



Why Shippers are Attending the 3PL Summit and Chief Supply Chain Officer Forum

Senior supply chain and logistics executives from leading retailers and manufacturers form 50% of audience of the **3PL Summit and Chief Supply Chain Officer Forum (June 16-18 in Chicago)**. As manufacturing and retailing evolve, understanding the needs, challenges and solutions shippers are looking to tackle are central to all involved in the supply chain. To better understand the shippers involved in the event, we asked them what they're looking to achieve at the 13th 3PL Summit and Chief Supply Chain Officer Forum.

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Network with senior 3PL managers, understand how 3PLs operate in the US and if there are take-aways for Australia.
General Manager, Operations - Australia, Williams-Sonoma



True Value operated in a cooperative model. We ship roughly \$2B worth of COGs to our members in the home improvement segment. We serve 4500 stores with 70,000 stocked skus.

I am responsible for our supply chain strategy, inbound and outbound transportation, and distribution centers.

I continually look to add to my contact lists and leave the conference slightly smarter than when I arrived. I also want to start putting True Value supply chain expertise on the map across the industry.
Vice President Supply Chain, True Value Company

WILLIAMS-SONOMA

Williams-Sonoma, Inc are a global omni-channel retailer of specialty products for the home with over 600 retail stores and annual revenue approaching \$5b USD. My role is responsible for developing the supply chain infrastructure in Australia to support fast bricks and mortar retail growth as well as e-commerce fulfillment operations across four separate brands including Williams-Sonoma, Pottery Barn, Pottery Barn Kids and West Elm. I am also responsible for designing and implementing a national distribution model to service our retail stores, 2 man in-home delivery services and parcel service across Australia as well as leading the supply chain and DC operations into APAC regions and beyond.

I want to network with others and to learn more Supply Chain practices. I want to learn more about Sales and Operations Planning.
Director of Sales and Operations Planning, Nelsen Steel Company



Director of Sales and Operations Planning.
Soon to be moving into Director of Purchasing



Valspar Corp. is a liquid chemical producer, best known for our line of consumer paint products. My role as a Transportation Manager is to coordinate the freight network to provide outstanding customer service with an emphasis on safety and cost control.

This will be my first year attending and am looking forward to meeting peers in the industry. I'm most excited to learn about new strategies shippers are employing to control costs / better efficiencies in a market where driver shortage is driving up rates.
Transportation Manager, Valspar Corporation



Have never attended before. I like the list of speakers.
SVP Supply Chain, Office Depot

Office DEPOT® OfficeMax®

Lead the NA supply chain including Inventory Mgmt, Procurement, Distribution, Transportation, Order Mgmt and Optimization. Currently in the execution phase of integrating the legacy Office Depot and OfficeMax supply chains.

It is extremely beneficial to confer with fellow Supply Chain professionals and pick up ideas. I always look forward to educational sessions because of the useful bits of wisdom and practiced approaches that are present.

Senior Director Supply Chain, Sagent Pharmaceuticals

SAGENT Pharmaceuticals

Sagent Pharma is a young company on a terrific trajectory. I lead the efforts of managing our Global Supply Chain. The Supply Chain includes transportation, Cold Chain, warehousing, demand planning, order fulfillment, etc.. We source our product from CMOs in Asia, Europe, and South America. The product is sold in the USA and internationally. We work collaboratively with all of our Supply Chain partners. This includes our key 3PL partner, DLSS. They provide all of our warehousing and logistics services.



I manage the global Logistics activities for Littelfuse, the world leader in circuit protection offering Automotive Fuses, Automotive Circuit Protection, Fuses, Electrical Fuses, Thyristors and more.

I would like to get an update on the logistics industry and any new systems/tools developed to help improve the logistics efficiency and the effectiveness of my company.
Senior Global Logistics Manager, Littelfuse Inc.

Attended last year, was a great event for networking. Last year I focused more on the TMS aspect of the 3PL summit since we were interested in bringing in new technology to our supply chain. This year I'm interested in hearing other Supply Chain executives' strategies in the ever changing market and to speak with some 3PLs regarding contracting lanes.

Logistics Manager, Best Food Service



Best Food Service is an Asian food wholesaler with over 30 locations nationwide in every major city. Our business is mostly geared towards restaurants and small grocery. My responsibilities include managing day to day operation of domestic load tracking, and booking. Along with inventory management at all distribution centers. Also managing day to day import containers from around the globe. And formulating medium and long term supply chain strategies. I also manage our private fleet of trucks and drivers. And examine ways of cost savings across the entire supply chain.



I am the Chief Operating Officer of BuildDirect, an e-commerce pioneer based in Vancouver, Canada that specializes in the online distribution of building products and home materials. Previously, having built upon a strong early foundation with Eastman Kodak and A.C. Nielsen, I advanced into executive positions with a series of consumer and medical device companies that includes GF Health Products, Inviro Medical, Medline, and SSL International.



Worked for Wahl for the last 4 years in logistics and supply chain. Wahl Clipper is a global leader in hair cutting and grooming products. We distribute to more than 165 countries and have 7 production facilities on 4 continents.

There are many supply chain conferences to choose from but like others you only have so much time to invest in trade shows and conferences and must choose the ones that best suit your needs. The best conferences are large enough to support educational presentations and workshops on relevant topics but personal enough to facilitate networking among attendees. I consider the CSCO forum and 3PL summit to be one of the premier supply chain industry conferences available to invest your time.
COO, BuildDirect

I attended before and got some great information from the presenters on business trends and experiences. I also found some of the booths to be informative on what services are developing to help companies expand and /or innovate their business.
Vice President - Global Supply Chain Management, Wahl Clipper

I am hoping to introduce people to new and emerging technologies and education programs that are transforming the supply chain. Having chaired and presented at the CSCO Forum for several years, it has been my experience that the attendees, speakers, and content shared are among the highest quality in the industry. EFT produces the most professional and well executed conferences around the world. I have made lifetime professional relationships and attendance has become a professional imperative for me.
President, Gold & Domas Research



I am an independent consultant/analyst and author on trends and issues across supply chain management. Currently, I serve as President & CEO of Gold & Domas Research. My book Supply Chain Transformation: Practical Roadmap for Best Practice Results (Wiley, 2012) has received praise by practitioners, academics, and non-supply chain executives as a great read on business transformation. I worked for several corporations, start-ups and mid-size technology and consulting firms in marketing and supply chain executive roles.



I have responsibility for goods & services purchasing for 6 sites and strategically for 1 additional site. Also responsible for packaging at 30+ sites in NA and selected other raw materials. Department formed in 2010-2011 to centralize the purchasing functions, which would/will enable Arkema Inc to leverage opportunities across multiple sites, regions, & nationally. What I enjoy most about my role is that our Group is still so young that we are still touching new things all the time and there is always a refreshing opportunity to learn new things.

As mentioned above, I enjoy learning new things, and although I am not directly involved with freight in this role or my last role at Ferro, I want to keep abreast of improvements in logistics, warehousing, etc.
Regional Purchasing Manager, Arkema Inc.

The volume of items sourced to direct ship vendors at Office Depot has increased over 20% for 2 years in a row and the growth is expected to continue. I would like to meet with other companies who have a high percentage of direct ship orders and compare processes in order to improve the service to our customers.
Director, Supply Chain Order Management, Office Depot



I am the Director of Third Party Operations, in Supply Chain. My team is responsible for managing all orders sourced to direct ship vendors. This involves approving the legal agreement from a Supply Chain perspective and tracking/monitoring direct ship vendor performance.

To gain an end to end view of supply chain / logistics; looking for value add services, technologies from credible providers.
COO, DHI Corp.



Chief Operating Officer. Lead strategies related to Sourcing, Purchasing, Logistics, Warehousing, Demand/Inventory Management and Supplier Quality. DHI Corp - Manufacturer of decorative products.



Toyota Motor Sales, USA, Inc. is a sales and marketing arm of Toyota in North America. In addition to sales and marketing, it is responsible for distribution and supply chain management of vehicles, parts and accessories.

I am attending because this event was recommended by my management, and I am looking to learn more about 3PLs.
National Manager, Strategic Planning, Operations Improvement, Toyota Motor Sales, USA, Inc.

My areas of responsibilities are strategic planning, export planning, associate development, continuous improvement and environment, health and safety for parts and accessory supply chain.



Red Bull®

Responsible for domestic logistics operations (warehousing & transportation), import compliance, event logistics

Mainly interested in keeping a pulse on the industry and keeping an eye out for fresh ideas to bring back to the organization.
Director of Logistics, Red Bull North America



I have responsibility for the \$1.2B supply chain to provide our customers devices and accessories. We distribute our products through company owned stores, agent dealers, national retailers and direct sales over the phone and web. I lead the planning, sourcing, kitting and remanufacturing, distribution, and returns.

I have attended in the past, and enjoyed the conversations and learning.
Sr. Director of Device Supply Chain, US Cellular



Triumph International is a multinational family-owned underwear and lingerie manufacturer, one of the largest producers of bras and underwear, particularly in Japan and Germany. The company has started an expansion in North America.

I am an operations executive with more than twenty years' hands-on management experience, working in different large scale companies & different industries like: Apparel & Fashion, Electronics, Pharmaceutical, Chemicals, Retail, Food industry & Consumer Goods, being responsible for operations in Canada, USA and Mexico.

I want to learn more about reliable 3PL companies in US with expertise in apparel.
Head of Supply Chain, Triumph International

To see what is out in the market. I have attended before, and found it to be a good venue.
VP - Int'l logistics & Customs Compliance, Claire's Stores



Responsible for transportation (import, export, air, sea, small package, LTL,), consolidation, PO mgmt., PO visibility, vendor mgmt., Vendor policies, freight payment audit, Customs compliance, landed cost.

Our company has a single distribution center and showroom in Toledo, OH. I'd like to understand how other companies have approached expansion through retail centers or distribution centers and the organizational structure that others have found to be most successful during this growth. I'd like to talk to hear about measuring performance of key suppliers and learn how others might be moving these conversations forward with suppliers as we continue to look for ways to improve value to our customers. I've been very interested in and looking forward to hearing

Walgreens' SVP speak.

**VP of Operations, Burkett
Restaurant Equipment**



As the VP of Operations and a member of the Executive Committee, I'm responsible for contributing to the development of business strategy, defining the delivery model and leading the Delivery Operation and Supply Chain Management teams.

Much of my time is spent in the development and implementation of business policies and the development of performance or financial measures and controls. I've been focused specifically on improving customer experience, team productivity and product quality. I also spend significant time developing middle managers to prepare for reliability and scalability during our continued growth.

I want to understand supply chain activities' influence on customer experience. Changes within 4 walls, transportation and third parties' impact on OTD and the customer's perception of company performance. It's my first time attending so I'm looking forward to garnering a few key learnings from others on how to improve the customer experience as the company is working through a merger/consolidation.

**Vice President Order Management,
Office Depot, Inc.**

Office DEPOT[®]
OfficeMax[®]

Office Depot, Inc. is a global supplier of office products and services, with annual sales of approximately \$16 billion. Formed by the merger of Office Depot and OfficeMax, Office Depot, Inc. is a leading global provider of products, services, and solutions for every workplace. I have Order Management responsibility for all company orders, systems, infrastructure and processes and consolidating two legacy companies - OfficeMax and Office Depot onto a single order fulfillment platform.

Conclusion

All of these executives are joining this year's **3PL Summit and Chief Supply Chain Officer Forum, June 16-18, Chicago**. They'll be joining hundreds more shippers alongside their C-level logistics operator counterparts. All told, the 3PL Summit and CSCO Forum is the single biggest gathering of top decision-makers in supply chain and logistics. Would you like to find out more? www.CSCOForum.com

Complimentary shipper passes are available to apply for by supply chain executives working at manufacturers and retailers. To fill out your application, visit www.CSCOForum.com/register

These Supply Chain Speakers Will Guide you Through the Next Generation of SCM:

- Don Hnatyshin, SVP Chief Procurement Officer, **Jabil**
- Reuben Slone, SVP Supply Chain, **Walgreens**
- Viju Menon, SVP Supply Chain, **Verizon**
- Sheila Taylor, VP Logistics, **Sam's Club**
- Larry Hartley, SVP Supply Chain, **Office Depot**
- Scott Spata, VP Direct Fulfillment, **Home Depot**
- Kehat Shahar, VP of Supply Chain Planning, **SanDisk Corporation**
- Kevin X. Jones, VP Inbound Transportation, **Walmart**
- Gautam Grover, VP, Logistics Services, **US Foods**
- Neil Swartz, VP and GM Parts Operations, **Toyota North America**
- Jim Tompkins, CEO, **Tompkins International**
- David Wilkins, VP of Contracts and Supply Chain, **Raytheon Company**
- Jim Hourigan, COO, **BuildDirect**
- Kurt Doelling, VP SC, **Oracle**

These Leading 3PL Speakers will Share Insight on the Future of Logistics:

- John Costanzo, President, **Purolator**
- Chris Taylor, GM Chicago, **Uber**
- Brad Jacobs, CEO, **XPO**
- Hervé Montjotin, CEO, **Norbert Dentressangle**
- John Hextall, President North America, **Kuehne + Nagel**
- Scott Temple, President Contract Logistics, **Norbert Dentressangle**
- James Welch, CEO, **YRCW**
- Jose Ubeda, SVP, **Expeditors**
- Tom Sanderson, CEO, **Transplace**
- Doug Waggoner, CEO, **Echo Global Logistics**
- John Carr, CEO, **MiQ**
- Egil Moller Nielsen, SVP, eCommerce, **SmartCentres**
- Scott McWilliams, Executive Chairman, **OHL**
- Chris O'Brien, CCO, **C.H. Robinson**