



Foundation for  Strategic Sourcing
MONTREAL  **JULY 28-29, 2008**
 SUMMER CONFERENCE
"The Momentum is Building."

DAY ONE – Monday, July 28

(Conference Participants Arrive and Register)

- 12:00 Lunch available**
- 1:30 Introductions**
- 1:40 Welcome**
- 1:50 Opening Remarks**

Lisa Shambro, Executive Director
McGill University
Rob Swift, Chair

Meeting Location:

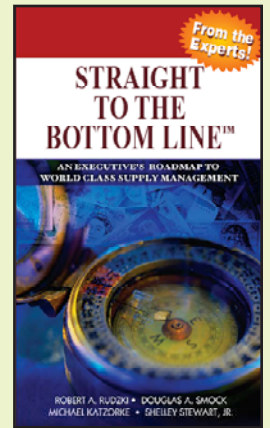
McGILL UNIVERSITY
TROTTER BUILDING
3630 UNIVERSITY ST.
ROOM 1100



2:00 Featured Speaker

Shelley Stewart, Jr., CPO Tyco and author, "Straight to the Bottom Line"

During the past 20 years, the procurement and supply chain profession has radically evolved. Once a tactical and back-office function, it is now a strategic business opportunity that can be fundamental to the success of any organization. A few leading companies have achieved an enormous competitive advantage and outstanding bottom-line performance by incorporating a procurement and supply chain strategy into their core corporate strategy. Why haven't more companies seized this same opportunity? The reason is very simple: a lack of understanding at the senior executive level. Virtually all books on procurement and supply chain have been written for the day-to-day practitioner. Now, there is a book to explain this opportunity to all corporate executives and also illustrate the leadership role the senior executive needs to play. **Straight to the Bottom Line®** will enable senior corporate executives to turn the enormous top-line and bottom-line potential of supply chain and procurement into reality.



3:00 Break and Book Signing

3:30 Global Supply Chain Trends

Rick Hoole, Partner, PRTM

The survey is designed to provide critical insight into how industry leaders are globalizing their supply chain operations to achieve competitive advantage in today's challenging business environment, with focus on CPG. The survey provides answers related to areas of critical concern, including the following:

- Designing the future configuration of supply chain networks, in the face of increased globalization and outsourcing.
- Maintaining product quality and safety while managing numerous internal and external channel partners across the globe.
- Setting new priorities on the COO agenda to ensure supply chain flexibility and to shape the requirements for high performance supply chains.



4:30 QAI Team Report

HBC Team Leaders: Jack Horvath, P&G; Eddie Mendivil, Neways
 Food - Audit Harmonization Initiative: Mark Overland, Cargill





DAY ONE – Monday, July 28 (continued)

5:30 Day concludes

Cocktails/Dinner

*Restaurant du Vieux Port Steakhouse
Old Montreal
39 rue Saint-Paul Est*

(Buses depart the Omni Hotel at 6:15 and 6:45)



> Charming Old Montreal.
For more info, check:
www.old.montreal.qc.ca

DAY TWO – Tuesday, July 29

7:15 Breakfast provided at McGill

8:00 Scorecard Harmonization Team Report

Team Leader: Brendan Holden, Phoenix Brands

Recommended standard approach to supplier scorecards will be presented, including definitions and measures. Feedback will be solicited with the intent of establishing a consistent approach to the most common and critical industry measures.

8:45 Membership Development Report

Team Leader: Tim Hickey, RytWay

9:00 F4SS Business Update

Lisa Shambro, Exec. Director, F4SS

- Accomplishments to date
- Introduction to Supplier Capabilities Directory
- Chartering – CapEx Team

9:30 CSOP – No Touch Replenishment Team Report

Team Leaders: Dave Hempson, Marietta; Dave Shinn, Unilever

Discussion will review the most recent pilot results, as well as the introduction of the CSOP Process Handbook and implementation plans. Presentation will also include details of the team's vision of No Touch Replenishment.

10:15 Break

10:30 Roadmap to Successful Partnerships

Professors Saibal Ray and Vince Thomson

Approaches to achieving partnership objectives relative to different levels of cooperation/collaboration will be outlined including the effects of information asymmetry, information coordination, integrated operations, incentive asymmetry, contractual coordination and global partnerships.





DAY TWO – Tuesday, July 29 (continued)

11:15 Building Trust and Collaboration Team Report

Team Leader: James Grissom, Crescent

Presentation will include summary of work completed since the February Conference including relationship drivers, code of conduct, F4SS research (with MSU), and a governance model. In addition, details of TACK (Trust and Collaboration Kit) will be shared. Next steps will be discussed.



12:00 Lunch

1:00 F4SS Value Creation

Breakout discussions will address how we can leverage collaboration to create standards which improve supply chain reliability and reduce supply chain costs for all industry participants.



2:30 CPG Retail Trends - Retail is changing ... should we?

Kelly Boyle – Sr. Dir. of Customer Initiatives, General Mills

The CPG retail landscape has seen sweeping transformation in recent years and the pace of change is escalating. As customer requirements evolve it impacts every aspect of our business as marketers, manufacturers, and suppliers – the entire upstream supply chain. Implications of these developments will be discussed.



3:30 Next Steps/Close

4:00 Adjourn

5:30 CEO Roundtable (by non-transferable invitation)

*Restaurant Le Caveau
 2063 rue Victoria*

ATK leads a discussion on the CPG Contract Manufacturing Industry/Issues and Opportunities:

How do we improve the industry's image, internally, to capitalize on the industry's unrealized potential?

