



2017 RVCF Annual Spring Conference Agenda-At-A-Glance

Agenda is subject to revisions. Last Updated on 5/05/17.

Sunday, May 7, 2017

1:30 pm to 4:30 pm	Washington DC Monument Tour <i>(Buses Depart From Hotel at 1:00 pm & Arrive Back to Hotel at 5:00 pm)</i>
1:00 pm to 5:00 pm	Exhibitor Set-Up - Arlington Foyer
1:00 pm to 5:00 pm	One-on-One Meetings - Grand Ballroom DE
12:30 pm to 6:00 pm	Early Registration - Arlington Foyer
6:00 pm to 7:00 pm	Welcome Reception and Registration -Exhibit Hall



2017 RVCF Annual Spring Conference Agenda-At-A-Glance

Agenda is subject to revisions. Last Updated on 5/05/17.

Monday, May 8, 2017

Arlington Foyer		Exhibitors	
7:30 am to 8:30 am	Breakfast		
7:30 am to 7:30 pm	Exhibit Hall Open		
7:30 am to 5:00 pm	Conference Registration		
	Arlington Salon 5	Arlington Salon 6	
8:30 am to 9:20 am	RETAIL ONLY: Driving Growth & Profitability by Addressing On-Shelf Availability Through Analytics & Collaboration Manikantan Aryapadi	SUPPLIER ONLY: Perfect Order Revisited (Pick, Pack & Ship Best Practices) Joe Tillman	
9:25 am to 10:15 am	RETAIL ONLY: Store Fulfillment: The Top 5 Pitfalls and How to Avoid Them Zach Zalowitz	SUPPLIER ONLY: How to Stop Inaccurate ASNs from Stealing Sales with Out-of-Stocks and Eating Profits with Excessive Safety Stock Kevin Harris & Greg Holder (Compliance Networks)	
10:15 am to 10:30 am	Networking Break - Exhibit Hall		
10:30 am to 11:20 am	RETAIL ONLY: Extended Round Table Discussion and Open Forum Victor Engesser	SUPPLIER ONLY: Extended Open Forum Jessica Butler & Kim Zablocky	
11:25 am to 12:15 pm			
12:15 pm to 1:30 pm	Networking Lunch - Sky View		
1:30 pm to 5:15 pm	One-on-One Meetings - Arlington Salon 3		
	Arlington Salon 5-6	Arlington Salon 2	
1:30 pm to 2:20 pm	Walmart Retail Link Afternoon Training Session: Doing Business with Walmart and Maximizing Your Access to Retail Link Tim Carey	Fill Rate Challenges Survey Teach Out Victor Engesser	
2:25 pm to 3:15 pm		Flow-Casting & the Death of Traditional Retailer/Supplier Collaboration Jeff Harrop	
3:15 pm to 3:30 pm	Networking Break - Exhibit Hall		
3:30 pm to 4:20 pm	Walmart Retail Link Afternoon Training Session CONTINUED: Doing Business with Walmart and Maximizing Your Access to Retail Link Tim Carey	Managing the Deduction Resolution and Payment Process with Amazon Kyle Mercer	
4:25 pm to 5:15 pm		State of Global Ports & What's Happening With Future Plans As The Trump Presidency Plans to Bring Production Back to the US Ron Marotta	
6:00 pm to 7:00 pm	Networking Exhibitor Reception - Exhibit Hall		



2017 RVCF Annual Spring Conference Agenda-At-A-Glance

Agenda is subject to revisions. Last Updated on 5/05/17.

Tuesday, May 9, 2017

		Arlington Foyer		
7:15 am to 8:15 am		Breakfast		
7:15 am to 7:30 pm		Exhibit Hall Open		
7:15 am to 5:00 pm		Conference Registration		
		Arlington Salon 4		Exhibitors
8:15 am to 8:30 am		Welcome and RVCF Update Kim Zablocky		
8:30 am to 9:20 am		How Does the Retailer/Brands Relationship Evolve to Support the Increasing Growth of Omni Channel Business Ken Bonning		
9:20 am to 9:30 am		10 Minute Networking Break - Exhibit Hall		
9:30 am to 10:20 am		Survey Results: How Do Your Merchant Operations Metrics Measure Up? Curt Barry		
10:20 am to 10:30 am		10 Minute Networking Break - Exhibit Hall		
10:30 am to 11:20 am		Economic Outlook for the Second-Half of 2017 Rich Hastings		
11:20 am to 11:30 am		10 Minute Networking Break - Exhibit Hall		
11:30 am to 12:20 pm		Joint Retailer/Supplier Open Forum- Topics: 1) Reducing Shortages, 2) On-Boarding Activities, and 3) Portal Management Victor Engesser		
12:20 pm to 1:30 pm		Networking Lunch - Sky View		
1:30 pm to 5:15 pm		One-on-One Meetings - Arlington Salon 3		
		Arlington Salon 5	Arlington Salon 6	
1:30 pm to 2:20 pm		Walmart: Planning, Forecasting, Allocation, & Hitting a Tight Shipment Window Diane Murphy	Retailer Specific Breakout: Lord & Taylor and Hudson's Bay Gilbert Miller	
2:25 pm to 3:15 pm		Constructing a Freight Agreement Protecting You From Freight Claims & Shortage Issues Gerard Smith	EDI & Logistics Work Flow for Drop-Ship Jeff Eckel (OpenText)	
3:15 pm to 3:30 pm		Networking Break - Exhibit Hall		
3:30 pm to 4:20 pm		Survey Results: Deduction Communication Kim Zablocky	Retailer Specific Breakout: Stage Stores Ken Lettre	Exhibitor Clean up
5:45 pm to 9:15 pm		Networking Cocktail Hour and Dinner Cruise on the Potomac <i>(Buses Depart From Hotel at 5:00 pm & Arrive Back to Hotel at 9:45 pm)</i>		



2017 RVCF Annual Spring Conference Agenda-At-A-Glance

Agenda is subject to revisions. Last Updated on 5/05/17.

Wednesday, May 10, 2017

7:30 am to 8:30 am	Breakfast - Arlington Salon 4	
8:30 am to 11:20 am	One-on-One Meetings - Arlington Salon 3	
	Arlington Salon 5	Arlington Salon 6
8:30 am to 9:20 am	You Can't Fix B2B Data Issues Until You Can See Them Michael Hurley (1EDISource) & Panel	5 Key Elements to Reducing & Controlling Deductions Jessica Butler
9:25 am to 10:15 am	The "Real" Cost of Label Non-Compliance Kyle Beagle (Stratix)	SUPPLIER ONLY: E-Commerce Working Group: Focusing on Amazon Kim Zablocky
10:15 am to 10:30 am	Networking Break - Arlington Foyer	
	Arlington Salon 6	
10:30 am to 11:20 am	SUPPLIER ONLY: Round Table Discussion on Walmart Kim Zablocky	

