



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Sunday, October 14, 2018				
10:30 am to 6:00 pm	Steele Canyon Golf Club, a course designed by Gary Player (shuttle service provided)	RVCF Annual Fall Golf Tournament Sponsored by Compliance Networks	Join us for an afternoon on the course. Pre-registration is required. Meeting time for the buses is 10:30 am. Tee off at 11:30 am. Boxed lunch will be provided.	
9:00 am to 4:30 pm	Americas Cup A	EDI Fundamentals & Best Practices	<p>Pre-Registration is Required. These seminars are the same seminars offered by The EDI Academy across the country. EDI training classes are taught by highly-qualified EDI professionals. All of them have at least 10 years of industry experience.</p> <p>The topics covered include: EDI Fundamentals Training</p> <ul style="list-style-type: none">* History and Origin of EDI* Major EDI Advances* How EDI is applied in different industries* The Business Need for EDI* Introduction to EDI standards* EDI Components Overview* EDI Communications – VANS, Internet EDI, AS2, FTP* Document Tracking and Monitoring Concepts* EDI Software and Hardware Technology Environment <p>EDI Translation and Business Application Training</p> <ul style="list-style-type: none">* EDI Mapping and Translation Scenarios - EDI to Flat File, CSV, XML* Analyzing EDI Implementation Guidelines* Common Mapping Barriers* Business Application Integration* Strategies for Successful EDI Implementation* Deciphering Popular EDI Transactions element-by-element: 997, 850, 855, 860, 870 810, 856, 820 (attendees may request more transaction samples during registration e.g. 210,214,940,944)* Chargeback Management* Retail E-Commerce EDI Transactions 855,860,845 and etc. Best practices of EDI with E-Commerce retailers. <p>Registrations can be made by emailing info@ediacademy.com</p>	Mike Kotoyan, Instructor & Founder at EDI Academy
2:00 pm to 6:00 pm	Exhibit Hall - Harbor A-F	Exhibitor Set-Up	Please check in at conference registration to receive additional set-up information. Exhibitors to be set-up and ready for show by 6:00 pm.	
2:00 pm to 5:00 pm	Seaview	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
3:00 pm to 6:00 pm	Harbor Foyer Registration Desk	Early Registration	Arrive at the Grand Hyatt early? Register early and receive your conference name tag and information before the rush.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
3:45 pm to 4:00 pm	America's Cup B	RFID 101 – What is NFC? What is Passive? What is the difference? What is Right for Me?	Through demonstrations and slides, explore RFID for inventory visibility (UHF passive) and how NFC can enhance the customer experience. Participants can have hands-on trial of readers and scanning tags to experience the ease of use and benefits.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team
4:00 pm to 4:55 pm	America's Cup B	How to turn RFID into ROI – Easy wins to employ RFID into your own supply chain	Numerous Use Cases to gain benefit within an organization’s “4 walls”. Explore easy wins and returns on investment from factory use to DC, within the DC, DC to retail, and within the retail environment. Live Demonstrations will add show first-hand the benefit on guaranteed benefits.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team
5:00 pm to 5:55 pm	America's Cup B	Alphabet of RFID/or Alphabet of Selling – BOPIS, DtC, Omni-channel, E-commerce, B2B, B2C, etc.	Selling to a consumer is the goal, but the methods of reaching that consumer and delivery are changing. What are these options and how can RFID help implement them?	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team
5:30 pm to 6:00 pm	Harbor I	First Time Attendee Orientation	First time at a RVCF Conference? Join us for a brief introduction to what to expect at the conference as well as all things RVCF.	Susan Haupt, Vice President, Operations and Member Services; Victor Engesser, Retail Executive Advisor and Kim Zablocky, Founder and Principal of RVCF
6:30 pm to 7:30 pm	Exhbiit Hall - Harbor A-F	Welcome Reception and Registration	RVCF welcomes all attendees to the Annual Fall Conference! Join us for pre-conference networking in the Exhibit Hall as well as grab your name tag and conference materials before the Monday morning rush.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Monday, October 15, 2018				
7:30 am to 8:30 am	Exhibiit Hall - Harbor A-F	Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 8:30 am	Exhibiit Hall - Harbor A-F	Exhibit Hall Opens	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors	
7:30 am to 8:30 am	Exhibiit Hall - Harbor A-F	Conference Registration	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
7:30 am - 7:30 pm	Exhibit Hall	RVCF and Compliance Clearinghouse Websites Tutorial/Overview	The RVCF Booth will be open Monday and Tuesday of the conference. Stop by anytime for a personalized demo or tutorial of the RVCF and Clearinghouse sites. While you're at it, learn about our services and the benefits of RVCF membership!	RVCF Staff Members
8:30 am to 9:20 am	Harbor I	RETAILER ONLY: Panelist Session: Compliance Analytics – Using Supplier Performance Data Strategically	Greg Holder, CEO and Founder of Compliance Networks, hosts a panel of retailers and vendors who have successfully mined vendor performance data. The panel will share best practices for using analytics to gain strategic value from the wealth of data that results from robust supplier performance programs.	Greg Holder, CEO & Founder, Compliance Networks
8:30 am to 10:15 am am	Harbor G-H	SUPPLIER ONLY: Managing WalMart's OTIF Initiative & New WalMart Vendor Scorecard	<p>Trend Results specializes in supplier training and consulting for Walmart and Sam’s Club suppliers. Our team has over 30 years combined experience working on both sides of the Walmart table.</p> <p>We are excited for the opportunity to spend an afternoon working with the CPG community and sharing our insights with you. During our Retail Link training session, we will be covering topics well-beyond what might be considered standard. Our instructor will dive into advanced topics like:</p> <ul style="list-style-type: none">• Market Basket Analysis – How are Walmart’s customers interacting with your products within the stores? Are they loyal to your brand?• Store of the Community – Identify who is buying your products as well as the potential to open up new markets based on the community demographic information provided by Retail Link.• Historical Trends – Discover how to create simple reports that can easily compare historic performance metrics to each other, helping quantify POS sales.• Corporate POS Forecast – This simple document will help with demand planning, by helping anticipate Walmart’s consumer needs.• Store Within A Store (SWAS) – This simple exception-based interface offers “point-and-click” insight into performance exceptions such as store out of stocks, DC outs, forecast inaccuracies and more.• Supply Chain Reliability and PO Tracking – We will introduce you to Walmart’s Supply Chain Reliability (SCR) program. Included in this session, we will also develop a “PO Tracker” to help identify root-cause for MABD and fill rate compliance issues. <p>For those with Retail Link access, feel free to bring your laptop and follow along with our presentation. We will also provide access to digital documentation of the entire session!</p>	Tim Carey, Trend Results



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9:25 am to 10:15 am	Harbor I	RETAILER ONLY: Business Processes Driving "Buy Online Pick Up In Store"	In this session, we will explore how retailers are managing inventory to support customer purchases made from the company’s website, but picked up in the company’s physical stores. As brick and mortar retailers look for ways to compete with online-only retailers, BOPIS is a great way to leverage existing investments in inventory and the convenience and customer service of physical stores to encourage and maintain customer loyalty. In this session we will walk through the mechanics of a successful BOPIS program and evaluate how a retailer’s existing inventory can be managed to improve productivity through this type of program.	Stephany Goodnight, Retail Executive Advisor at RVCF
10:15 am to 10:30 am	Exhibit Hall	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
10:30 am to 12:15 pm	Harbor I	RETAILER ONLY: Retailer Round Table Extended Session	With plenty of time for in-depth conversation we will start out in a round table format so that you can join the specific topic conversations that you are interested in followed by a general Q&A wrap up period.	Victor Engesser, Retail Executive Advisor at RVCF
10:30 am to 12:15 pm	Harbor G-H	SUPPLIER ONLY: Supplier Open Forum EXTENDED SESSION	Take advantage of one of RVCF's most popular conference sessions! The Open Forum allows supplier participants to openly discuss issues that are directly affecting them.	Jessica Butler, Principal at Attain Consulting Group
12:15 pm to 1:30 pm	Marina Courtyard	Networking Lunch	Join us for lunch and enjoy some quality networking.	
12:45 pm - 1:25 pm - Lunchtime Session	America's Cup B	Compliance made affordable: Only an increase of a few cents can save thousands in charge backs	Retailers are demanding RFID tagging to supply to them. Some are talking seriously about chargebacks if product is not tagged. Find out how simple it is to comply and how it can save you from expensive chargebacks for only a few pennies.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
1:30 pm to 5:15 pm	Seaview	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
1:30 pm to 2:20 pm	Harbor G	Panelist Session: Strategies in Scorecarding	Hear from three retailers about how their scorecard and scorecard program has evolved or changed over the last few years (formatting, views, access, etc.) and about what they feel makes their scorecard user friendly both for merchants and suppliers. Also how their merchants use the scorecard in their supplier meetings and how they analyze data collected by their scorecard to initiate change and collaborate with suppliers.	Jill Barron, VP Supply Chain at The Neiman Marcus Group; Dee Randall, Senior Manager Vendor Management & Compliance at PetSmart, and Jill Martin, Senior Director Vendor Relations at Dick's Sporting Goods. Moderated by: Victor Engesser



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1:30 pm to 2:20 pm	Harbor H	Best Practices for Robotic Processing of Deductions	Businesses are hearing more and more about robotics. Many are figuring out how to use robotics to their benefit, Some have implemented them with great success. In this session you will learn the best practices learned and refined in last fours years of using robotics to process Amazon deductions & Chargebacks.	Sreedhar Narahari - CEO & Founder, iNymbus
1:30 pm to 2:20 pm	Harbor I	Understanding How To Dispute Retail Shortages Today	A topic discussion that will focus on identifying when a shortage is not really a shortage. How to identify the exact reason for shortage claims and determining how best to dispute them. The presentation will also discuss the need to establish responsibility and accountability with your Vendors. How to develop a viable, sustainable, 3rd party Debit Memo process. What to do when all else fails.	Robert Prather, Deduction Management Services & Ken Lettre, Vice President of Vendor Compliance & Relations at Stage Stores
2:25 pm to 3:15 pm	Harbor G	Combining Human and Artificial Intelligence to Fast-Track Trusted Supplier Data	More program details to follow.	Debra R. Richardson, President, Oklahoma Central Region IOFM Chapter
2:25 pm to 3:15 pm	Harbor H	2018 Deduction Survey Results	Benchmark Your Company’s Deduction Performance! During this information packed session, Jessica Butler will share the results of Attain Consulting Group’s 2018 Customer Deduction Survey. Over 200 companies across ten industry groups responded to questions covering topics such as deductions as a percent of sales, recovery success and keys to overcoming challenges. Learn about the most current practices being used to manage deductions and hear the key differences across industries and company size. Jessica will provide attendees with additional tools they can use to evaluate and benchmark their deduction performance, including Attain’s Deduction Management Maturity Model and Online Deduction Assessment Tool. The 2018 survey results are ‘hot off the press’ and this session is not to be missed.	Jessica Butler, Principal at Attain Consulting Group
2:25 pm to 3:15 pm	Harbor I	Retailer Specific Breakout: Dick’s Sporting Goods	A must attend for Merchandise Suppliers of this Retailer. Dick’s Sporting Goods will be presenting current and upcoming 2019 initiatives.	Jill Martin, Sr. Director Vendor Relations at Dick’s Sporting Goods
1:30 pm to 3:15 pm	Americas Cup CD	Design Thinking Roundtable – Implementing Design Thinking in the Retail Industry	Design Thinking is an innovative approach to solving problems or developing ideas that embraces empathy, inspires creativity, and encourages action. It is a new way of thinking that forward-thinking companies use in their strategic and operational planning. In this session, join members of the manufacturing and retail sectors to discuss ways to use Design Thinking in the retail industry, and brainstorm potential collaborative efforts to improve communication, increase efficiencies, streamline processes, and reduce costs.	Moderated by Jeff Warren, President – Barkley Consulting Group
3:15 pm to 3:30 pm	Exhibit Hall	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
3:30 pm to 4:20 pm	Harbor G	Delivering Value in Data Analytics	-What is analytics? -Difference between analytics and using Excel very well? -Areas of analytics applications in SCM -What does it take to do analytics well?	Mary Long, Former VP, Dominos & Daniel Lin, Associate Professor of Operations Management, School of Business at University of San Diego



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3:30 pm to 4:20 pm	Harbor H	Latest On Prop 65, NAFTA, & The Impact Of Tariffs	<ul style="list-style-type: none">· Impact of Section 301 Tariffs on Textile, Apparel & Food Products, Possible Retaliation by Other Countries· NAFTA 2.0 (The Modernization of the NAFTA and Its Impact on Textile and Apparel, Food Industries)· CA Prop 65 (Latest Updates)· Made in the USA Requirements (Federal Rules and CA Rules)· CA Laws Implemented in 2018 Impacting Retailers	Melissa Proctor, President and Founder of Miller Proctor Law PLLC.
3:30 pm to 4:20 pm	Americas Cup CD	RETAILER ONLY: Selling More With Less - Smart/Lean Inventory	In this session, we will explore best practices for improving inventory productivity. We will share recommendations related to the following: improving inventory turnover and accuracy, increasing cash flow and liquidity, improving Supply Chain labor and productivity, optimizing warehouse space, minimizing shipping errors and chargebacks and improving the ability to meet customer demand through various channels. We will focus on areas such as managing fill rates, replenishment best practices and improving in-stock without growing inventory.	Stephany Goodnight, Retail Executive Advisor at RVCF
3:30 pm to 4:20 pm	Harbor I	Retailer Specific Breakout: Dillard's	A must attend for Merchandise Suppliers of this Retailer. Dillard's will be presenting current and upcoming 2019 initiatives.	Steve Miller-Watt - Senior Director, User Services and Vendor Relations; Chuck Lasley - Director, Application Development ;Tony Arnold – Director of Distribution; Anita Spence - Director, Vendor Relations AT Dillard's
3:30 pm to 4:20 pm	America's Cup B	Lessons learned from an RFID Supply Chain Pioneer – receiving, pack validation and shipping	Sarah Jones Fairchild and Tim Howard from A&H / SwimUSA will be sharing their journey of implementing and using RFID. Come listen and explore the benefits gained using RFID solutions within their DC. Hear how they decided to move forward with RFID and gained benefits. Hear about any obstacles they needed to overcome and how the journey was worth taking. The forum will be open to questions.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation, Sarah Jones Fairchild & Tim Howard from A&H / SwimUSA
4:25 pm to 5:15 pm	Harbor G	Panelist Session: Compliance Management	The panelists will discuss how they manage compliance requirements within their organizations. From tools they utilize to strategies they employ, this session will provide valuable insight into getting a handle on compliance and being aggressive about chargeback prevention.	Christopher Clark, Director, Customer Operations Clarks Americas, Inc.; Jennifer Hartmann-Cheff, Vendor Compliance Manager G-III Apparel Group Ltd and Melissa Goldstein, Assistant Vendor Relations Manager Byer California (Moderated By: Jerry Glinnen, Director of Vendor Compliance at Lifetime Brands, Inc.)
4:25 pm to 5:15 pm	Harbor H	Prop 65 Round Table Discussion	More program details to follow.	Melissa Proctor, President and Founder of Miller Proctor Law PLLC.

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4:25 pm to 5:15 pm	Harbor I	Retailer Specific Breakout: Hudson Bay, Lord & Taylor, Saks Fifth Avenue	A must attend for Merchandise Suppliers of this Retailer. Hudson Bay, Lord & Taylor, Saks Fifth Avenue will be presenting current and upcoming 2019 initiatives.	Debra Marcinko, Senior SRM at Lord & Taylor and Dina Sharaf, Director, Supplier Relationship Management at Hudson's Bay
6:00 pm to 7:30 pm	Exhibit Hall	Networking Exhibitor Reception	Join us for drinks and hors d'ouerves as you visit the conference exhibitors and network with fellow attendees.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Tuesday, October 16, 2018				
7:30 am to 8:15am		Breakfast	Most important meal of the day! Enjoy breakfast in the Exhibit Area.	
7:30 am to 8:15am		Exhibit Hall Opens	Join us for Breakfast, Breaks and Evening Reception as well as learn about our sponsors	
7:30 am to 8:15am		Conference Registration	Stop by for your conference name badge and to make sure you know how to access all of your conference information.	
7:30 am - 7:30 pm	Exhibit Hall	RVCF and Compliance Clearinghouse Websites Tutorial/Overview	The RVCF Booth will be open Monday and Tuesday of the conference. Stop by anytime for a personalized demo or tutorial of the RVCF and Clearinghouse sites. While you're at it, learn about our services and the benefits of RVCF membership!	RVCF Staff Members
8:15 am to 8:30 am	Harbor G-I	Welcome and RVCF Update	An official welcome to the conference! Kim Zablocky will formally welcome us to the RVCF Annual Fall Conference as well as give an overview of what RVCF has planned for 2019.	Kim Zablocky, Founder and Principal of RVCF
8:30 am to 9:20 am	Harbor G-I	Retail Relevancy - Refining Yesterday vs. Innovating For Tomorrow	Retail success is no longer just about excelling at one thing, or a channel. It is about executing everything at once. From long tail to the last mile, from BOPIS to BORIS, retailers today are facing unprecedented demands from their customers. Trends and best practices from around the world increasingly illustrate there is not one model for success. However, overarching global themes illustrate how successful retailers are strategically collaborating with partners to increase their relevance and lower their go to market costs. This keynote will share global examples of how retailers are both adapting and innovating to create value for customers beyond the products they sell today.	Chris H. Petersen, PhD CEO, Integrated Marketing Solutions
9:20 am to 9:30 am	Exhibit Hall	10 Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
9:30 am to 10:20 am	Harbor G-I	Aligning eCommerce, Trade Promotion and Corporate Marketing	<p>For retailers and suppliers to enter into both meaningful consumer engagement and high ROI producing promotions in the digital age of transformation, there has to be a significant change in the way both do business. For retailers, the blending of direct-to-consumer marketing and trade channel promotion is fast becoming a major priority among both the user community and IT. For suppliers, historic and often political separation between sales-led trade channel promotion and marketing-led eCommerce and direct-to-consumer marketing must come to an end in favor of real collaboration. But for both retailer and manufacturer/supplier, this has proven to be most difficult barrier to overcome; because the pressure to increase ROI on both types of spending while reducing the overall budgets for trade and channel promotion, which is typically the second largest line item in the corporate financials is mounting.</p> <p>In this session, we will explore how the leaders on both sides of the channel are dealing with this using a combination of new technologies, new ways of thinking, and old-fashioned collaboration. You will see the true potential of “Big Data” and how technologies like artificial intelligence, cognitive and machine learning, and blockchain and cryptocurrencies will revolutionize the future of consumer marketing for retailer, wholesaler and supplier.</p>	Rob Hand, Senior Manager, Trade Promotion Management and Execution
10:20 am to 10:30 am	Exhibit Hall	10 Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	



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10:30 am to 11:20 am	Harbor G-I	Creating & Sustaining High Performance Organizations	<p>This lively and interactive session addresses the basic foundations for leadership training that can actually improve the business bottom-line. Both humorous and informative, the presenter will discuss why leaders fail, personal leadership implementation experiences, and successes and failures companies have experienced during the transition of management. This presentation provides all who attend the knowledge and understanding to begin implementing practical, auditable leadership implementation techniques to their individual work environments. This sensible and business-focused combination of practices promotes employee involvement and empowerment. Most importantly, realistic leadership implementation techniques promote continuous improvement in communication, productivity, employee satisfaction, and bottom-line business results.</p> <p>-Learn to drive business objectives down from the top-level management to the hourly employee -Learn to establish expectations and auditing procedures to drive measurable results throughout the organization -Learn to execute an action plan that directly impacts each echelon of the organization by holding people accountable for results within their realm of responsibility</p>	Shane Yount, President of Competitive Solutions Inc.
11:20 am to 11:30 am	Exhibit Hall	10 Minute Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	
11:30 am to 12:20 pm	Harbor G-I	Panama Canal Expansion is Changing the Global Supply Chain	<ol style="list-style-type: none">1. The Modernization of the canal2. Use of the latest technologies3. Improved movement of ships to the East Coast U.S.4. Improved environmental impact	Silvia De Marucci, Executive Manager for Economic Analysis & Market Research
12:20 pm to 1:30 pm	Marina Courtyard	Networking Lunch	Join us for lunch and enjoy some quality networking.	
12:45 pm - 1:25 pm - Lunchtime Session	America's Cup B	Supply Chain Transparency—Shining the Light into the Dark Spots of Your Supply Chain	Inventory Visibility is key to successful supply chain implementation. With visibility, comes benefits. Explore a transparent supply chain where product location is known at all times. Explore the benefits of having this.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
1:30 pm to 5:15 pm	Seaview	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF



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1:30 pm to 2:20 pm	Harbor G	Kaizen Rules!	Logistics Professional and Kaizen enthusiast, Kirk White, presents a no-muss, no-fuss, slightly irreverent guide to implementing a flexible, robust and employee-empowering Quality Management System that ANYONE can use to effectively eliminate waste and streamline processes.	Kirk White, Product Manager, OCM at Yusen Logistics
1:30 pm to 2:20 pm	Harbor H	Building Your Own EDI Drop Ship Program	Genesco shares lessons learned from building their Retail Direct to Consumer Drop Ship programs for Journeys and LIDS, and developing and supporting many customer programs for their wholesale divisions, Johnston and Murphy, and Dockers Footwear. There could be comedy, music, and more...	Tim Bolton, EDI Manager at Genesco
1:30 pm to 2:20 pm	Harbor I	Retailer Specific Breakout: Stage Stores	A must attend for Merchandise Suppliers of this Retailer. Stage Stores will be presenting current and upcoming 2019 initiatives.	Ken Lettre, Vice President of Vendor Compliance & Relations at Stage Stores
2:25 pm to 3:15 pm	Harbor G	Avoiding Chargebacks: An Innovative Approach	In the retail supply chain, chargebacks remain one of the biggest pains for vendors and suppliers. How many times did you get charged for errors in ASNs? Or because you didn't meet the ship date? Or else, because the data in your 856 were not compliant with the retailer specs? Chargebacks come in many different shapes but are always painful. What if there was a secret sauce to prevent chargebacks? During this session, we will introduce an innovative vendor-focused approach that will help you save money and focus on your core business.	Anthony D'Angelo, VP of Business Development at TIE Kinetix
2:25 pm to 3:15 pm	Harbor H	Trading Partner Collaboration in Inventory Management	Are you interested in discussing how trading partners can work together to improve inventory productivity? If so, then be sure to join us for this working roundtable session. Retailers, suppliers, and service providers will share and discuss collaboration examples focused specifically on inventory productivity improvement. Topics of discussion will include ways to communicate more effectively with your trading partners; how to execute facilitated retailer-supplier collaboration projects to solve deep-seeded issues around service levels, excess inventory, chargebacks and other inventory challenges; and how data sharing can improve collaboration and provide for better utilization of resources between retailers and suppliers.	Stephany Goodnight, Retail Executive Advisor at RVCF
2:25 pm to 3:15 pm	Harbor I	Retailer Specific Breakout: Genesco	A must attend for Merchandise Suppliers of this Retailer. Learn about EDI, Supply Chain and Compliance when doing business with Genesco Retail, including Journeys, Little Burgundy, Johnston and Murphy, and Lids.	Lindsay Lanham, Manager of International Compliance & Logistics; Lita Lee, Director of Corporate Logistics; Barb Bankson, Sr. Inventory Manager; Darlene Smiley, Manager of Claims and Compliance; Tim Bolton, EDI Manager and Kerry Herron, EDI Analyst at Genesco
3:15 pm to 3:30 pm	Exhibit Hall	Networking Break	Join us in the exhibit area for a cup of coffee with our sponsors.	

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3:30 pm to 4:20 pm	Harbor G	Global Supply Chain Risk Assessment	<p>Today’s retail supply chains are finely tuned for profitability (i.e. price and cost structure), highly calibrated for performance (DIFOT, reduced in-store inventory in favor of online fulfillment and rapid replenishment) and consist of complex activities and relationships that are spread across the globe and shared by many business partners and contractors. To compete, retailers and suppliers must trade-off increased risk with performance and innovation gains.</p> <p>Meanwhile a continuous barrage of events is materially impacting global supply chains and the markets they serve. Rapidly changing trade policies, earthquakes, climate change, and contaminated pallets have caused logistical nightmares around the globe. Economic shocks and tightening credit/finance terms have squeezed many upstream suppliers, material providers and contract manufacturers out of the market. Workplace issues, social and health concerns, cyber-attacks and political change/unrest have caused quality and compliance issues and paralyzed production. Technological advances also present great uncertainty in the area of artificial intelligence, machine and deep learning, voice, and advanced robotics (e.g. manufacturers selling CAD designs for new products to retailers to produce products where the customer resides).</p> <p>With the disruptive economy being the new normal, organizations are becoming conditioned to commonplace catastrophe; they're learning to expect the unexpected. As a result, organizations are beginning to get organized around broader, real-time, and more data and analytics driven risk analysis of their and others supply chains.</p> <p>A thorough analysis of the organization’s product supply chain activities and the application of AI/ML ensures it can meet customer, retailer, business partner, regulator, underwriter, and other shareholder expectations. The scope of this risk analysis should go beyond a simple snapshot assessment and extend beyond suppliers to include contract manufacturers, packagers, wholesalers, transportation companies, competitors, and underwriters.</p> <p>At this session, Gary S. Lynch will discuss his work with global enterprises and present emerging industry trends in supply chain risk analysis. The discussion will address simple questions, “where am I most at risk (not limited to supplier risk)?” and “how much can I lose?”. The discussion will also dive into:</p> <ul style="list-style-type: none">• supply chain exposures and market, financial and operational performance impacts in the context of diversification, contention, switching cost, substitution, new entrants, and price/performance trade-offs.• linkage between profitability and risk investments and activities.• opportunities to exploit their understanding of uncertainty and operational and informational analytics to pivot the business strategy.	Gary Lynch, CEO and Founder of The Risk Project, LLC



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3:30 pm to 4:20 pm	Harbor H	Label Quailty & Validation Best Practices To Reduce Unnecessary Chargebacks	Would you like to save 90% on GS1-128 carton label chargebacks? Find out how advances in label materials and barcode verification are saving manufacturers thousands of dollars in compliance label chargebacks.	Gary Garfield, President & Nicholas Garcia, Vice President of Operations of California Label Products. Andrew Evans, Director of Product Management at Printronix Auto ID Technology Manufacturer Roundtable Participants: Scott Runyon, President at Byer California. Federico “Freddy” Sandoval, Operations Manager at Topson Downs of California
3:30 pm to 4:20 pm	Harbor I	Retailer Specific Breakout: The Exchange (AAFES)	A must attend for Merchandise Suppliers of this Retailer. The Exchange (AAFES) will be presenting current and upcoming 2019 initiatives.	Kaprise Gardner, Business Analyst III and Debra Zarsk, VP of e-Business at The Exchange (AAFES)
3:30 pm to 4:20 pm	America's Cup	Retail Compliance – How to Gain an Edge with RFID	How to use RFID to gain benefit and enhance your competitiveness.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
4:25 pm to 5:15 pm	Harbor G	Performance – An Enlightened Approach to Business Partnership	“The certainty of financial penalties will correct unacceptable actions and ensure compliance” ...or so we thought. For years, the objective of a punitive compliance program was to passively improve performance. This approach punished costly operational deficiencies, yet ignored the exceptional performance of numerous other vendors. A paradigm shift in thinking was needed. Actively partner with under-performing vendors to permanently correct operational deficiencies for the benefit of all, plus celebrate exceptional performance results with valued benefits.	John Long, Online Operations Manager at Sears Holdings & Peyman Zamani, Chief Executive Officer at Logicbroker
4:25 pm to 5:15 pm	Harbor H	Roundtable Session: Effective Dashboards for Supply Chain Situational Awareness and Problem Solving	Well-designed dashboards enable users to monitor performance, anticipate trouble, and quickly determine necessary actions to resolve issues. Kevin Harris and Greg Holder from Compliance Networks, will facilitate a working discussion between retailers and vendors to determine the most effective content and layout for supply chain performance dashboards.	Greg Holder, CEO & Founder and Kevin Harris, Director of Freight Audit for Compliance Networks



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4:25 pm to 5:15 pm	Harbor I	Retailer Specific Breakout: Big Lots!	A must attend for Merchandise Suppliers of this Retailer. Big Lots! will be presenting current and upcoming 2019 initiatives.	Karen Smith, Vendor Compliance Senior Analyst and Anthony Fabro, Vendor Compliance Manager at Big Lots!
6:00 pm to 9:00 pm	Marina Courtyard	San Diego Beach Themed BBQ - Networking Dinner	Join us at the RVCF San Diego Beach Themed BBQ on Tuesday Night for some outdoor fun with networking, music and dancing! The first hour is hosted bar, and then cash bar to follow.	



Session Time	Session Location	Session Title	Session Description	Session Speaker(s)
Wednesday, October 17, 2018				
7:30 am to 8:30 am	Exhibit Hall	Breakfast	Most important meal of the day!	
8:30 am to 11:20 am	Seaview	One-on-One Meetings	SUPPLIER ONLY SESSION: Not to be confused with Retailer Specific Breakout Sessions, One-on-One Meetings provide an opportunity to discuss issues specific to your trading partner relationship. Meetings are pre-scheduled and require retailer approval.	Susan Haupt, Vice President, Operations and Member Services at RVCF
8:30 am to 9:20 am	Harbor G	Improve Inventory Accuracy and Reduce Claims with RFID	In a recent project conducted by Auburn University and GS1 US, the team uncovered increased ROI through the value of data collection at various points in the supply chain. This session will explore the levels of RFID adoption in the supply chain today and discuss the Auburn University research paper EPC-enabled RFID usage and data exchange, Project Zipper. The study’s purpose was to survey the effectiveness and business value of item level RFID tagged items, as they travel through the brand owner’s value chain (with a specific focus on fulfillment centers) through to a retailer. Join GS1 Us and Auburn University to learn about the brand owner’s return on investment and value of EPC/RFID tagged items—from point of tagging to point of receipt to point of sale—and the value of data collection throughout the supply chain. Learn how brand owners are using RFID to decrease claims and improve inventory accuracy with their retail partners by capturing data points in their packing and shipping processes utilizing RFID.	Justin Patton, RFID Lab Director at Auburn University
8:30 am to 9:20 am	Harbor H	Yes, Retailers & Distributors Can Survive & Thrive By Unifying Commerce & Supply Chain	There is no question these are challenging times for many traditional retailers and distributors, as the landscape changes dramatically and new threats emerge with regularity, adding even more pressure to supply chains. But savvy retailers and distributors are finding success by moving beyond even omnichannel thinking to truly unified commerce. What does that mean? Start with an intense focus on the end-to-end customer experience. Add full integration across both internal applications and your network of trading partners. And most importantly, connecting people, process and technology across commerce and supply chain operations. It can be done, giving your company a chance to thrive in the new digital world. It's easier than you think. (As seen on Supply Chain Digest’s Videocast)	Michael Starkey, Vice President of IT Strategy at enVista
8:30 am to 9:20 am	America's Cup B	Building Consumer (Customer) Loyalty & Enhancing Consumer (Customer) Experience with UHF RFID & NFC	Both forms of RFID can be used to gain customer loyalty and enhance consumer experiences. Come share in seeing the technologies and interesting approaches for reaching your customer base.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
8:30 am to 10:15 am	Harbor I	Retailer Specific Breakout: Kohl's Extended Session	A must attend for Merchandise Suppliers of this Retailer. Kohl's will be presenting current and upcoming 2019 initiatives.	Tiffany Zakrzewski, Supply Chain Executive; Sonny Pooni, Director of Supply Chain Services; Brendon McCaskey, Director of Logistics at Kohl's



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9:25 am to 10:15 am	Harbor G	GS1 US: Blockchain: What You Need to Know Now and How You’ll Be Using it in the Future	Blockchain is the hot new buzzword capturing the attention of companies across all industries. In this session, attendees will gain a better understanding of the value of blockchain, how GS1 Standards play an important role in a blockchain implementation, and practical retail business blockchain use cases.	Michelle Covey, Vice President, Retail Apparel and General Merchandise – Industry Engagement GS1 US
9:25 am to 11:20 am	Harbor H	RETAILER ONLY EXTENDED SESSION: Supplier Relationship Management Basics 101	This session is designed to provide basic foundational knowledge to retailers that do not yet have comprehensive programs in place around, "Standards Manuals"- what you need to cover to assure your suppliers have everything they need to deliver orders correctly "Supplier On-boarding"- internal and external alignments and elements required to smoothly add new suppliers into your company "Supplier Scorecarding"- which metrics matter the most and how to introduce and manage your scorecard program "Compliance Programs"- how to design and introduce a compliance program to assure high "adoption" and support	Victor Engesser, Retail Executive Advisor at RVCF
9:25 am to 10:15 am	America's Cup B	Defending your Brand On the Gray & Black Markets	Come see methods of defending your Brand integrity. Explore software, holograms, RFID, and other methods to ensure your Brand is protected.	Paul Arguin, Senior Director, RFID Development of R-Pac International Corporation and guest lecturers from the R-Pac team.
10:15 am to 10:30 am	Harbor Foyer	Networking Break	Join us for a cup of coffee.	
10:30 am to 11:20 am	Harbor G	Women in Leadership	Join five formidable females as they share their experiences on the road to becoming successful leaders. Recent research shows that although women make up more than half of the retail labor force, that number drops with each level of leadership. In this session, the panelists will discuss ways to encourage more gender-balanced leadership in retail, including a focus on essential leadership skills like strategic thinking, negotiation, and being a dynamic and collaborative voice. The speakers will also discuss how a strong female influence can inspire the younger generation to excel beyond traditional stereotypes.	(Moderated By Michelle Covey, Vice President, Retail Apparel and General Merchandise – Industry Engagement GS1 US) Anita Spence from Dillard’s, Susan Pichoff from GS1 and Debbie Nyquist from Nordstrom
10:30 am to 11:20 am	Harbor I	Adapting in today's market: A case study on In Plant Printing	The retail market continues to feel the pressures of shrinking production lead times and dynamic consumer demand. As a result, retailers are challenged with meeting these expectations and continuing to deliver quality product on time and accurately. Spend time with Nexgen Packaging learning how in plant printing of tags and labels helped to reduce that pressure for one major US brand.	Jarred Lucas, VP of Business Development at Nexgen Packaging