



SAN DIEGO Winter Conference

Ride the Wave!

MARCH 2-4, 2009 • UNIVERSITY OF SAN DIEGO • SUPPLY CHAIN MANAGEMENT INSTITUTE

Monday, March 2nd

- 3:00 Transportation departs from the Sophia Hotel for New Member/First Time Attendee Orientation
- 3:30 **New Member/First Time Attendee Orientation**
The Prado
- 4:00 Transportation Departs from the Sophia Hotel for Cocktail Reception and Dinner
- 4:30 **Cocktail Reception and Dinner**
The Prado in historic Balboa Park
- 7:30 Return to the Sophia Hotel

Additional Hotel Info:

- No Rental Cars needed – the hotel is a \$12 cab ride from the airport, and all other transportation will be provided.
- For return flight planning purposes, USD is about 15 minutes from the SAN airport.

the sofia hotel

150 West Broadway
San Diego, CA 92101
p: (800) 826-0009
www.thesofiahotel.com



The Prado
1549 El Prado
San Diego, CA 92101
p: (619) 557-9441
www.pradobalboa.com



Tuesday, March 3rd

- 6:30 AM First transportation departs Sophia for USD
- 7:15 Last transportation departs Sophia for USD
- 8:00 INTRODUCTIONS
Lisa Shambro, Executive Director, F4SS
- WELCOME
Simon Croom, Executive Director, Univ. of San Diego
Supply Chain Management Institute
- OPENING REMARKS
Rob Swift, Chair, Procter and Gamble



Picturesque University of San Diego is the main site for our meeting during the conference.



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Tuesday, March 3rd

8:30 KEYNOTE

Rick Hughes, Chief Purchasing Officer for Procter and Gamble

Companies are continually looking to obtain competitive advantage, and deliver value to their customer base. The Procter & Gamble Company's Purpose is to improve the lives of the world's consumers – now and for generations to come. Their products are produced in a series of complex and dynamic supply networks. This session will address a number of areas related to P&G supply management experiences.

- What factors influence P&G's decisions for self-manufacture versus external manufacture?
- What industry or global market trends impact these decisions?
- How does P&G manage risk associated with products made externally or imported from low income countries?
- How has P&G's approach to externally-produced products changed over time?
- What are some other trends impacting end-to-end supply networks for CPG companies?

Rick will address these topics and others from his vantage point as Chief Purchasing Officer of the world's largest consumer products company.

10:00 BREAK

10:15 SHOPPER DRIVEN DEMANDS – A Retailers Perspective

Patti Ryland, Vice President, Strategic Sourcing, Safeway, Inc.

Safeway's goal is to exceed the expectations of its shoppers at the shelf with the primary strategy to achieve this goal: clearly knowing its shoppers and anticipating their demand while closely aligning product flow to this demand. The relationship Safeway has with its supplier community to deliver against this strategy is one of the most collaborative, innovative, and successful in the industry. Through end to end supply chain visibility, sharing of key information, joint action plans and success measures, and a performance orientation focused on constantly improving...together with its suppliers...Safeway and its partners have enjoyed tremendous shareholder value improvements. Patti will share Safeway's unique supplier partnership relationships and operating style that drives innovation and exceptional results.





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Tuesday, March 3rd

11:15 BREAKOUT INTRODUCTION

John Thaler, J & J and **Geoff Campbell**, Power Packaging

Topics include: Assessing Financial Risk in our Industry, and proposed Bylaw amendments.

11:30 BREAKOUTS

12:00 LUNCH

1:00 BREAKOUTS CONTINUE

3:00 BREAK

3:15 BREAKOUT REPORTS

4:00 FOUR GENERATIONS WORKING TOGETHER ACROSS THE SUPPLY CHAIN

Helen Eckmann, Professor

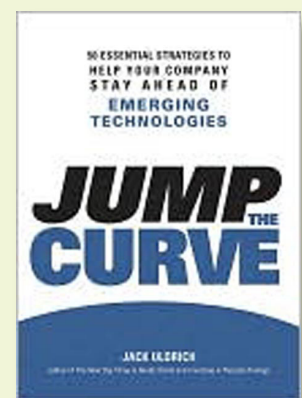
Today's workforce is composed of four generations who, historically, have been better at misunderstanding each other than working together. However, well-organized mentoring programs such as the ones mentioned here can change that.



4:30 FASTER, BETTER, SMALLER: Leading in an Era of Exponential Change

Jack Uldrich, author and futurist

Supply chain management will continue to grow in importance as one of the key differentiators in the future. Noted futurist and best-selling author, Jack Uldrich, will outline how exponential advances in technology will facilitate this trend and discuss how innovative producers and manufacturers can harness this progress to improve margins as well as retain and increase market share. Among the topics Uldrich will discuss include the following: how advances in sensor and wireless technology will facilitate the tracking of products throughout the distribution and delivery process; how the continued growth of computing processing power and social networking tool will enable more accurate modeling; how innovations in the field of data management and software will create new insights from the reams of data which are now being collected; and how advances in nanotechnology will lead to everything from the creation of stronger and lighter materials to "intelligent" packaging.



5:45 Transportation leaves for Cocktail Reception at the University Club



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Wednesday, March 4th

8:00 F4SS BUSINESS

Lisa Shambro, Executive Director, F4SS

Discussion will include the results of the F4SS Cost Savings/Cost Avoidance study.

F4SS Initiative Team Reports

8:30 CSOP TEAM REPORT

Dave Hempson, Marietta

Discussion of the CSOP Process Implementation status and work to date on the No Touch Replenishment Vision and next steps.

9:00 CapEX TEAM REPORT

Joe Coppotelli, Cadbury

Discussion will present various options on how to deal with equipment when entering into a contract with a 3rd party. Various scenarios presented deal with your company buying and installing equipment to the contract manufacturer purchasing and installing. The scenarios will cover how to handle ownership and payment of the equipment, rights to capacity, equipment at termination of contract, and what to be on the lookout for when entering into agreements.

9:30 QAI TEAM REPORT

Eddie Mendivil, Neways

Presentation will outline the history behind the cGMP Harmonization Initiative within the CPG industry which evolved from interests to improve compliance and reduce risk in the supply chain across all categories and geographies. Discussion will include the three Phased approach: Building the Business Case, Technical Work Plan Completion, and Agreement with Implementation. In addition, the detailed Business Case analysis will be shared along with preliminary data collection results illustrating the benefits of harmonization.

10:00 BREAK

10:15 SCORECARD DEVELOPMENT TEAM REPORT

Todd Logan, Hershey

Recommended standardization of key scorecard elements including definitions and measures will be discussed. Feedback will be solicited with the intent of establishing a consistent approach to the most common and critical industry measures.





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Wednesday, March 4th

Team Reports - continued

10:45 BUILDING TRUST & COLLABORATION – (TAC) TEAM REPORT

James Grissom, Crescent

The newly completed draft of TACK – Trust and Collaboration Kit - will be presented and feedback will be solicited on those elements: Governance Structure and Process, Code of Conduct, Customer/Supplier Relationship Health Check, and Key Relationship Drivers/Considerations. All conference attendees will receive a copy of these tools for review. Next steps in TACK development will be discussed.

11:15 SUPPLY AGREEMENTS

Jim Eckmann, J.D.

This program will quickly present the basics of any contract, then move into the more complicated areas of “representations” and “warranties,” and end with the even more complex phenomenon of the “battle of the forms,” which occurs when the buyer and supplier each cling doggedly to their differing Terms and Conditions. Strategies and tactics in each of these instances will be discussed. Advance warning: There is no silver bullet nor a magic wand.

11:45 COMMERCIAL TERMS TEAM REPORT

Tom Youkilis, P&G

Discussion will review contractual terms among several members. We will evaluate both the similarities and differences and determine if there is an opportunity to develop an industry standard agreement. In addition, we will review the various ways to manage capital expenditures.

12:15 CLOSE

Rob Swift, Chair

12:45 ADJOURN

Boxed lunches available. Transportation leaves for the airport.

1:30 TRANSPORTATION LEAVES FOR THE HOTEL

Board of Directors meeting.

4:30 CEO ROUNDTABLE (by non-transferable invitation)

at the University Club

Sean Monahan, ATK

Sean Monahan will lead the follow up discussion to the Montreal roundtable on ways to improve the industry’s image to capitalize on our unrealized potential.

