The 2014 Harry E. Salzberg Memorial Lecture Program

Thursday, October 2, 2014
2:00 p.m.

Helaine and Marvin Lender Auditorium

Hosted by Syracuse University’s Martin J. Whitman School of Management, home of the nation’s first supply chain program.
## SCHEDULE OF EVENTS

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<th>Time</th>
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| 2 p.m. | Welcome Address and Opening Remarks                                  | Kenneth A. Kavajecz
Dean
Whitman School of Management |
| 2:15 p.m. | Presentations                                                        | The Zinsmeister Award
Kenneth Dick ’15 B.S.
Presented by Gary LaPoint
*Assistant Professor of Supply Chain Practice*

**The Robert H. Brethen Prize**
Lauryn Nicole Kulkarni ’15 B.S.
Presented by Fred Easton
*Professor of Supply Chain Management*
| 2:30 p.m. | Salzberg Award Presentation                                           | Cummins Inc.
Accepted by Theodosia Rush
*Executive Director – Global Supply Chain Planning and Logistics*
Cummins Inc. |
| 3:15 p.m. | Break                                                                |                                                                         |
| 3:30 p.m. | Franklin Council for Supply Chain Management Professionals (CSCMP) Syracuse University Student Roundtable Presentation | Topic: Omni-Channel: Transforming the Retail Paradigm
Student presenters: Cory Sanderson ’15 M.S., Alice Chen ’15 B.S.,
Prashanth Kammili ’16 MBA, Dinesh Ganesan ’15 M.S.,
Puneet Kanchi ’16 MBA |
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<td>3:45 p.m.</td>
<td><strong>Staples and the H. H. Franklin Center for Supply Chain Management Partnership Announcement</strong>&lt;br&gt; Rod Galloway&lt;br&gt; <em>Senior Vice President of Supply Chain, Operations &amp; IT</em>&lt;br&gt; Barco Uniforms</td>
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<td>4 p.m.</td>
<td><strong>UPS Presentation</strong>&lt;br&gt; Topic: Omni-Channel Retail: Current State and Future Trends&lt;br&gt; Bala Ganesh&lt;br&gt; <em>Director, Retail Segment Marketing</em>&lt;br&gt; UPS</td>
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<td>4:30 p.m.</td>
<td><strong>Panel Discussion:</strong>&lt;br&gt; The Logistics of Omni-Channel: Making it Work&lt;br&gt; <strong>Moderator:</strong> David Aquino&lt;br&gt; <em>Senior Vice President of Supply Chain, Operations &amp; IT</em>&lt;br&gt; Barco Uniforms&lt;br&gt; <strong>Panelists:</strong> Daphne Carmeli&lt;br&gt; <em>Founder and CEO</em>&lt;br&gt; Deliv&lt;br&gt; Jason Diaz&lt;br&gt; <em>Founder</em>&lt;br&gt; TaxiPass and GetRide&lt;br&gt; Rod Gallaway&lt;br&gt; <em>Vice President Logistics Strategy, Global Design, Engineering &amp; Projects</em>&lt;br&gt; Staples, Inc.</td>
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<td>5:30 p.m.</td>
<td><strong>Closing Remarks</strong></td>
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CUMMINS INC.

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service diesel and natural gas engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Headquartered in Columbus, Ind., (USA) Cummins currently employs approximately 48,000 people worldwide and serves customers in approximately 190 countries and territories through a network of approximately 600 company-owned and independent distributor locations and approximately 6,800 dealer locations. Cummins earned $1.48 billion on sales of $17.3 billion in 2013.

Accepting Medallion on behalf of Cummins Inc.

THEODOSIA RUSH

Executive Director – Global Supply Chain Planning and Logistics
Cummins Inc.

As executive director - Global Supply Chain Planning and Logistics, Theodosia Rush leads several key supply chain functions for the company including logistics, warehousing, transportation, trade compliance, packaging, materials management and enterprise planning for Cummins locations around the world.

Rush is active in driving and supporting several company-wide supply chain transformation programs across these functions. These initiatives are multi-disciplinary and cross every corner of the Cummins enterprise. Ensuring they are implemented on-time and so as to facilitate smooth hand-offs amongst all the planning and logistics functions is core to the company’s vision of market driven supply chains.

She began her career with Cummins in 1999. During her tenure, Rush has held a number of key roles in purchasing, manufacturing, human resources and marketing.

Outside of Cummins, Rush serves on the board at Mill Race Senior Services in Columbus.

She earned a bachelor’s degree in liberal arts from Lenoir-Rhyne College in 1993 and completed her MBA at Indiana University in 1999.
DAVID AQUINO ’93 B.S.
Senior Vice President of Supply Chain and Operations, Barco Uniforms

David Aquino ’93 B.S. is currently the senior vice president of Supply Chain and Operations at Barco Uniforms in Gardena, Calif. He was formerly the vice president of Supply Chain Strategy at educational publisher Houghton Mifflin Harcourt (HMH). Prior to HMH, Aquino was research director with AMR/Gartner, responsible for the research and analysis of supply chain developments in apparel and footwear, beverage, and supply chain organizational design.

Prior to Gartner, Aquino served as the vice president of Supply Chain at Aramark Uniform and Career Apparel, where he was responsible for developing the process, organization and proprietary supply chain technology to support the direct sale apparel organization and several key integration efforts between the three operating divisions. Aquino was also the vice president of Supply Chain at consumer products company AAi. FosterGrant and held key supply chain positions with Scholastic, Pepsi Bottling Group and Unilever.

Aquino earned his B.S. in marketing from Syracuse University and his MBA from Fordham University. He is certified in production and inventory management from the Association for Operations Management (APICS) and is currently an adjunct professor of supply chain management in the MBA program at Northeastern University.

DAPHNE CARMELI
Founder and CEO, Deliv

Carmeli has more than 25 years of experience leading teams in high growth, category defining, entrepreneurial environments. Prior to her role as CEO and founder of Deliv, Carmeli was the CEO at Metreo, a pricing optimization software company, from its inception in 2000 through its acquisition in 2006. Prior to Metreo, Carmeli was the vice president of the eCommerce group at Netscape/America Online (AOL) and a member of the founding team and head of marketing at WebMD. Additionally, she keeps connected to all the newest disruptive technologies through service on several boards of companies in the software, mobile and crowdsourcing spaces.
PANELISTS

JASON DIAZ
Founder, TaxiPass and GetRide

Jason Diaz, founder of TaxiPass and GetRide, is helping lead the effort to bring the $22 billion taxi and limo industry into the 21st century. TaxiPass/GetRide provides taxi drivers and their customers the convenience of card acceptance, plus fleets GPS, dispatch and app solutions.

With over 15 years of experience in the space, Diaz is no stranger to the taxi industry. As a still active New York City licensed Taxi driver (Hack # 497431), Diaz has been involved with improving the safety and quality of life of taxi, livery and limousine drivers and their passengers through a 501(c)3 nonprofit he founded called Cab Watch. Cab Watch organized over 10,000 cabdrivers in New York City to be the largest “neighborhood watch on wheels,” and has been responsible for capturing murderers, hit-and-run drivers as well as helping provide emergency assistance to fellow cabdrivers and New Yorkers in need.

Prior to Cab Watch, Diaz worked at Monitor Company, a strategic consulting firm where he helped Fortune 500 and other top companies with acquisitions, new market entry strategies, branding efforts, market research and business plans. He graduated Magna Cum Laude from the Wharton School of Business with an economics degree.

Diaz is also supportive of the philanthropic activities of his wife Nancy Lublin, who is currently the CEO of DoSomething.org, a national nonprofit that utilizes technology, awards and celebrities to get young people to perform community service.

ROD GALLAWAY
Vice President Logistics Strategy, Global Design, Engineering & Projects, Staples, Inc.

Gallaway is the vice president of Logistics Strategy, Global Design, Engineering & Projects for Staples, a leading supplier of office and business products with over $25 billion in annual revenue operating over 200 fulfillment and delivery locations totaling more than 24,000,000 square feet. In his current role, Gallaway is responsible for the location selection and mission of existing and future locations for the supply chain network. This includes the facility sizing, business units serviced, the design, material handling technology, field engineering, process improvement and the execution of projects.

Before coming to Staples in 1994, Gallaway was the vice president of Distribution Operations at FoxMeyer Drug, a multi-billion dollar pharmaceutical wholesaler, where he was responsible for national operations and delivery. He also held the position of vice president and general manager at HUMCO Labs with total P&L responsibility for manufacturing in the liquid and tablet business.
The Salzberg Endowment was established in 1949 with a gift to the Whitman School of Management at Syracuse University by Murray M. Salzberg ’37 B.S. to memorialize his father’s distinguished career in transportation. Salzberg Medallions are awarded to individuals who have registered professional accomplishments of uncommon magnitude in logistics, transportation and supply chain management as well as to organizations or persons whose pioneering ideas or policies have reshaped their industry.

Today, the Salzberg Program and the H.H. Franklin Center for Supply Chain Management enrich the learning experience in innumerable ways, fostering a close community of students, faculty, staff and practitioners who collaborate to advance the state of knowledge, engage and stimulate the best effort of all. A leader in supply chain management education and research since 1919, the Whitman School offers B.S., M.S., MBA, Ph.D. and executive programs in supply chain management.

The support of the Salzberg Endowment, along with other resources dedicated to supply chain management, have helped the Supply Chain Management Program at Whitman achieve national recognition.

Recent recognitions of the Whitman Supply Chain Management Program includes:


BALA GANESH
Director, Retail Segment Marketing, UPS

Bala leads the Retail Segment Marketing team at UPS, focusing on understanding consumer trends, retail marketing concepts and retail supply chain issues.

Previously, he managed UPS My Choice and built out the web, Facebook and mobile app functionality. Before joining UPS, he worked as an engagement manager at McKinsey & Co. Bala has a Ph.D. (AE) and MBA from Georgia Institute of Technology.

SALZBERG PROGRAM

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Past Recipients of the Salzberg Medallion


Past Recipients of the Walter K. Zinsmeister Award for Outstanding Performance in Supply Chain Management


Franklin Supply Chain Management Advisory Board

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NANCY JENKINS-KENNEDY ’77 B.S., Director, Global Logistics, IBM (Ret)

Vice President
RICHARD ZARSKI ’76 B.S., SVP, Global Operations & Logistics, Fujitsu

David Aquino ’93 BS, SVP, Supply Chain & Operations, Barco Uniforms * Chantal Campbell-Goutcher ’94 BS, Director, Merchandise Design and Analysis, CSX Corporation * Robert D’Avanzo ’88 BS, Senior Partner, Accenture * Rocque D. Dameo ’57 BS, President, Dameo Trucking * Garrard Grannell ’88 BS, President & CEO, Mohawk Global Logistics * Patrick Hackett ’84 BS, Director of International Supply Chain, Bed, Bath & Beyond * Anthony Ilacqua ’80 BS, ’87 MBA, Senior Transportation Analyst & Program Manager, New York State Department of Transportation * Ronald Leibman ’83 MBA, Attorney, Riker Danzig Scherer Hyland Peretti LLP * John Levine, President, Pinsly Railroad Company * Charles P. McCausland ’57 (A&S), Lt. General, US Air Force (retired) * Matthew E. Menner ’90 BS, ’94 MBA, Senior Vice President, Sales & Alliances, Transplace, Inc. * John O’Sullivan ’81 BS, CFO, Mohawk Global Logistics * Nicholas T. Pinchuk, Chairman, President, and CEO, Snap-on Incorporated * John Springer ’79 BS, VP, Nike Golf Supply Chain, Nike * Paul Svindland ’93 BS, COO, Pacer International