadership practices, processes and actions along with a structure to ensure they are consciously and proactively providing the maximum value added to any organization's most precious resource, it's human capital.

Drawing on his 33 years as a career Soldier and logistician at every level, Major General Boles will walk through the links in the world's largest and most complex supply chain from the port to the Pentagon and highlight 4 critical issues that will snag/kink your supply chain:

- Standards you use
- Systems you put in place to attain those standard.
- Who is in charge of your standards, your systems? ...the critical intersecting points
- Metrics: Leading, Lagging...what and how you measure

Providing real world examples of what worked, what didn't work and why, Major General Boles will lay out a real-world depiction of a supply chain in motion. You and your team will have "news you can use" to better optimize your supply chain, whether across town or around the globe.



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SEMINARS & CASE STUDIES

Impacts of 'The Amazon Effect' on Supply Chain Service Providers: Potential Consolidation and Opportunities

Craig Decker, Head of Investment Banking, Wolfe Capital Markets & Advisory

Over the coming year the logistics industry can expect an increase in consolidation among service providers due, in large part, to competitive pressures resulting from Amazon's impact on the supply chain. But with challenges come potential advantages. Will changing distribution patterns influence the type and quantity of equipment required to fulfill your customer's needs? How will this consolidation impact stakeholders across the supply chain?



Craig Decker is Managing Director and Head of Investment Banking at Wolfe Capital Markets and Advisory with over 20 years of experience providing advisory services to clients in the transportation and logistics industry.

Craig's focus on the transportation sector began at Credit Suisse as a member of the M&A Group, then ultimately becoming a coverage officer in the Transportation & Logistics Group. Subsequent to Credit Suisse, Craig was a founding principal of Legacy Partners Group, a privately held investment bank focusing on M&A advisory. In 2005 Craig joined

Morgan Keegan & Co. and was co-head of the Transportation and Logistics Investment Banking Group prior to joining Wolfe in 2012.

Craig joined Wolfe Capital Markets and Advisory in 2012 with the mandate of developing an investment banking group dedicated to strategic and financial advisory. Since 2012 Craig has completed over 25 transactions and has successfully grown revenues. Craig has built a team of dedicated, industry focused bankers based in New York.

In his 20 year career, Craig has advised a wide range of clients from large cap companies to privately held family businesses spanning the freight transportation & logistics and energy logistics sectors. Representative clients include Con-way Inc., CSX Corporation, Knight Transportation, Deutsche Post, APL Logistics, and Walter Industries among others.

In addition to his work in investment banking, Craig has served on the boards of various charitable organizations, and was invited to serve as a member of The Energy Policy Advisory Group for the 2012 Romney for President Campaign.

Craig graduated from Villanova University with a BSA in accounting, and received an MBA from New York University's Leonard N. Stern School of Business.



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From Home-station to Hell: Learn How the US Army Equips and Ships World Class Medical Care to a Combat Zone

Major Stephen L. Spulick, Chief, Fielding Division, U.S. Army Medical Materiel Agency

The US Army stands ready to promote the nation's interests as the largest of three military branches and is the major force for ground offensive and defensive operations. Healthcare logistics and supply chain operations are key enablers of force readiness. This session will provide insights into how the most powerful land force conducts acquisition, maintenance, and materiel distribution prior to hostilities. Additionally we will discuss how the Army plans for and ships a complete 248 bed Combat Support Hospital to any location on earth for employment to support operations or contingencies.



Major Spulick is currently on Active Duty in the US Army's Medical Service Corps where he has worked in the field of Medical Logistics for 12 years. During his 25 years of service he has also worked in the Intelligence Branch as a linguist and the Field Artillery Branch as a Multiple Launch Rocket System Platoon Leader. His logistics experience includes two Iraq deployments and three years in command of a Medical Logistics Company. One deployment was as a liaison to the Coalition's main ground transportation Corps Support Command and more recently as the Company

Commander of a Medical Logistics unit that managed a Medical Supply Warehouse in Iraq, servicing hundreds of customers throughout Iraq from three locations. Currently he works for the Army Life Cycle Management Command for Medical Materiel at Ft. Detrick in the Plans, Policy, Analysis and Execution Directorate and has served as the Chief of Materiel Fielding and the Commander of the Medical Logistics Support Team.



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Adopting On-Demand Manufacturing Models to Drive Supply Chain Efficiencies, Minimize Risks and Reduce Costs

Rob Bodor, VP & GM of the Americas, Proto Labs

Creating a digital supply chain, one that's more resilient and responsive to risks and opportunities, is essential. With product life cycles getting shorter and industry trends driving mass customization of products, on-demand manufacturing represents an evolution in procurement and supply chain management thought. A digitally connected process—from design through manufacturing and quality assurance—can offer significant benefits.

Join us to learn how integrating on-demand manufacturing into your product development cycle can lead your company to greater topline growth and bottom line profitability.



Robert Bodor is currently Vice President and General Manager, Americas, at Proto Labs, a leading online and technology-enabled quick-turn manufacturer of custom parts for prototyping and low-volume production. Bodor has also held roles as Chief Technology Officer and Director of Business Development during his time at Proto Labs. Bodor held leadership roles at Honeywell and McKinsey & Company as well, and has been on the executive team of two early-stage software companies in the Twin Cities. Bodor holds B.S., M.S. and Ph.D. degrees in Engineering and Computer Science.



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Case Study: REI's Platinum LEED-Certified Distribution Center

Rick Bingle, VP Supply Chain, Recreational Equipment, Inc. (REI)

When REI made the choice to build the most sustainable distribution center in the world, they also committed to sharing how it was done. The integrated design approach reflected how business is done differently at REI and stretched the imagination of what was possible. Whether challenging the energy modelling of MHE to scale the solar system to deliver Net 0 energy or challenging what employee comfort means in a desert environment, REI conserving millions of gallons of water, REI and their partners overcame these obstacles and achieved the design goals. REI's vision for their new facility in Arizona extended beyond sustainability and asked "What if technology could enable picking and order assembly in one-touch?" REI's partners were energized by the challenge and pursued the solution. REI is committed to open sourcing of the facility design and will share how a vision became reality.



As vice president of Supply Chain, Rick Bingle is responsible for REI's Supply Chain Division comprising of Distribution, Logistics including Trade and Compliance, Sales and Customer Support, Vendor Operations, Network Strategy and Omni channel fulfillment.

Prior to becoming vice president of Supply Chain, Rick was REI's director of Global Supply Chain, was senior manager of Global Supply Chain at Microsoft and spent 11 years at Office Depot in distribution-related management.

Rick serves as a board of advisors for the University of Washington's Master's Degree Program in Supply Chain Transportation and Logistics (SCTL). The Advisory Board members help review content, guide course design and provide updates to ensure the program remains current as the field involves.

REI is a \$3 billion national multichannel retail co-op headquartered outside of Seattle. With more than 6 million active members, REI serves the needs of outdoor adventurers through innovative, quality products; inspiring classes and trips; and integrated customer service that allows shoppers to buy great gear and clothing in any way they want. REI has 143 stores in 35 states, as well as REI.com and REI.com/outlet. This year REI will invest \$8 million in local communities to help care for outdoor spaces.



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Supply Chain Management: Fungible Ideas and Approaches from Different Industry Verticals

Lalit Panda, Chief Operations Officer & Chief Digital Officer, OrthoSensor

This session will explore the commonalities and differences among the supply chain challenges across multiple verticals. There are best practices and improvements that can be learned from experiences in various unrelated industries that attendees can consider and evaluate for their specific situations. ERPs and supply chain planning towers follow this approach with some core areas that span industries and specific customizations for individual industries. The speaker – who has experience managing complex multi-echelon global supply chains and the associated information/decision planning systems, across diverse industries both in discrete and process manufacturing - will provide a framework to apply these opportunities and implement continuous improvement.



Lalit Panda is an accomplished senior executive with 27 years of leadership experience in global and Fortune 1000 companies. He managed complex global supply chains in consumer electronics companies, including Sony, and led the Supply Chain and Information Systems at Harman International Consumer Division. Mr. Panda also headed the Global IT functions at D&M Holdings (Denton, Marantz), Arysta Lifescience and Tronox LLC where he held the position of Chief Information Officer.

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Demystifying Blockchain in Supply Chain, Logistics & Aviation Industry

Ramesh Sivasubramanian, Head of Innovation Labs, Ramco

Blockchain is believed to be the next big technological disruption that would impact multiple industries including Supply chain, Logistics & Aviation.

Curious? To know more, attend this session that will focus on:

- Demystifying blockchain technology
- Discuss areas in logistics & aviation where blockchain can add value
- Share preview of blockchain use cases for multiple companies in Supply chain, Logistics & Aviation



Ramesh heads Innovation Labs at Ramco. Labs' focus is on ideating and creating solutions across Supply Chain, Logistics, Aviation Line and Hanger Maintenance that helps in improving productivity and process efficiencies. Leveraging emerging technologies that are in the peak of inflated expectations like Blockchain, Wearables, IoT, Predictive Analytics, Advanced Analytics and 3D Printing; the labs ideate, create MVPs across various business functions that gets tested in smaller markets before the launch in larger markets under Ramesh's leadership.

Ramesh has more than 20 years of experience in IT innovations & leadership spearheading global customer acquisitions & partnerships. He is an avid follower of technological and industry trends and was instrumental in setting up large Innovation and Co-Innovation Labs that delivered SMAC based Solution Accelerators for Pharmaceutical, Aviation and Government sectors with co-founding from Singapore Government.

He has strong passion towards the trending technologies and has worked with Technology companies like Tech Mahindra, HCL and CSC prior to joining Ramco. He holds a Masters degree in Business Administration from State University of New York.



Best Practices of Elite Shippers...and Some Surprising Truths About Them

Jack Oney, Former Group Manager, Global Logistics Purchases, P&G

What are Elite Shippers, like P&G, doing that earn them top recognition by Gartner every year? What do they do differently, or same, as your Company? What core competencies do they grow internally versus source externally? When P&G does source externally, what process do they go through in selecting their logistics partners? How do they innovate? Where are they investing in their supply chain? What are their current challenges? What are they doing each year that makes them one of the best supply chain procurement companies in the U.S.?



Global Commercial Leader for P&G's international logistics, including ocean freight, air freight, freight forwarding and custom brokerage having total spend of \$650M. Additionally, commercial leader for related IT platforms/partners. Led strategy development and execution across a global team of 10 managers in Cincinnati, Singapore, Cairo, Costa Rica and Geneva.

My Procter & Gamble Career - 27 years of Global Leadership and Innovation:

- Digitized and optimized P&G's NA trucking sourcing resulting in strong annual savings of \$50M (9%).
- Digitized and optimized P&G's global ocean sourcing resulting in astounding annual savings of \$21M (11%) in 2015, \$18M (9%) in 2014, \$23M (11%) in 2013.
- Digitized and revolutionized P&G's NA Trucking sourcing platform enabling greater visibility and strategic sourcing of significant trucking spend (NA: \$700M; Global: \$3B).
- Uncovered \$45M (20% of total freight costs) in detention and demurrage costs that were inappropriately forecasted in annual budgets; Recovered \$9M in one-time refunds. Reduced ongoing to only \$7M annually.
- Led global project for transforming P&G's freight forwarding business. Negotiated a harmonized SOW and KPI's across P&G's top 3 global partners. Challenged partners to deliver unprecedented E2E shipment visibility.
- Led executive-relationship interventions with GT Nexus to develop new IT benchmarking and analytics capabilities that were critical in executing P&G's industry-leading strategies (e.g., transit time validations).
- Led corporate strategy sessions for all Business Unit VP's and P&G's Chief Supply Officer which harmonized P&G's executive portfolio review process and strategy setting.



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Millennials in the Workforce

Robert J. Dupuis, Vice President, Engineering and Business Development, Busby Metals

Robert explores the controversial subject of the new workforce generation and the misunderstandings that create conflicts in the workplace. His view as a Baby Boomer Generational parent of three Millennials along with working side by side with Gen X's and Gen Y's give a fresh reflection on the issues at hand. This presentation is based on a great deal of research by leading experts who have taken a long view of governmental and social statistical data while pulling together people for a better understanding of where we are heading as a working society.



Having grand practical engineering experience in the past 40 years in fields such as Aerospace, Marine-Defense, Plastic Mold Tooling, Class A Machining, Tool and Die, Structural, Mechanical design and Electro-Mechanical design, Robert Dupuis has produced a solid proven track record in every industry he has pursued. Mr. Dupuis was elevated to Vice President in 2011 at Busby Metals, Inc., taking a single location \$30 Million corporation to a Global Leader in the Aerospace Gear industry to 7 Locations on 3 continents while growing the gross revenue 4 fold in 9 years.

Robert has achieved a "Top Performer of the year award From Materion Corp and was selected as the design consultant to the National Highway Safety Administration Council for the dual trailer program. He has collaborated on thousands of designs applications in multiple fields across on 3 continents, opened his own design engineering company, holds 4 patents and has held state and federal welding certificates.

His study of the human intellect and passion for betterment has lead him to successfully establish his charitable carrier as 4 term 7 year elected official on a Regional Vocational School as well as regional Municipal School Committee, a collective 13 years of youth coaching Basketball, Baseball, Football and an ongoing Guitar Teacher. Robert has presented new alloy programs at major OEM's as well as universities across North America. His passion to educate the higher level design entities as well as the first year student propelled him to take the opportunity to speak to his audience not only about the successes and failures of design yet also to the human heart. His drive to achieve a better understanding of the human generational experience has encouraged him to speak to the masses about his personal and educated experiences. Robert is a husband of 35 years and a father of 3 Millennials. Robert's passions include; music, fine arts, speaking French, wine, antique auto restoration and culinary.



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