

Supply Chain Management

Delivering Business Outcomes Through Improved Integration Of Logistics For Optimal Supply Chain Management

23rd - 25th August, 2010 • The Grace Hotel, Sydney

HEAR FROM & NETWORK WITH:

- **Carolyn Schrotten**, *National Logistics Solutions Manager, Coca-Cola Amatil*
- **Colonel Cameron Purdey**, *Colonel Logistics, HQ Forces Command, Department of Defence*
- **Simon Strauss**, *Vice President Strategy & Retention, Linhaul, Linfox Logistics*
- **Mario Carniato**, *Manager, E-Supply Chain, Kimberly Clark*
- **Angela Tatlis**, *Director Regional Supply Services, Foster's Wine*
- **Nicholas Tschuck**, *Business Improvement, Supply Chain Group, Qantas*
- **Scott Duncan**, *Group Supply Chain Manager, Bayer Healthcare*
- **Kim Fitzhenry**, *National Purchasing/Supply Chain Services Manager, McDonald's Australia*
- **Annie Heetel**, *Inventory and Planning Manager, IBM*
- **Stephen Whittam**, *Group General Manager – Supply Chain, Colorado Group*
- **David Cook**, *State Manager Victoria and Tasmania, Toll IPEC*
- **Brendan Moloney**, *GM - Sales and Marketing, Toll Global Forwarding*
- **Chris Pearce**, *GM, Toll In2Store*
- **Phil Dobrincic**, *Business Manager, Toll In2Store*
- **Scott Githens**, *Supply Chain Effectiveness Manager, OneSteel Distribution*
- **Chris Purcell**, *Supply Chain Effectiveness Manager, OneSteel Market Mills*
- **Jennifer Williams**, *Corporate Social Responsibility Manager, Corporate Express*
- **Derek Luxford**, *Partner, Hicksons*
- **Tim Proust**, *National Logistics Manager, Toshiba Australia*
- **Lyle Hudson**, *Group Operating Officer, Webster Holdings*
- **Stuart Pearson**, *NSW Logistics Manager, Fairfax Media*
- **Carter McNabb**, *Partner, GRA*
- **Henry Brunekreef**, *Principal Consultant, Logiworx*
- **Nick Charissis**, *Principal Consultant, Logiworx*

KEY BENEFITS OF ATTENDING:

- ➔ Enhance **inventory forecasting** techniques and build the S&OP process to **cut waste** and improve **inventory accuracy**
- ➔ Design and **restructure your distribution networks** to streamline and **consolidate processes** and **speed up the movement of goods**
- ➔ Explore the benefits of using **tools and technologies** to improve supply chain performance such as **RFID, automation, continuous improvement, six sigma** and **inventory optimisation**
- ➔ Foster **partnerships with 3PL providers** and design **outsourcing arrangements** that build value for your business
- ➔ Improve the **sustainable performance** of transport operations and design distribution infrastructure to **reduce carbon emissions** and improve supply chain efficiencies

PLUS: DON'T MISS THESE POST-CONFERENCE WORKSHOPS:

WORKSHOP A:

Improving Forecast Accuracy & Optimising Inventories

Led By: **Carter McNabb**, *Partner, GRA*

WORKSHOP B:

Change Management: Transforming & Developing A Holistic Approach To Supply Chain Management

Led By: **Henry Brunekreef**, *Principal Consultant, Logiworx;*

Nick Charissis, *Principal Consultant, Logiworx*

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SUPPLY CHAIN MAN

CONFERENCE DAY ONE

Monday, 23rd August, 2010

- 8:30 Registration & Coffee
- 9:00 Opening Remarks From The Chair:
Angela Tatlis, *Director Regional Supply Services, Foster's Wine*

BUILD SUPPLY CHAIN CAPABILITY

- 9:05 **Differentiating Your Supply Chain Through Developing Workforce Capability**
- Identifying where the company needs to focus its efforts and resources to achieve its goals
 - Setting up your people for long term organisational success
 - Aspire to more than what you have: objectively diagnose the skills gap, articulate the strategy, select the levers and then embed them to improve supply chain performance and retain key staff
- Angela Tatlis**, *Director Regional Supply Services, Foster's Wine*

- 9:50 **Continuous Improvement Methodologies In The Creation Of Lean Supply Chains**
- Identifying waste and cutting costs in your supply chain through the use of continuous improvement methodologies and tools
 - Examining how lean and six sigma can be used to increase control over logistics operations and to gain a clearer view of what is happening in the business
 - Ensuring customer support is at the centre of logistics operations so stock arrives when and where the customer needs it
 - Investigating RFID and other electronic technologies as a way to improve management, storage and control of inventory
- Nicholas Tschuck**, *Business Improvement, Supply Chain Group, Qantas*

- 10:35 Morning Tea & Networking

ENHANCE S&OP OUTCOMES

- 11:00 **Implementing S&OP And Then Maximising Its Value Through Six Sigma**
- Implementing a simple, low technology S&OP in a complex value chain
 - Using six sigma tools to support and enhance S&OP buy-in and benefits
- Scott Githens**, *Supply Chain Effectiveness Manager, OneSteel Distribution*;
Chris Purcell, *Supply Chain Effectiveness Manager, OneSteel Market Mills*
- 11:45 **Tactics And Strategies To Reduce Working Capital**
- Enhance the S&OP planning process to cut inventory & waste
 - Examine the dynamics of dealing with the large overseas parent company
 - Improve the quality of information and engagement with customers to increase forecast accuracy
 - Build financial forecasting so it becomes mainstream practice within the organisation
- Scott Duncan**, *Group Supply Chain Manager, Bayer Healthcare*

- 12:30 Lunch

BUILD INVENTORY ACCURACY

- 1:30 **Developing An Inventory Strategy for Competitive Advantage**
- Building inventory accuracy to improve visibility of the \$20 billion of inventory across more than 800 locations
 - Up-skilling employees to increase inventory accuracy capabilities

- Discuss the results of the recent inventory management project, including an 83% reduction in order amendments, and a savings of two hours per month per restaurant spent on inventory tasks
 - Preparing for the future: examining possible future supply chain integration initiatives
- Kim Fitzhenry**, *National Purchasing/Supply Chain Services Manager, McDonald's Australia*

- 2:15 **Implementing Inventory Optimisation At Telstra**
- Outline Telstra's working capital holdings project, which resulted in savings of over \$41 million for the company
 - Improving serviceability and visibility of information to improve inventory accuracy
 - Implementing the Dynamic Inventory Optimisation Solution, using statistical analysis to drive changes to re-order points, safety stock holdings, MRP parameters and therefore reach optimal inventory holdings
- Annie Heetel**, *Inventory and Planning Manager, IBM*

- 3:00 Afternoon Tea & Networking

DISTRIBUTION OUTSOURCING SUCCESS

- 3:30 **Executing A Successful Change Management Strategy When Moving To An Outsourced Distribution Model**
- Outline the limitations of working under the old distribution model, including a prohibitive cost structure and poor work culture
 - Implementing a change management strategy to build flexibility and open communication with stakeholders in the new distribution model
 - Discuss the improved outcomes under the new distribution model, including no industrial action, cost savings, competitive work culture and a performance driven contract
- Stuart Pearson**, *NSW Logistics Manager, Fairfax Media*

STRATEGIC PARTNERSHIPS

- 4:15 **Building Collaborative Partnerships That Build Value For Your Supply Chain**
- Discuss strategies that influence partnership success from the perspective of both parties
 - Maintaining beneficial relationships: what are the strategies for continuous improvement?
 - Defining and agreeing on what is included in the service and how performance is measured
- Panellists:*
- Stephen Whittam**, *Group General Manager – Supply Chain, Colorado Group*
 - David Cook**, *State Manager Victoria and Tasmania, Toll IPEC*
 - Brendan Moloney**, *GM - Sales and Marketing, Toll Global Forwarding*
 - Chris Pearce**, *GM, Toll In2Store*
 - Phil Dobrincic**, *Business Manager, Toll In2Store*

- 5:00 Close Of Day One

CONFERENCE DAY TWO

Tuesday, 24th August, 2010

- 8:30 Registration & Coffee

- 9:00 Opening Remarks From The Chair:
Derek Luxford, *Partner, Hicksons*

- 9:05 **Logistics And Sustainment Challenges Within The Australian Defence Force**
- Highlighting the Strategic Reform Project Initiatives within Defence and Army, including inventory reduction, reducing the cost of ownership and lean maintenance
 - Discuss the Defence Logistics Support Program, base logistic services and provision of support from third party providers
- Colonel Cameron Purdey**, *Colonel Logistics, HQ Forces Command, Department of Defence*

9:50 **Faster Processing To Reduce Lead Times And Speed Up The Movement of Goods**

- Removing bottlenecks and developing plans to process and speed up the movement of goods
- Building partnerships with freight forwarders and 3PL providers
- Aligning international freight forwarding plans with Australian warehousing operations
- Integrating logistics arrangements with improved inventory planning processes

Lyle Hudson, Group Operating Officer, Webster Holdings

10:35 Morning Tea & Networking

AUTOMATION & DISTRIBUTION NETWORKS

11:00 **Revamping The Finished Goods Distribution Network For Velocity And Efficiency**

- Getting the network footprint right, including the number and location of regional and national distribution centres
- Examine the role of automation and Automated Storage & Retrieval Systems (ASRS)
- Discuss the project scope and change management process, including building, equipment, process redesign, new/changed systems & integration, and the training requirements for staff
- Examine the principles of design: data integrity, streamlining and error-proofing your processes, integrating systems, and accelerating information and process flows
- Discuss the technical elements of the total solution: barcodes, pallet labels, ASN messages, and multi-system integration

Mario Carniato, Manager, E-Supply Chain, Kimberly Clark

11:45 **Centralising and Automating Distribution Centres To Drive Efficiencies And Reduce Costs**

- Centrally locating and redesigning distribution centres to consolidate operations, streamline processes and reduce logistics costs
- Analysing where automation will improve efficiencies and introduce automation depending on throughput and processes used on each site
- Increasing emphasis on customer service and rapid deployment of goods

Carolyn Schrotten, National Logistics Solutions Manager, Coca-Cola Amatil

12:30 Lunch

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COLLABORATION & OUTSOURCING RISK

1:30 **Achieving Real Collaboration With 3PL Providers**

- Establish the building blocks for effective collaboration
- Assess how partnerships evolve and take steps to improve outcomes along the way
- Examine factors that can make or break partnerships and protect your company from potential risks
- Review costs and processes and work with partners to reduce expenditure

Tim Proust, National Logistics Manager, Toshiba Australia

2:15 **Maximising Value And Managing Risks For 3PL Contracts**

- Drafting contracts that clearly state who holds liability for damaged goods and the amount of compensation
- Ensuring that your obligations are clearly understood by both parties and allow scope for subsequent change if necessary
- Ensuring the commercial expectations are properly expressed in a legally enforceable manner
- Minimising and resolving disputes

Derek Luxford, Partner, Hicksons

3:00 Afternoon Tea & Networking

REDUCING CARBON EMISSIONS

3:30 **Greenfox - The Strategy To Reduce Linfox Rate of Emissions**

- Setting an audacious goal, and achieving 28% reduction in rate of greenhouse emissions in three years
- Implementing a coordinated program of management and operational activities such as the eco-drive program, route planning, equipment selection and warehouse design
- Setting the next goal: 50% in 2015, and identifying future opportunities including the use of biodiesel and vehicle aerodynamics

Simon Strauss, Vice President Strategy & Retention, Linhaul, Linfox Logistics

4:15 **Building A Sustainable Supply Chain**

- Analyse how implementing environmental sustainable design into the national distribution centre has reduced Corporate Express' carbon footprint
- Discuss the necessity of implementing and optimising responsible packaging to achieve sustainable distribution
- Examine the importance of optimising the distribution infrastructure to consolidate orders and maximise capacity
- Explore opportunities to consolidate and improve efficiencies in supply chain technologies

Jennifer Williams, Corporate Social Responsibility Manager, Corporate Express

5:00 Chair's Comments & Conference Close

POST-CONFERENCE WORKSHOP DAY

Wednesday, 25th August, 2010

8:30 Registration

Workshop A: 9:00-12:30

Improving Forecast Accuracy & Optimising Inventories

- Learn how to segment inventory and assign appropriate management techniques
- Discuss forecasting techniques and strategies for different inventory types and planning horizons, such as budgeting vs replenishment
- Understand the fundamental levers for optimising service levels, inventory costs and inventory levels
- Learn how to calculate inventory related costs, optimal replenishment cycles and statistical safety stocks
- Review related key performance indicators (KPIs) and conduct opportunities assessment for your business

Led By: **Carter McNabb, Partner, GRA**

12:30 Lunch

(Lunch Will Be Provided To Delegates Who Attend Both Workshops)

Workshop B: 1:30-5:00

Change Management: Transforming & Developing A Holistic Approach To Supply Chain Management

- Moving towards an inclusive approach to ensure end-to-end supply chain optimisation rather than a siloed approach
- Ensuring supply chain strategies focuses on customer buying requirements and demand
- Identifying the resource and skills gap and focusing efforts to close the gap
- Improving reporting and lines of communication to remove bottlenecks and target inefficiencies in supply chain operations
- Enhance planning to enable cost efficiencies across the supply chain

Led By: **Henry Brunekreef, Principal Consultant, Logiworx; Nick Charissis, Principal Consultant, Logiworx**

