



# 2009 Technology Solutions for Warehousing Conference

## September 2-3, 2009

Scheduled Speakers\*

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<u>Name</u>	<u>Company</u>	<u>Title</u>
<a href="#">Ken Ackerman</a>	Ackerman Company	President
<a href="#">Brian Carlson</a>	Cornerstone Solutions, Inc.	VP of Professional Services
Brian Childs	Kohler Co.	Director – Logistics, Plumbing Americas
<a href="#">Brian Death</a>	J.D. Smith and Sons, Ltd.	VP Human Resources & Admin
<a href="#">Darryl Ferguson</a>	Psion Teklogix Corp.	West Region Manager
Pete Gilstrap	ASC Software	President and Founder
<a href="#">Kim Gomme</a>	ebasedEVOLUTION	President
<a href="#">Emerson Judkins</a>	Interstate Warehousing, Inc.	Director of Operations
<a href="#">Larry Kerr</a>	EBE Technologies	President
<a href="#">Tim Krauskopf</a>	Entrepreneur and co-founder of Spyglass, Inc.	Tech Innovator
<a href="#">Brian Mozhdehi</a>	Ramp Systems	CEO
<a href="#">Phil Obal</a>	IDII	President
<a href="#">Michael O'Leary</a>	Grimes Companies	President
<a href="#">Pete Rector</a>	GENCO	Senior VP of Strategic Initiatives
<a href="#">Mark Rowe</a>	Mitco	Director, Planning
<a href="#">Ken Ruehrdanz</a>	Dematic Corp	Market Manager, Distribution & Warehousing Systems
<a href="#">Mike Sandes</a>	Ackerman Security	Co-Owner and Vice President
<a href="#">Tom Single</a>	Saddle Creek Corporation	Director, Solutions Development

### Speaker Biographies

#### **Kenneth B. Ackerman, CLP**

Ken Ackerman has been active in logistics and warehousing management for his entire career. Before entering the consulting field, he was chief executive of Distribution Centers, Inc., a public warehousing company that is now part of Exel Logistics USA. In 1980, Ackerman sold the company and joined the management consulting division of Coopers & Lybrand. In 1981, he formed the Ackerman Company, a management advisory service.

He is editor and publisher of Warehousing Forum, a monthly subscription newsletter. His newest book, Auditing Warehouse Performance, was published in October 2003. Warehousing Tips was published in October 2001. *Warehousing Profitably – An Update* was published in 2000 and is a recognized reference work. He also produced an audiotape that contains highlights from *Warehousing Profitably*. *Words of Warehousing*, a glossary of the terms used in the field, is the only book of its kind in print today. He is co-author of *Warehousing*

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*Fundamentals*, a self-study program for managers. Harvard Business Review published an article, "Making Warehousing More Efficient", co-authored by Bernard J. La Londe. His by-lined article "Just-in-Time, Right for Retail" was published in The New York Times. He is the author of numerous other articles dealing with warehousing and management.

### **Brian Carlson**

Brian Carlson is the Vice President and co-founder of Cornerstone Solutions, a supply chain management consulting firm. Brian has over sixteen years of experience in supply chain related technology including warehouse management, transportation, order fulfillment and customer compliance. He frequently speaks at industry tradeshows, seminars & webinars; including APICS, IARW, and Supply Chain Digest. He has also authored numerous articles and has been published in Inbound Logistics, Parcel Shipping & Distribution, MHIA and more. Brian has managed the software evaluation and selection process for dozens of companies including companies such as Jacuzzi, Delta and McCormick.

### **Brian Death**

Brian started in the logistics business over 30 years ago and still maintains his "AZ" driver's license today to allow him to drive tractor-trailer combinations. He worked in every area of operations in both the trucking and warehousing sides of the third party logistics industry.

Brian has been an active Director in several industry trade associations including the Toronto Trucking Association, International Warehouse Logistics Association, and Transportation Health and Safety Association. He is the Past Chairperson of Supply Chain and Logistics Canada and a member of the Executive Committee.

As VP Human Resources and Administration at JD Smith, Brian is responsible for the human resources, quality program, loss prevention and contract administration for the entire operation.

His three adult children have gifted Brian and his wife with seven grandchildren.

### **Darryl Ferguson**

With over 20 years in the Automated Data Collection industry Darryl Ferguson manages the Western Region of North America for Psion Teklogix. Mr. Ferguson has spent the last 11 years at Psion Teklogix focusing on solutions sales to a Supply Chain and Warehouse client base. Just a few of his many accomplishments include servicing and managing major customer deployments for BNSF, Hertz, Vanguard and Continental Airlines. Prior to joining Psion Teklogix Mr. Ferguson held executive positions at Monarch Marking Systems, Abbott Laboratories, and was a Captain in the United States Army, proudly serving his country.

### **Kim Gomme**

Kim Gomme co-founded ebasedEVOLUTION Internet Companies in 1996 and holds the title of President. Ms Gomme brings over 15 years of technical expertise, marketing knowledge and business leadership to ebasedEVOLUTION Internet Companies.

Prior to founding ebasedEVOLUTION, Ms Gomme was Chief Architect of the Application Platform & Web Content Product Division at Cobb Dental Systems. Kim's responsibilities included website design and development, production, online marketing strategy, online integration, management and interoperability. Ms Gomme's strategies were instrumental in helping drive Cobb Dental Systems revenue growth and double digit surge in profits.



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Ms Gomme's background in website development, workflow, Internet Marketing, CRM applications, graphics, and system interoperability provides an invaluable service to both ebasedEVOLUTION and delivers great value to our client base.

ebasedEVOLUTION is a leading Online Marketing Agency which encompass' Internet Marketing - Search Engine Marketing, Search Engine Optimization, Web development, Email Campaigns and Pay Per Click.

We analyze, develop and execute strategic marketing campaigns for companies in a variety of industries, turning web sites into effective sales and marketing channels. By focusing on Search Engine Marketing as a long-term strategy we will help your company attract potential clients.

Our award winning staff focuses on providing our clients work for clients of all sizes, from startups to public companies.

Our solutions are customized to each of our client's needs and range from ongoing online marketing relationships with access to our client center and monthly milestone meetings to one-time SEO action plans, competitive audits, link reports and custom workshops.

We work with many of your colleagues and support them by including the tools, knowledge, leadership and industry innovation expected from a leader in online marketing.

You can rely on us for a straight-forward, ethical assessment of what should be done to improve your rankings and how we can help you with that. We have done this for companies such as Hamilton Beach, Jiffy Lube, Jacobson Companies, Barrett Distribution and associations such as IWLA, Distribution Centers of America and American Chain of Warehouses.

### **Emerson Judkins**

Emerson Judkins is presently the Director of Operations for Interstate Warehousing; currently the 7th largest public cold storage space provider in the US. Emerson brings 20 years of experience in the areas of operational management and leadership development. Since joining Interstate in 1995, Emerson has served in varying operational roles at various levels throughout the company. Emerson's recent focus has been on the design configuration and implementation of the Red Prairie WMS system at all of Interstate sites while overseeing day to day site operations.

Emerson began his career in Logistics with the Dillon Corporation, a subsidiary of Kroger, and was the Operations Manager for one of its distribution centers, where he oversaw the frozen food and ice cream categories, managed the daily deliveries to several of Kroger's grocery divisions, and supported the warehouse aspect of some Kroger manufacturing sites. Emerson has participated in industry organizations, such as the WFLO, and is largely responsible for the HACCP and Food Defense program development and "best practice" initiatives for his firm.

### **Larry Kerr**

Larry Kerr has been the driving force behind EBE's business process management initiatives for the past twenty years. Throughout his career at EBE, Larry has been involved in all aspects of the business including sales, marketing, system design, and project management. As the company matured, it became known as a systems integrator. Larry then led the transformation of EBE to its current form as the leading provider of enterprise business process management solutions for the trucking and logistics industry. His close client relationships and industry

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knowledge have served the company well as they have provided the insight to develop the most efficient workflow processes to reduce bottlenecks and improve operational efficiencies.

Larry holds a masters degree in Business from St. Louis University and a bachelor's degree in Business and History from St. Ambrose University.

### **Tim Krauskopf**

Tim Krauskopf has had, since 2002, several roles combining his interests in transportation and technology. Round Lake Designs does technology consulting for transportation, Round Lake Freight was a small truck carrier Tim founded, and Freight Zone produced software for truckload freight management.

Mr. Krauskopf served as a Vice President at Motorola, managing several core product teams of the Internet Software and Content Group (ISCG), including messaging, games and entertainment content. In addition, Mr. Krauskopf has held a variety of management and technical roles dealing with the Internet and high technology. This includes startup companies Parlano, Inc., where he was a co-founder and CEO, and PCQuote.com, Inc. where he was President and Chief Operating Officer. Previously, Mr. Krauskopf was Head of Information Services at The Field Museum in Chicago.

Mr. Krauskopf was also a co-founder, Chief Technical Officer and Vice President of Research and Development for Spyglass, Inc. He led technology planning and managed development for the Spyglass line of Internet technology products, including the forerunner to Microsoft's Internet Explorer, Spyglass Mosaic.

Mr. Krauskopf has a BA degree in Integrated Science from Northwestern University, an MS degree in Computer Science from the University of Illinois and a MM (MBA) degree from the Kellogg School of Management at Northwestern. He was an inaugural fellow in the Henry Crown Fellowship program at the Aspen Institute.

Mr. Krauskopf's non-profit affiliations include but are not limited to: Board of the Illinois Technology Development Alliance (a public/private collaboration created to strengthen the Illinois economy with hi-tech startups) and the Northwestern University Board of Trustees

### **Brian Mozhdehi**

Brian Mozhdehi is the CEO of Ramp Systems, an Integration Software and Services company founded by Mozhdehi in January, 2006. Ramp Systems provides highly capable, rapidly deployable solutions to inter-enterprise integration requirements such as X12 EDI, AS2 and XML. Ramp Systems is focused on providing these solutions to the Warehousing, Transportation and Logistics Industry.

Prior to founding Ramp Systems, Mozhdehi was the founder of another similar enterprise, Boomi Inc. which provides similar solutions. Prior to Boomi, Mozhdehi was a Chief Technologist at EXE Technologies (formerly NASDAQ: EXEE), a leading logistics and supply chain software company. He was responsible for the development and rollout of EXE's premier product, supervised four on-time releases and directed key customer implementations. Prior to EXE, Mozhdehi worked in a sales position with The Philadelphia Inquirer. Mr. Mozhdehi is a graduate of The Pennsylvania State University, where he earned a BS in Electrical Engineering.

### **Phil Obal**

Currently president of IDII, a management consulting and research group, Phil has practical hands-on experience in software evaluation, integration, programming, and consulting. Phil has

over 28 years experience in software development and is a member of WERC. He is a frequent speaker on supply chain execution software.

Both 3PL's and private warehouses have benefited from Phil's expertise. During the last ten years, Phil has assisted companies in selecting & implementing Warehouse Management Systems, Transportation Management Systems, and supply chain software.

He has authored the following publications:

- Selecting Warehouse Software from WMS & ERP Providers
- Research: Who's Who In 3PL WMS Software
- Research: Who's Who in WMS Software for Private Warehouse Operations
- Premier List of Warehousing Software
- WMS RFP selection product
- TMS RFP selection product
- IDII Software Newsletter – a complimentary & educational publication.
- Glossary of Supply Chain Terminology – In use by many educational institutions.

As a technologist, his background includes being a R&D Director for an ERP software company. Prior to that - Phil has been an instrumental IT Director for a large industrial wholesale company that purchased from 400 vendors and stocked 50,000 sku's for 4,000 customers. Through hard work, Phil took this wholesaler from the ice age (unsupported software) to a new ERP product and added many solid enhancements.

Phil is experienced in software design work in WMS, TMS, Demand Forecasting, Purchasing, Inventory, Order Management System, Product Management System, Import & Export, Container Tracking, Shipment Manifesting, Sales Tax Interface, Document Imaging, Executive Information System, AR, and AP.

### **Michael O'Leary**

Michael S. O'Leary is President of The Grimes Companies, Inc. (TGC), a leading provider of supply chain services in Florida and Maryland. O'Leary joined TGC in 2002 as the Director of Business Development. Since then, O'Leary's leadership and passion have become hallmarks of his tenure at the company.

He was named president in January 2004, assuming full management responsibility for the company, which includes delivering on the company's mission of providing innovative, quality distribution services to its clients and their customers.

Together with the company's other business leaders, O'Leary is focused on continuing TGC's innovation and leadership across the company's five business units. TGC's goal is to provide an integrated service offering to enable a seamless experience throughout the supply chain.

Variously described as focused, aggressive, passionate, sincere and hard-charging, O'Leary has infused TGC with his own brand of energetic leadership, vision and spirit over the four years he has been president.

O'Leary was born in May 1972, and grew up in Jacksonville Florida, where he now resides with his wife Melissa. He served in the U.S. Army's 82d Airborne Division before returning to Florida to attend college. After college, he worked for several years in the telecommunications industry before purchasing and operating a building supply and construction company in North East Florida which he sold prior to joining TGC.

The Grimes Companies operates both public and contract warehouses, as well as providing transportation and packaging services to its clients. A subsidiary of The Grimes Companies,

FileSafe, Inc., offers document storage and records management services to businesses in Northeast Florida.

### **Pete Rector**

With over 40 years of retail management and logistics background with one of America's premier retailers and GENCO, Pete leads GENCO's Strategic Initiatives Team. Specializing in e-commerce applications and business to business communications systems, Pete also has the responsibility for GENCO's Six Sigma initiatives as well as the firm's technology innovation programs including RFID and Robotics implementation programs. He leads GENCO's newest acquisition, the Damage Research Group. He is a recognized expert in business-to-business electronic communication, AIT applications, and the synchronous movement of product and data throughout the supply chain.

As Director of Performance Management for a large retail organization, Pete orchestrated over 8400 vendor relationships moving a major retailer's trading partner metrics to over 99.8% accuracy and improving on time receipts by over 26% over a two year period. Companion to improving the cycle time of over 104,000,000 annual purchase orders, he led a team that implemented an industry leading UCC-128 carton level bar coding program. This process facilitated the improvement of receipt to store door cycle time in organization's replenishment centers from over 8 hours to an average of 45 minutes. The vendor compliance rate improved to over 99.6% on optical bar code read rates at conveyor speeds of 540 feet per minute. It further met it's objectives of reducing average DC inventory by in excess of \$30,000,000 at cost, thus improving ROI and the overall profitability of the corporation.

Pete also led the team that established an industry leading Vendor Report Card, automating vendor specific performance and creating industry benchmarks for continuous improvement. While in National Strategic Planning for the same retailer, Pete led a team to that re-engineered, mechanized, or centralized backroom store processes resulting in an annual savings of in excess of \$40,000,000.

Recognizing the impact of returns handling processes on corporate profitability, Pete became the first Director of Reverse Logistics for the same organization in 1993. Starting with a simple idea, Pete led a team that ultimately recovered in excess of \$325,000,000 annually through reverse logistics management. He later worked to develop processes for the recovery of costs on non-merchandise assets including recycling programs for low density polyethylene film, apparel hangers and recyclable metals. This process converted over \$14,000,000 in annual landfill costs to a \$4,000,000 annual positive cash flow.

Understanding the benefits of innovation and need to establish platforms of excellence for sustainable growth, Pete helped introduce and leads GENCO's Six Sigma Teams in root cause analysis and continuous improvement initiatives. Drawing on his background in technology, Pete leads teams currently working with voice directed distribution center tasking, radio frequency identification, the use of combinatorial algorithmic systems design in complex network analysis, innovative robotics applications, and the development of field data capture equipment and technology for root cause audits under GENCO's Damage Research group.

### **Mark Rowe**

Mark Rowe joined Mitco Ltd in 2008 bringing his extensive experience in logistics, operations planning and systems that spans over two decades. Mark is responsible for continuous improvements in Mitco's operations as well as overseeing the on going development and enhancements of their operations and customer systems. Mark's past assignments include

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global logistics companies; Expeditors, ABX and Lynden, as well as dedicated 3PL; Skyway and Caliber and technology companies; Tandem and ShipLogix. With each role, Mark has been instrumental in defining processes and KPI's as well as leading the development and utilization of world class systems to exceed company and customer expectations.

### **Ken Ruehrdanz**

Ken has been involved in the development of automated system solutions for production, warehousing and distribution operations for the last 25 years. Ken has offered white papers on automation in the distribution center and has presented at the WERC, CSCMP, IWLA and FMI conferences. For MHIA (Material Handling Industry of America) he is serving as the chairperson for the Conveyor & Sortation Systems product section. He serves on the editorial advisory board for Modern Material Handling magazine. Ken is the Market Manager for Distribution & Warehousing System with Dematic (Dematic is a provider of engineered logistics solutions for warehousing and distribution operations). Ken is a graduate of the University of Illinois, Champaign-Urbana, IL.

### **Mike Sandes**

Mike Sandes, Co-Owner/Vice President of Ackerman Security Systems, is an entrepreneurial visionary and leader of Ackerman Security Systems Commercial business. Mr. Sandes directs overall commercial operations, sales, service and installations for security systems, video surveillance, access control and building management systems. Over his 30 year career, Mr. Sandes has attended George Washington University School of Engineering for Design and Application of Industrial Security Systems, University of Louisville Kentucky and the National Crime Prevention Institute. He also holds a Bachelor of Science degree in Business Management from the University of Redlands. As an ex law enforcement officer he has an extensive physical security and electronic security background. Mr. Sandes has been responsible for Executive Protection for high profile individuals, Hollywood's "A" list community, Governor and key witness protection programs as well as formal Embassy and Prime Minister protection details in the United States and abroad. Mr. Sandes is nationally recognized for his in-depth experience and knowledge about security, crime prevention programs, and CPTED Crime Prevention Through Environmental Design. Mike has directly worked in Aerospace, Department of Defense Intelligence Agencies, NSA, CIA and assisted in the development of a comprehensive Industry Security Manual that has become standard use for the Department of Homeland Security. Mr. Sandes has a proven track record of successfully demonstrating the ability to inspire and motivate employees, while executing boardroom strategy that instills confidence in analysts, board members, and investors. Mr. Sandes has directed sales, operations, and service teams in the largest commercial markets for some of the nation's largest companies such as Tyco, Honeywell, and TRW. Honorably discharged from the United States Air Force, Mike is married with two children.

### **Tom Single**

Thomas Single is the Director of Solutions Development for Saddle Creek Corporation, a privately held, third-party logistic services company, headquartered in Lakeland, Florida. Tom leads the teams responsible for applications support, integration with customer systems, internal integration and database activities for all systems.

Prior to joining Saddle Creek Corporation, Tom was a leader of information technology teams for two large FMCG manufacturers. In addition to managing all infrastructure activities for these companies, he was also involved in the development and implementation of multiple warehouse/inventory management systems as well as the implementation of automated systems within the warehouses and manufacturing facilities. Tom earned a dual B. S. degree in



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Math and Computer Science at Emory University and a M.S. in Electrical Engineering at Georgia Institute of Technology.