

FINANCIAL EXECUTIVE CONFERENCE

MAY 22-24, 2011

CO-LOCATED WITH THE

INTERNAL AUDITING CONFERENCE

MAY 22-25, 2011

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WELCOME



Welcome to the 2011 Financial Executive and Internal Auditing Conferences. We are delighted to have you here in San Diego!

During the next few days, you will participate in exciting and informative educational sessions, hear from phenomenal speakers and have the opportunity to network with your peers, friends and potential business partners to enhance your personal and professional ROI.

For the first time this year, the Financial Executive Conference is co-locating with the 2011 Internal Auditing Conference to give you access to an unparalleled education experience, in addition to providing more valuable and diverse networking opportunities and fresh perspectives on topics that impact your company's financial performance. Please feel free to attend sessions at either conference.

Special thanks to the members of both conference planning committees who have helped shape the education program. This conference is the culmination of their hard work and dedication and that of the FMI staff.

Thank you also to our generous sponsors. With their support we are able to bring you the best possible educational and networking experience.

To ensure that we continue to meet and exceed your expectations, FMI is eager to hear your feedback and will strive to make positive changes. Your suggestions regarding future conference locations, schedules and formatting will continue to ensure that the Financial Executive and Internal Auditing Conferences are best-in-class events for the food retail industry.

We hope you all enjoy the conference.

Sincerely,

Paul A. Cox

Paul Cox, CPA
Chair, Financial Executive Committee
Vice President, Finance
K-VA-T Food Stores, Inc.

Toney C. Coukart

Toney Cothran Coukart, CPA
Chair, Internal Auditing Committee
Chief Internal Auditor
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Mike Hamilton, CTP

Vice President of National Sales – Financial Services

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800.284.2455

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dbinnicker@apexanalytix.com

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Paul Dinkins

970.672.4147

pdinkins@atgaudits.com

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www.balanceinnovations.com

Shelley Bosler

913-599-1177

sbosler@balanceinnovations.com

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Melissa Ruminot
Marketing Manager
203.529.2065
Melissa.ruminot@connolly.com

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Erica Kuhlmann
312.461.2221
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Nikhil Dhawan
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Dave Johnson
Senior Vice President, Account Management & Sales
847.317.5500
djohnson@nchmarketing.com

PRGX

Headquartered in Atlanta, Georgia, PRGX Global, Inc. is the world's leading provider of recovery audit services. With more than 1,400 employees, the company operates and serves clients in more than 30 countries and provides its services to over 75% of the top 30 global retailers. PRGX is also pioneering Profit Discovery™, a unique combination of audit, analytics and advisory services that improves client financial performance. Beyond its core retail practice, PRGX is actively pursuing initiatives to expand into new markets, most notably healthcare and government.

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Alexandra Gobbi
Vice President, Global Marketing and Communications
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THE DATE AND LOCATION
WILL BE ANNOUNCED SOON!



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Sustainability Summit



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Tom McIntyre, SUPERVALU INC., 2011 Summit Co-Chair

Opportunistic companies are able to achieve competitive advantage by addressing the fundamental need for supply chain collaboration. The best-in-class companies are sourcing green and socially responsible products and taking advantage of human resources across their organizations to achieve sustainability objectives..

Join us at the Sustainability Summit to participate in meaningful dialogue for the food and consumer products industry. Together we will share sustainability best practices, seek solutions to maximize limited resources and minimize impacts through cutting-edge innovations and efficiencies that improve the environment, society and our bottom-lines.

Be a part of this exciting game-changing movement.

Register Now at www.tpasustainabilitysummit.org



The Sustainability Summit is hosted by the Food Marketing Institute (FMI) and Grocery Manufacturer Association. The TPA Sustainability Summit will provide a roadmap to accelerate progress in the green and socially responsible economy – which is the growth economy of the future.

INTERNAL AUDITING CONFERENCE PLANNING COMMITTEE

Toney Cothran Coukart, CPA (Chair)
Chief Internal Auditor
Weis Markets, Inc.

Dennis H. Hackett
Vice President, Auditing
The Kroger Co.

Larry Klos
Vice President, Internal Audit
Giant Eagle, Inc.

Theresa Maricevic
Internal Audit Manager
King Kullen Grocery Co., Inc.

Jennie McCarthy
Director, Internal Audit
Safeway Inc.

Richard Parker
Contract Manager
Brookshire Brothers Ltd.

Kimberly A. Rymsza
Senior Manager, Audit
Ahold USA, Inc.

Richard A. Sigmon
Corporate Internal Audit Manager
Alex Lee, Inc.

David Wahl
Director, Internal Audit
Schnuck Markets, Inc.

Amanda Bond-Thorley
Senior Manager, Education
Food Marketing Institute

FINANCIAL EXECUTIVE CONFERENCE

PLANNING COMMITTEE

Paul A. Cox, CPA (Chair)
Vice President, Finance
K-VA-T Food Stores, Inc.

John Franklin
Senior Vice President - Controller
Brookshire Grocery Company

Amanda Tomlin
Controller
United Supermarkets, LLC.

M. Elizabeth Van Oflen
Vice President and Controller
The Kroger Co.

Robert Z. Walker
Chief Financial Officer
Associated Wholesale Grocers, Inc

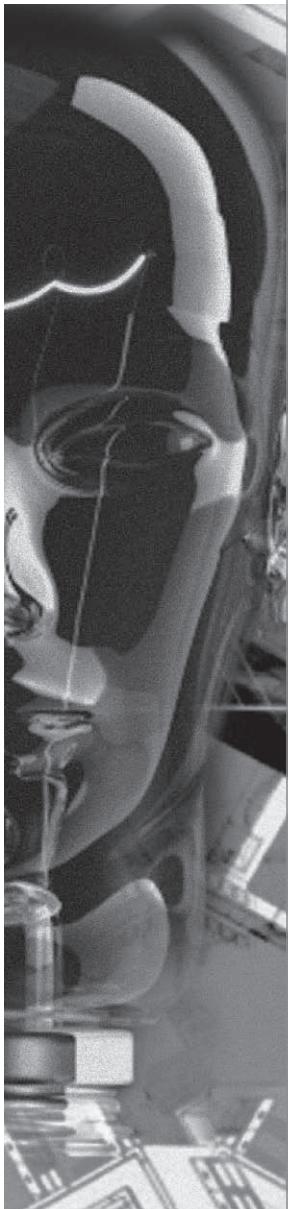
Amanda Bond-Thorley
Senior Manager, Education
Food Marketing Institute



VISIT WWW.FMI.ORG FOR THE
DATE AND LOCATION IN 2012.

E+SD²⁰¹¹

Hilton Atlanta
Atlanta, Georgia
September 18 - 21, 2011



FMI's ENERGY & STORE DEVELOPMENT CONFERENCE

**will expose you to new
ideas, technologies,
and perspectives to:**

- Increase your knowledge and skills about your specific areas of expertise
- Build synergy with others in your company who share similar goals
- Connect with potential business partners who can help take your operations to the next level

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experience will include
thought-provoking
presentations, in-depth
workshops and off-site
events including store
and facility tours.**

Discover the potential of joining forces to find and invest in cost-saving solutions while creating customer-focused, environmentally friendly stores.

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CONFERENCE INFORMATION

Sessions

In order to keep the conference schedule flowing smoothly and in consideration of our speakers, please ensure that you arrive at the designated room at least 5 minutes prior to the start of the session.

Badges

Badges for the conference must be worn at all times, including meal functions, and will serve as your entry ticket for the social event on Tuesday evening.

Dress Code

Business casual attire is the dress code for all onsite functions. Please be aware that meeting rooms can get chilly, so please dress in layers. Both business casual and resort casual dress are appropriate for the evening cruise.

Presentations

Final presentations will be available to all attendees after the conference via the FMI website (www.fmi.org), providing that the presenter has given permission for us to post.

FMI Onsite Staff

Pat Walsh

Senior Vice President, Industry Relations,

Education and Research

Amanda Bond-Thorley

Senior Manager, Education

Ben Quigley, CMP

Logistics Manager, Meetings and

Conventions

SOCIAL EVENT

Sponsored by Phyle Inventory Control Systems

Join us on Tuesday, May 24 for an unforgettable night under the stars! Step aboard the Adventure Hornblower yacht and take a two and a half hour sunset cruise around the San Diego Bay. Enjoy a delicious buffet and open bar while mingling with friends and business partners.

For your comfort and ease, we have arranged for you to board the yacht at the hotel dock. Boarding begins at 6:30 p.m. and the boat will leave promptly at 6:45 p.m. We will not be able to accommodate latecomers! We will return to the hotel dock between 9:00 p.m. and 9:15 p.m.

Attire is business casual / resort casual



Photos courtesy of Hornblower Cruises & Events

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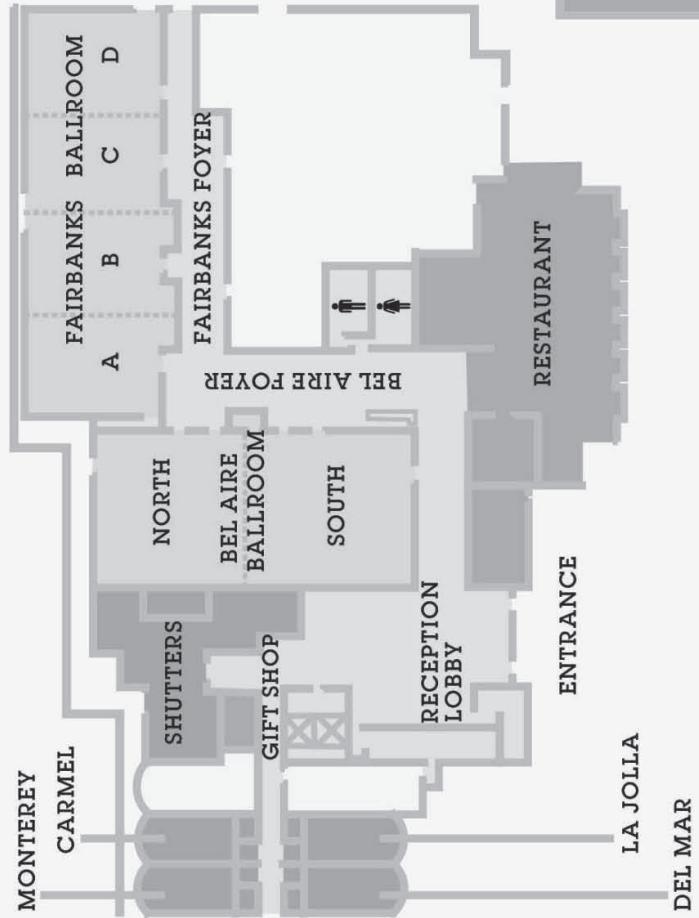
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Sheraton

Bay Tower: Lobby Level



Bay Tower: Upper Level



INTERNAL AUDITING CONFERENCE

AGENDA AT A GLANCE

SUNDAY, MAY 22

3:00 p.m. – 6:00 p.m.	REGISTRATION
3:30 p.m. – 4:30 p.m.	COMMITTEE MEETING
5:00 p.m. – 5:30 p.m.	NEWCOMERS RECEPTION/ORIENTATION
5:30 p.m. – 7:00 p.m.	COCKTAIL WELCOME RECEPTION

MONDAY, MAY 23

7:00 a.m. – 8:00 a.m.	BREAKFAST
8:00 a.m. – 8:15 a.m.	WELCOME AND OPENING REMARKS <i>(Joint Session With FE)</i>
8:15 a.m. – 8:45 a.m.	KEYNOTE ADDRESS: THE FOOD MARKETING INDUSTRY SPEAKS <i>(Joint Session With FE)</i>
8:45 a.m. – 9:45 a.m.	ACCOUNTING UPDATE <i>(Joint Session With FE)</i>
9:45 a.m. – 10:00 a.m.	NETWORKING BREAK
10:00 a.m. – 11:00 a.m.	FOOD SAFETY AUDITING/ RAPID RECALL EXCHANGE
11:00 a.m. – 12:00 p.m.	LEVERAGING CROSS-DEPARTMENTAL COLLABORATION TO IDENTIFY FRAUD
12:00 p.m. – 1:30 p.m.	LUNCH WITH SPEAKER- CHANGING OUR ATTITUDE: MOVING FROM SURVIVING TO THRIVING <i>(Joint Session With FE)</i>
1:45 p.m. – 2:45 p.m.	BREAKOUT SESSIONS <ul style="list-style-type: none">• PHARMACY AUDITING• FUEL STATION COMPLIANCE AND INTERNAL CONTROLS
2:45 p.m. – 3:45 p.m.	DATA BREACHES: PATHS AND PREVENTION <i>(Joint Session With FE)</i>
3:45 p.m. – 4:00 p.m.	NETWORKING BREAK
4:00 p.m. – 5:00 p.m.	ACHIEVING BETTER OPERATING RESULTS VIA VENDOR COLLABORATION <i>(Joint Session With FE)</i>
6:00 p.m. – 7:30 p.m.	COCKTAIL RECEPTION

TUESDAY, MAY 24

7:00 a.m. – 8:00 a.m.	BREAKFAST
8:00 a.m. – 8:10 a.m.	CONFERENCE RECAP <i>(Joint Session With FE)</i>
8:10 a.m. – 9:00 a.m.	MERGERS & ACQUISITIONS: THE NEW WORLD ORDER <i>(Joint Session With FE)</i>
9:00 a.m. – 10:00 a.m.	THE FUTURE OF PAYMENTS: ARE YOU READY? <i>(Joint Session With FE)</i>
10:00 a.m. – 10:15 a.m.	NETWORKING BREAK
10:15 a.m. – 11:15 a.m.	PROTECT YOUR BOTTOM LINE FROM COUNTERFEIT COUPONS AND EXTREME COUPONING
11:15 a.m. – 12:00 p.m.	FRONT END AUDITING
12:00 p.m. – 1:00 p.m.	LUNCH
1:00 p.m. – 2:00 p.m.	ASSESSING AND MITIGATING SELF CHECKOUT SHRINK RISK
2:00 p.m. – 2:45 p.m.	OPEN FORUM
2:45 p.m. – 3:00 p.m.	NETWORKING BREAK
3:00 p.m. – 4:00 p.m.	PCI: PAST, PRESENT AND FUTURE <i>(Joint Session With FE)</i>
4:00 p.m. – 5:00 p.m.	EIGHT SLIPPERY SLOPES TO UNETHICAL BEHAVIOR <i>(Joint Session With FE)</i>
6:30 p.m. – 9:30 p.m.	OFFSITE SOCIAL EVENT

WEDNESDAY, MAY 25

7:30 a.m. – 8:30 a.m.	BREAKFAST
8:30 a.m. – 9:30 a.m.	HOW TO AUDIT THE “TONE AT THE TOP” (CORPORATE ETHICS)
9:30 a.m. – 10:30 a.m.	CAPITAL IMPROVEMENT PROGRAMS: SO WHAT’S THE RISK?
10:30 a.m. – 10:45 a.m.	NETWORKING BREAK
10:45 a.m. – 12:00 p.m.	DIRECT STORE DELIVERY (DSD) AUDITING
12:00 p.m.	CONFERENCE ADJOURS

FINANCIAL EXECUTIVE CONFERENCE

AGENDA AT A GLANCE

Please note that, while the FMI Financial Executive Conference adjourns on Tuesday, May 24, attendees are welcome to join the sessions at the Internal Auditing Conference taking place on Wednesday, May 25th. Please see the Internal Auditing Conference agenda for more information.

SUNDAY, MAY 22

3:00 p.m. – 6:00 p.m.	REGISTRATION
3:30 p.m. – 4:30 p.m.	COMMITTEE MEETING
5:00 p.m. – 5:30 p.m.	NEWCOMERS RECEPTION/ORIENTATION
5:30 p.m. – 7:00 p.m.	COCKTAIL WELCOME RECEPTION

MONDAY, MAY 23

7:00 a.m. – 8:00 a.m.	BREAKFAST	
8:00 a.m. – 8:15 a.m.	CHAIRMAN'S OPENING REMARKS (<i>Joint Session With IA</i>)	
8:15 a.m. – 8:45 a.m.	KEYNOTE ADDRESS: THE FOOD MARKETING INDUSTRY SPEAKS (<i>Joint Session With IA</i>)	11:15 a.m. – 12:00 p.m.
8:45 a.m. – 9:45 a.m.	ACCOUNTING UPDATE (<i>Joint Session With IA</i>)	12:00 p.m. – 1:00 p.m.
9:45 a.m. – 10:00 a.m.	NETWORKING BREAK	1:00 p.m. – 2:00 p.m.
10:00 a.m. – 11:00 a.m.	TAX UPDATE: WHAT'S NEW, WHAT'S NEXT...AND WHAT TO DO ABOUT IT NOW	2:00 p.m. – 2:45 p.m.
11:00 a.m. – 12:00 p.m.	PROFIT 2011: REFOCUS AND RELOAD	2:45 p.m. – 3:00 p.m.
12:00 p.m. – 1:30 p.m.	LUNCH WITH SPEAKER CHANGING OUR ATTITUDE: MOVING FROM SURVIVING TO THRIVING (<i>Joint Session With IA</i>)	3:00 p.m. – 4:00 p.m.
1:45 p.m. – 2:45 p.m.	BREAKOUT DISCUSSION GROUPS (Retailers and Wholesalers Only)	4:00 p.m. – 5:00 p.m.
2:45 p.m. – 3:45 p.m.	DATA BREACHES: PATHS AND PREVENTION (<i>Joint Session With IA</i>)	6:30 p.m. – 9:30 p.m.
3:45 p.m. – 4:00 p.m.	NETWORKING BREAK	
4:00 p.m. – 5:00 p.m.	ACHIEVING BETTER OPERATING RESULTS VIA VENDOR COLLABORATION (<i>Joint Session With IA</i>)	
6:00 p.m. – 7:30 p.m.	COCKTAIL RECEPTION	

TUESDAY, MAY 24

7:00 a.m. – 8:00 a.m.	BREAKFAST	
8:00 a.m. – 8:10 a.m.	CONFERENCE RECAP (<i>Joint Session With IA</i>)	
8:10 a.m. – 9:00 a.m.	MERGERS & ACQUISITIONS: THE NEW WORLD ORDER (<i>Joint Session With IA</i>)	
9:00 a.m. – 10:00 a.m.	THE FUTURE OF PAYMENTS: ARE YOU READY? (<i>Joint Session With IA</i>)	
10:00 a.m. – 10:15 a.m.	NETWORKING BREAK	
10:15 a.m. – 11:15 a.m.	HEALTH CARE REFORM: BENEFITS AND COSTS, TODAY AND BEYOND	
11:15 a.m. – 12:00 p.m.	HEDGING FOR RETAIL: A PRACTICAL APPROACH TO USING TOOLS TO REDUCE RISK	
12:00 p.m. – 1:00 p.m.	LUNCH	
1:00 p.m. – 2:00 p.m.	CREDIT MARKETS: RECOVERING, RELAXING, READY?	
2:00 p.m. – 2:45 p.m.	ROUNDTABLES <ul style="list-style-type: none">Cloud TechnologyDeflationBack Office Convergence Solutions	
2:45 p.m. – 3:00 p.m.	NETWORKING BREAK	
3:00 p.m. – 4:00 p.m.	PCI: PAST, PRESENT AND FUTURE (<i>Joint Session With IA</i>)	
4:00 p.m. – 5:00 p.m.	EIGHT SLIPPERY SLOPES TO UNETHICAL BEHAVIOR (<i>Joint Session With IA</i>)	
6:30 p.m. – 9:30 p.m.	OFFSITE SOCIAL EVENT	

CONTINUING EDUCATION CREDITS

The Food Marketing Institute is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Website www.nasba.org

The 2011 Internal Auditing and Financial Executive Conferences are "group-live" events at the advanced course level and no advanced preparation is required.

Financial Executive Conference:

Prerequisite: None

Attendance at the entire conference earns a total of 18.5 CPE credits in the following fields of study: Management Advisory Services (10 CPE credits), Personal Development (1 CPE credit), Accounting (1 CPE credit), Tax (1 CPE credit), Finance (4.5 CPE credits) and Behavioral Ethics (1 CPE credit).

Internal Auditing Conference:

Prerequisite: Previous experience in supermarket auditing procedures.

Attendance at the entire conference earns a total of 22 CPE credits in the following fields of study: Management Advisory Services (6.0 CPE credits), Personal Development (1 CPE credit), Accounting (1 CPE credit), Auditing (10 CPE credits), Finance (2 CPE credits) and Behavioral Ethics (2 CPE credits). For more information regarding administrative policies such as complaints and refunds, please contact Amanda Bond-Thorley at abondthorley@fmi.org or 202.220.0606.

CPE Procedures

Please pick up a copy of the CPE credits worksheet at the registration desk. Please fill out and sign the form indicating which sessions you attended and also complete the NASBA required evaluation. Both sides of the form must be completed and submitted to FMI staff prior to the conclusion of the conference.

Please sign in and out of each session using the sign in sheet outside the room. Credits cannot be awarded if your name is not on the sign in sheet for that session.



INTERNAL AUDITING AGENDA

SUNDAY, MAY 22

3:30 p.m. – 4:30 p.m. **JOINT COMMITTEE MEETING**

MONTEREY BOARDROOM

5:00 p.m. – 5:30 p.m. **NEWCOMERS RECEPTION/ORIENTATION**

Open to all new attendees who have not previously attended either the Financial Executive or Internal Auditing Conference.

Sponsored by the Internal Auditing and Financial Executive Conference Planning Committees

5:30 p.m. – 7:00 p.m. **COCKTAIL WELCOME RECEPTION**

Sponsored by Inmar, Inc.

MONDAY, MAY 23

7:00 a.m. – 8:00 a.m. **BREAKFAST**

CATALINA BALLROOM

Sponsored by Connolly Consulting, Inc.

8:00 a.m. – 8:15 a.m. **WELCOME AND OPENING REMARKS
(JOINT SESSION WITH FE)**

» *Toney Cothran Coukart, CPA, Chief Internal Auditor, Weis Markets, Inc.*

8:15 a.m. – 8:45 a.m. **KEYNOTE ADDRESS: THE FOOD MARKETING INDUSTRY SPEAKS
(JOINT SESSION WITH FE)**

Hear the latest research from FMI Speaks and Trends and a state-of-the industry overview of economic, consumer and industry trends and their effect. Explore how key trends and emerging issues may develop and prepare to meet those challenges and exploit new opportunities for growth.

» *Pat Walsh, Senior Vice President, Education, Research and Industry Relations, Food Marketing Institute*

8:45 a.m. – 9:45 a.m. **ACCOUNTING UPDATE
(JOINT SESSION WITH FE)**

Understand the tidal wave of new accounting pronouncements rolling in over the next few years, including new accounting requirements for revenue, leases and financial instruments. Get an update on recent developments at the SEC and hear a discussion on the most frequent SEC comments received by companies in the food retailing industry.

» *Arie S. Wilgenburg, Partner, Deloitte & Touche LLP*

9:45 a.m. – 10:00 a.m. **NETWORKING BREAK**

Sponsored by Lavante

10:00 a.m. – 11:00 a.m. **FOOD SAFETY AUDITING/
RAPID RECALL EXCHANGE**

Get an overview of 3rd party food safety certification and the role that the Safe Quality Food (SQF) Institute plays in providing food safety and quality assurance to the grocery retail industry. Discover the challenges faced by the industry subsequent to the passage of the Food Safety Modernization Act (FSMA) and gain insights into how internal auditors can utilize the SQF program to comply with FSMA regulations. Learn about FMI's Rapid Recall Exchange, which enables information exchange between retailers and suppliers about product recalls and withdrawals.

» *Robert Garfield, Senior Vice President, Safe Quality Food Institute*

» *Pat Walsh, Senior Vice President, Education, Research and Industry Relations, Food Marketing Institute*

11:00 a.m. – 12:00 p.m. **LEVERAGING CROSS-DEPARTMENTAL COLLABORATION TO IDENTIFY FRAUD**

Learn from specific case studies how internal auditing and loss prevention departments can collaboratively leverage expertise and experience to identify consumer, vendor and employee fraud and inefficient operations. Gain insight into the latest trends in organized retail crime and discover how to use data mining to identify hot spots and hot products. Find out why retailers risk losing thousands or even millions of dollars through poorly executed vendor contracts and learn how to avoid the pitfalls.

» *Kathleen Smith, Vice President, Loss Prevention, Safeway Inc.*

12:00 p.m. – 1:30 p.m. **LUNCH WITH SPEAKER
CHANGING OUR ATTITUDE:
MOVING FROM SURVIVING TO THRIVING
(JOINT SESSION WITH FE)**

Sponsored by NCH Marketing Services, Inc.

Economic concerns, data security, regulatory challenges, health care uncertainties and consumer expectations have taken a toll on many professionals in the food retail industry, causing some to go into survival mode. It's time for a change in focus and attitude. Discover the secrets of 'can-do' leadership that will inspire your team members to strive for optimum performance, profitability and growth.

» *Bruce S. Wilkinson, CSP- President, Workplace Consultants, Inc.*

1:45 p.m. – 2:45 p.m.

POINT LOMA

BREAKOUT SESSIONS

PHARMACY AUDITING

Join representatives of two national drug chain companies to hear the key risks and challenges internal auditors face in retail pharmacies, including inventory management and controls, pharmacy systems and access, exception reports and regulatory compliance considerations. Further your knowledge of pharmacy operations and learn actionable ideas and strategies to mitigate risks and improve controls.

- » *Hector Pearson, Sr. Regional Loss Prevention Manager, CVS Pharmacy*
- » *Greg Beam, Director, Health and Wellness Asset Protection, Wal-Mart Stores, Inc.*

BEL AIRE BALLROOM

FUEL STATION COMPLIANCE AND INTERNAL CONTROLS

Rising energy and gasoline prices have made efficient fuel station operations more critical than ever. Learn how to perform a risk assessment of your fuel operations and ensure appropriate controls are in place. Review the basics of inventory procedures and effective safety and loss prevention measures.

- » *Carl Ray Polk, President, Polk Oil Company*

2:45 p.m. – 3:45 p.m.

BEL AIRE BALLROOM

DATA BREACHES: PATHS AND PREVENTION (JOINT SESSION WITH FE)

Do you know just how easily an unauthorized individual can gain access to your networks and sensitive data and remain undetected? Discover how corporate firewalls can be bypassed and how databases can be used to compromise host systems and corporate networks. Understand common weaknesses in Intrusion Detection Systems (IDS) and Intrusion Prevention Systems (IPS) configurations and learn about controls to protect your data.

- » *Kevin Nibler, Senior Manager, Security and Audit Services, Canaudit, Inc.*

3:45 p.m. – 4:00 p.m.

BEL AIRE FOYER

NETWORKING BREAK

Sponsored by Lavante

4:00 p.m. – 5:00 p.m.

BEL AIRE BALLROOM

ACHIEVING BETTER OPERATING RESULTS VIA VENDOR COLLABORATION (JOINT SESSION WITH FE)

While retailer/vendor relationships will always be at arms length, a focus on Finance to Finance connections across company lines can yield valuable insights and benefits. Understand the key obstacles encountered in retailer/vendor collaboration and hear strategies for tackling them. Learn best practices for measuring performance.

- » *Mike Jefvert, Managing Director, PRGX Advisory Services*

6:00 p.m. – 7:30 p.m.

GARDEN TERRACE

COCKTAIL RECEPTION

Sponsored by PRGX

TUESDAY, MAY 24

BREAKFAST

Sponsored by Ameriquest Transportation Services, Inc.

CONFERENCE RECAP (JOINT SESSION WITH FE)

- » *Toney Cothran Coukart, CPA, Chief Internal Auditor, Weis Markets, Inc.*

MERGERS & ACQUISITIONS:

THE NEW WORLD ORDER

(JOINT SESSION WITH FE)

Receive an overview of the current competitive landscape and lending environment as well as financial performance and merger and acquisition activity in the grocery industry, both in the retail and distribution sector. Stay current on issues facing other retailers nationwide and discover the strategies they have employed to successfully navigate through the current economic environment. Hear how your competitors are realigning operations to reduce overhead expenses and distribution costs. Explore ways to make similar tactical and strategic decisions that can improve your company's bottom line.

- » *David Schoeder, Principal, The Food Partners*

9:00 a.m. – 10:00 a.m.

BEL AIRE BALLROOM

THE FUTURE OF PAYMENTS:

ARE YOU READY?

(JOINT SESSION WITH FE)

How do companies gain an edge in the ever-evolving environment of consumer payments? Is your company ready for what's next? Understand how the latest legislative and technology trends, including mobile payments, may impact the food industry. Discover what you can do to prepare. Learn how to approach payments strategically.

- » *Paul Cwalina, Senior Vice President, Supermarket and Petroleum National Accounts, First Data*
- » *Joe Samuel, Senior Vice President – Global Affairs, First Data*

10:00 a.m. – 10:15 a.m.

BEL AIRE FOYER

NETWORKING BREAK

Sponsored by Balance Innovations

10:15 a.m. – 11:15 a.m. POINT LOMA	PROTECT YOUR BOTTOM LINE FROM COUNTERFEIT COUPONS AND EXTREME COUPONING Reduce your exposure to counterfeit coupons through partnership opportunities, technology and training. Hear the latest coupon fraud schemes and the measures being undertaken to address this growing problem. Make your voice heard as the Coupon Information Corporation (CIC) refines the first industry wide voluntary best practice guide for coupon acceptance and explore new opportunities to enhance industry relations and lower costs by participating in CIC's ongoing industry reform efforts. » <i>Nancy Lindemood, President, Coupon Information Corporation and Associate Director, Procter & Gamble Distributing Company</i> » <i>Jason Parsons, Senior Investigator, Target Corporation</i>	3:00 p.m. – 4:00 p.m. BEL AIRE BALLROOM	PCI: PAST, PRESENT AND FUTURE (JOINT SESSION WITH FE) <i>Sponsored by WorldPay</i> The evolution of the PCI standard, mandatory for all retailers who process credit card transactions, poses time, resource and financial challenges on retailers. Follow the path to PCI compliance in this case study presented by a former Director of Internal audit at PETCO. Hear his perspectives on the role of the internal auditor in the compliance process and the internal and external risks that financial executives should be concerned about. » <i>Kevin Rigney, CISA, CISM, CISSP, Chief Information Security Officer, PETCO Animal Supplies, Inc.</i>
11:15 a.m. – 12:00 p.m. POINT LOMA	FRONT END AUDITING The front-end is the single greatest contributor of risk exposure and shrink impact in your stores. Discover how cashiers can manipulate register systems to commit fraud and learn how to use key performance indicators (KPI) as an effective tool to identify fraudulent behavior at the front-end. Improve your company's bottom line by understanding the critical controls necessary to mitigate front-end shrink » <i>Don Johnsey, President, JD Johnsey & Associates</i>	4:00 p.m. – 5:00 p.m. BEL AIRE BALLROOM	EIGHT SLIPPERY SLOPES TO UNETHICAL BEHAVIOR (JOINT SESSION WITH FE) Have you ever driven over the speed limit or perhaps downloaded music and not paid for it? If so, you know firsthand how hard it is to always stay within the law. This powerful business ethics presentation revolves around the thought processes that lead to unethical behavior. Kuhse uses his compelling life story to illustrate the eight critical thinking errors that lead to his becoming an international fugitive. Discussing each of these in-depth, he provides insight into common ethical dilemmas faced in business today. » <i>Patrick Kuhse, Internationally Recognized Business Ethics Authority</i>
12:00 p.m. – 1:00 p.m. CATALINA BALLROOM	LUNCH <i>Sponsored by Prologic Redemption Solutions</i>	6:30 p.m. – 9:30 p.m.	EVENING CRUISE ON THE SAN DIEGO BAY ON THE ADVENTURE HORNBLOWER <i>Sponsored by Phyle Inventory Control Specialists</i>
1:00 p.m. – 2:00 p.m. POINT LOMA	ASSESSING AND MITIGATING SELF CHECKOUT SHRINK RISK Self checkout units have been a common feature in the grocery industry for the past 15 years and are becoming increasingly more prevalent. While increasing productivity and lowering labor costs, retailers acknowledge that this technology brings an increased risk of shrink. Learn how understanding and assessing loss risk is essential to successful implementation of self-checkout systems and discover what steps can be taken minimize losses. » <i>Jon Stokes, Director of Loss Prevention & Security, Fresh & Easy Neighborhood Market</i>	7:30 a.m. – 8:30 a.m. CORONADO	WEDNESDAY, MAY 25 BREAKFAST
2:00 p.m. – 2:45 p.m. POINT LOMA	OPEN FORUM	8:30 a.m. – 9:30 a.m. POINT LOMA	HOW TO AUDIT THE “TONE AT THE TOP” (CORPORATE ETHICS) “Tone at the Top” has become a hot button phrase over the past few years that describes the ethics culture determined by an organization's leadership that will have a trickle-down effect on employees. Discover practical ways to audit your company's “Tone at the Top”, how to communicate the results to management and the audit committee and what steps to take if you determine that the “Top” is “Tone Deaf.” » <i>Sheri Brillhart, CIA, MBA, Consulting Manager Risk Advisory Services, RSM McGladrey, Inc.</i>
2:45 p.m. – 3:00 p.m. BEL AIRE FOYER	NETWORKING BREAK <i>Sponsored by Balance Innovations</i>		

9:30 a.m. – 10:30 a.m.

POINT LOMA

CAPITAL IMPROVEMENT PROGRAMS: SO WHAT'S THE RISK?

Does your company have adequate controls in place to mitigate the risk of fraud, waste and abuse when it comes to construction activities? Learn how the current economy has profoundly affected capital improvement programs and the construction industry as a whole, why fraud is more likely to occur and how to mitigate the financial risks of a construction program.

» *John M. Croy, National Leader, Construction Risk Advisory Services, RSM McGladrey*

10:30 a.m. – 10:45 a.m.

POINT LOMA FOYER

NETWORKING BREAK

10:45 a.m. – 12:00 p.m.

POINT LOMA

DIRECT STORE DELIVERY (DSD) AUDITING

Discover industry best practices to improve your store-level audit process and reduce shrink at the back door. Identify risks in the DSD environment, learn the critical auditing controls needed to reduce vendor and receiver fraud, and learn data mining techniques to identify shrink.

» *Don Johnsey, President, JD Johnsey & Associates*

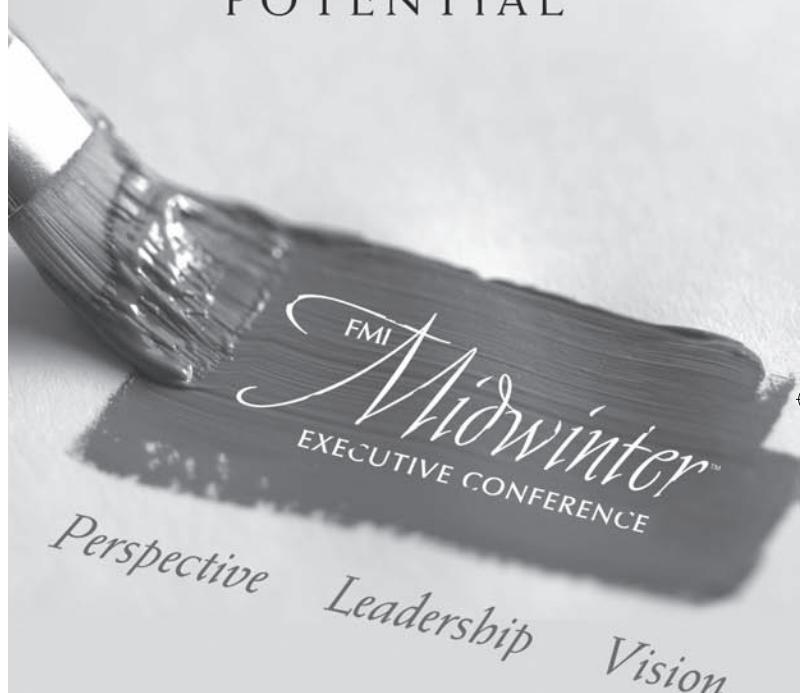
12:00 p.m.

CONFERENCE ADJOURNS

UNCOVER

HIDDEN

POTENTIAL



January 29 - 31, 2012

Hilton Bonnet Creek

Orlando, Florida

FINANCIAL EXECUTIVE CONFERENCE AGENDA

SUNDAY, MAY 22

3:30 p.m. – 4:30 p.m. **COMMITTEE MEETING**

MONTEREY BOARDROOM

5:00 p.m. – 5:30 p.m. **NEWCOMERS RECEPTION/ORIENTATION**

Open to all new attendees who have not previously attended either the Financial Executive or Internal Auditing Conference.
Sponsored by the Internal Auditing and Financial Executive Conference Planning Committees

5:30 p.m. – 7:00 p.m. **COCKTAIL WELCOME RECEPTION**
Sponsored by Inmar, Inc.

MONDAY, MAY 23

7:00 a.m. – 8:00 a.m. **BREAKFAST**

Sponsored by Connolly Consulting, Inc.

8:00 a.m. – 8:15 a.m. **CHAIRMAN'S OPENING REMARKS (JOINT SESSION WITH IA)**
» Paul Cox, Vice President, Finance, K-VA-T Food Stores, Inc.

8:15 a.m. – 8:45 a.m. **KEYNOTE ADDRESS: THE FOOD MARKETING INDUSTRY SPEAKS (JOINT SESSION WITH IA)**
Hear the latest research from FMI Speaks and Trends and a state-of-the industry overview of economic, consumer and industry trends and their effect. Explore how key trends and emerging issues may develop and prepare to meet those challenges and exploit new opportunities for growth.
» Pat Walsh, Senior Vice President - Education, Research & Industry Relations, Food Marketing Institute

8:45 a.m. – 9:45 a.m. **ACCOUNTING UPDATE (JOINT SESSION WITH IA)**
Understand the tidal wave of new accounting pronouncements rolling in over the next few years, including new accounting requirements for revenue, leases and financial instruments. Get an update on recent developments at the SEC and hear a discussion on the most frequent SEC comments received by companies in the food retailing industry.
» Arie S. Wilgenburg, Partner, Deloitte & Touche LLP

9:45 a.m. – 10:00 a.m. **NETWORKING BREAK**

Sponsored by Lavante

10:00 a.m. – 11:00 a.m. **TAX UPDATE: WHAT'S NEW, WHAT'S NEXT ...AND WHAT TO DO ABOUT IT NOW**

New tax legislation; new tax guidance – it's been a busy year. What does it all mean for financial executives? What were the significant tax developments this year and what are some of the emerging tax trends and tax policy debates? Find out what you need to know and gain insights as to what's to come in 2011 and beyond.

» *Nancy C. Wertheim, National Tax Managing Partner, Retail Deloitte Tax LLP*

11:00 a.m. – 12:00 p.m. **PROFIT 2011: REFOCUS AND RELOAD**

Shrink control means PROFIT. In this session you will: Learn how to make loss prevention a profit center, discover how grocery stores are taking bold, fresh action to drive financial performance, challenge your thinking and update your knowledge about performance metrics, identify the 12 standards for control of store shrink, hear the 5 in-store programs every financial manager should understand and measure to promote profitable selling at lower shrink levels and understand which Key Performance Indicators (KPI) are vital to your reporting portfolio

» *Larry Miller, President, The Retail Control Group*

12:00 p.m. – 1:30 p.m. **LUNCH WITH SPEAKER**

CHANGING OUR ATTITUDE: MOVING FROM SURVIVING TO THRIVING (JOINT SESSION WITH IA)

Sponsored by NCH Marketing Services, Inc. Economic concerns, data security, regulatory challenges, health care uncertainties and consumer expectations have taken a toll on many professionals in the food retail industry, causing some to go into survival mode. It's time for a change in focus and attitude. Discover the secrets of 'can-do' leadership that will inspire your team members to strive for optimum performance, profitability and growth.

» *Bruce S. Wilkinson, CSP- President, Workplace Consultants, Inc.*

1:45 p.m. – 2:45 p.m. FAIRBANKS A, B, C	BREAKOUT DISCUSSION GROUPS Join assigned groups to share experiences and exchange ideas (retailers and wholesalers only)	8:10 a.m. – 9:00 a.m. BEL AIRE BALLROOM	MERGERS & ACQUISITIONS: THE NEW WORLD ORDER (JOINT SESSION WITH IA) Receive an overview of the current competitive landscape and lending environment as well as financial performance and merger and acquisition activity in the grocery industry, both in the retail and distribution sector. Stay current on issues facing other retailers nationwide and discover the strategies they have employed to successfully navigate through the current economic environment. Hear how your competitors are realigning operations to reduce overhead expenses and distribution costs. Explore ways to make similar tactical and strategic decisions that can improve your company's bottom line.
2:45 p.m. – 3:45 p.m. BEL AIRE BALLROOM	DATA BREACHES: PATHS AND PREVENTION (JOINT SESSION WITH IA) Do you know just how easily an unauthorized individual can gain access to your networks and sensitive data and remain undetected? Discover how corporate firewalls can be bypassed and how databases can be used to compromise host systems and corporate networks. Understand common weaknesses in Intrusion Detection Systems (IDS) and Intrusion Prevention Systems (IPS) configurations and learn about controls to protect your data. » <i>Kevin Nibler, Senior Manager, Security and Audit Services, Canaudit, Inc.</i>	9:00 a.m. – 10:00 a.m. BEL AIRE BALLROOM	» <i>David Schoeder, Principal, The Food Partners</i>
3:45 p.m. – 4:00 p.m. BEL AIRE FOYER	NETWORKING BREAK <i>Sponsored by Lavante</i>	9:00 a.m. – 10:00 a.m. BEL AIRE BALLROOM	THE FUTURE OF PAYMENTS: ARE YOU READY? (JOINT SESSION WITH IA) How do companies gain an edge in the ever-evolving environment of consumer payments? Is your company ready for what's next? Understand how the latest legislative and technology trends, including mobile payments, may impact the food industry. Discover what you can do to prepare. Learn how to approach payments strategically.
4:00 p.m. – 5:00 p.m. BEL AIRE BALLROOM	ACHIEVING BETTER OPERATING RESULTS VIA VENDOR COLLABORATION (JOINT SESSION WITH IA) While retailer/vendor relationships will always be at arms length, a focus on Finance to Finance connections across company lines can yield relationship insights and operating benefits for both parties. Understand the key obstacles encountered in retailer/vendor collaboration and hear strategies for tackling them. Gain insight into what vendors expect of retailers and discover how both parties can work together to set mutual expectations. Learn best practices for measuring performance. » <i>Mike Jefvert, Managing Director, PRGX Advisory Services</i>	10:00 a.m. – 10:15 a.m. BEL AIRE FOYER	» <i>Paul Cwalina, Senior Vice President, Supermarket and Petroleum National Accounts, First Data</i> » <i>Joe Samuel, Senior Vice President – Global Affairs, First Data</i>
6:00 p.m. – 7:30 p.m. GARDEN TERRACE	COCKTAIL RECEPTION <i>Sponsored by PRGX</i>	10:15 a.m. – 11:15 a.m. BEL AIRE BALLROOM	NETWORKING BREAK <i>Sponsored by Balance Innovations</i>
TUESDAY, MAY 24			
7:00 a.m. – 8:00 a.m. CATALINA BALLROOM	BREAKFAST <i>Sponsored by Ameriquest Transportation Services, Inc.</i>	10:00 a.m. – 10:15 a.m. BEL AIRE FOYER	HEALTH CARE REFORM: BENEFITS AND COSTS, TODAY AND BEYOND The retail grocery industry is already paying more in health care costs than what is often reflected in the bottom line. Learn how changes mandated in the health care reform bill enacted in 2010 will further impact your business. Hear what companies are doing to proactively manage increasing costs in anticipation of changes required by the new law and discover potential methods for mitigating future cost increases. Gain insight into how company-provided health care might look when the entire program is rolled out.
8:00 a.m. – 8:10 a.m. BEL AIRE BALLROOM	WELCOME AND RECAP (JOINT SESSION WITH IA) » <i>Robert Walker, Chief Financial Officer, Associated Wholesale Grocers, Inc</i>	10:15 a.m. – 11:15 a.m. BEL AIRE BALLROOM	» <i>Brigen Winters, Principal, Groom Law Group, Chartered</i>

11:15 a.m. – 12:00 p.m. BEL AIRE BALLROOM	HEDGING FOR RETAIL: A PRACTICAL APPROACH TO USING TOOLS TO REDUCE RISK Delve into the concept of commodity hedging through derivatives by exploring the logical reasoning and tools available to set up a hedging program. Understand the documentation and credit requirements necessary in order to get started. » <i>Peter Andersson, Vice President - Commodity Derivatives, Société Générale Corporate and Investment Banking</i>	3:00 p.m. – 4:00 p.m. BEL AIRE BALLROOM	PCI: PAST, PRESENT AND FUTURE (JOINT SESSION WITH IA) <i>Sponsored by WorldPay</i> The evolution of the PCI standard, mandatory for all retailers who process credit card transactions, poses time, resource and financial challenges on retailers. Follow the path to PCI compliance in this case study presented by a former Director of Internal audit at PETCO. Hear his perspectives on the role of the internal auditor in the compliance process and the internal and external risks that financial executives should be concerned about. » <i>Kevin Rigney, CISA, CISM, CISSP, Chief Information Security Officer, PETCO Animal Supplies, Inc.</i>
12:00 p.m. – 1:00 p.m. CATALINA BALLROOM	LUNCH <i>Sponsored by Prologic Redemption Solutions</i>		
1:00 p.m. – 2:00 p.m. BEL AIRE BALLROOM	CREDIT MARKETS: RECOVERING, BELAIRE RELAXING, READY? Triggered by the housing debacle in 2008, the volatile credit market had a major impact on the global economy. As it regains strength, banks have recovered from the credit crisis and are eager to partner with successful businesses to fund programs at attractive rates. Learn how economic variables such as unemployment, inflation, the Federal Funds Rate, the value of the dollar, emerging markets, capital demand and commodities will continue to impact the credit markets and the U.S. and global economies. Discuss how the credit market is projected to perform this year and beyond. » <i>Martha Pruitt Mathews, Senior Vice President, JPMorgan Chase</i>	4:00 p.m. – 5:00 p.m. BEL AIRE BALLROOM	EIGHT SLIPPERY SLOPES TO UNETHICAL BEHAVIOR (JOINT SESSION WITH IA) Have you ever driven over the speed limit or perhaps downloaded music and not paid for it? If so, you know firsthand how hard it is to always stay within the law. This powerful business ethics presentation revolves around the thought processes that lead to unethical behavior. Kuhse uses his compelling life story to illustrate the eight critical thinking errors that lead to his becoming an international fugitive. Discussing each of these in-depth, he provides insight into common ethical dilemmas faced in business today. » <i>Patrick Kuhse, Internationally Recognized Business Ethics Authority</i>
2:00 p.m. – 2:45 p.m. FAIRBANKS A, B, C	ROUNDTABLES <ul style="list-style-type: none">• Cloud Technology » <i>moderated by John Payne, Senior Vice President and Chief Information Officer, Associated Wholesale Grocers (AWG)</i>• Deflation• Back Office Convergence Solutions » <i>moderated by Paul Cox, CPA, Vice President, Finance, K-V-AT Food Stores, Inc. and Amanda Tomlin, Controller, United Supermarkets, LLC</i>	6:30 p.m. – 9:30 p.m.	EVENING CRUISE ON THE SAN DIEGO BAY ON THE ADVENTURE HORNBLOWER <i>Sponsored by Phyle Inventory Control Specialists</i>
2:45 p.m. – 3:00 p.m. BEL AIRE FOYER	NETWORKING BREAK <i>Sponsored by Balance Innovations</i>		

SPEAKER BIOS

Peter Andersson



Peter Andersson is a Vice President on Société Générale's Commodities Trading Desk in New York City. Peter has over 10 years of experience in the energy & banking industry. He is currently responsible for marketing energy derivatives to energy producers and consumers globally. Peter holds a Bachelor of Science degree in International Business from the College of Charleston, South Carolina.

Greg Beam

Greg Beam is the Director of Health and Wellness Asset Protection at Wal-Mart and heads the Health and Wellness Diversion Investigations Team, which is responsible for data mining and coordinating information as well as initiating and directing drug diversion investigations, training, and law enforcement coordination for all U.S. pharmacy operations. He is also responsible for pharmacy mail order, central fill and optical manufacturing and distribution facilities.

Greg is a retired military veteran, having serving 21 years on active duty in the US Air Force. During his military career he was assigned as non-commissioned officer to the intelligence operations for the European and Far East theaters of operation, where he identified, selected, and completed target mission folders for U.S. and NATO air missions. He spent 12 years as a Special Agent and Operations Superintendent in the Inspector General's Office at the Air Force Office of Special Investigations in Washington D.C. investigating criminal and counter intelligence matters, both at home and abroad. He served on multiple federal task force operations alongside DEA, FBI, U.S. Customs Service, and U.S. Marshall's Office on national and international matters.

Previously, Greg was employed by the Walgreens Company where he worked for seven years in loss prevention capacities ranging from District Loss Prevention Supervisor, managing a 30 store market, to Regional Loss Prevention Manager, responsible for training and supervising district loss prevention supervisors in a 95 store region.

Sheri Brillhart, CIA, MBA



Sheri Brillhart is part of RSM McGladrey's risk advisory practice and is based in Charlotte, NC. She has eleven years of diversified internal audit and risk management experience. Since joining RSM McGladrey in 2006, Sheri has focused on providing internal audit, Sarbanes-Oxley and enterprise risk management services to clients in industries ranging from manufacturing, retail, distribution, real estate (REIT) and cash services.

Prior to joining McGladrey she worked for international manufacturing companies such as PPG Industries, Inc. & EnPro Industries, Inc. where she led risk-based financial, compliance, operational and Sarbanes-Oxley audits in Europe, South America, Asia-Pacific and North America. Her recent presentations on behalf of the Institute of Internal Auditors have included topics such as "Introduction to Enterprise Risk Management" and "Internal Auditors and Fraud".

John M. Croy, CIA, CFE, CPA, MBA



John Croy is the National Leader, Construction Risk Advisory Services for RSM McGladrey. He has thirty years experience in construction, engineering, forensic and manufacturing accounting and auditing for commercial and governmental projects in North America and several foreign countries. He has given seminars, published articles and has been a guest speaker at national conferences for the Institute of Internal Auditors, Association of Certified Fraud

Examiners and the Association of Healthcare Internal Auditors. John has conducted engagements for the health care industry, restaurants, gaming industry, high technology firms, municipalities, developers and manufacturing entities and is currently providing services for \$20 billion in construction activity. He has provided litigation support for several major construction programs and has conducted investigations leading to indictments of government officials and civilians.

Prior to joining McGladrey, John held senior level positions for major publicly traded construction and engineering companies including Chief Financial Officer and Assistant Director of Internal Audit. John holds a Bachelor of Science degree in Accounting and a Masters in Business Administration from the University of Idaho. He is also a Certified Internal Auditor, Certified Fraud Examiner and Certified Public Accountant.

Paul Cwalina



Paul Cwalina, Senior Vice President, Supermarket and Petroleum National Accounts, leads the supermarket and petroleum national account teams for First Data. In this role, he is responsible for sales and strategic business relationships with the largest retailers in these industries. Cwalina has been with First Data for 15 years in various business relationship, sales and sales management positions. He previously oversaw the day-to-day and business relationships for more than 650 national customers across all vertical markets and products for First Data. Prior to joining First Data, Paul spent time at SPS Payment Systems and Hess Corporation.

Paul holds Bachelor of Science degree in business from Penn State University and an MBA from the University of Pittsburgh.

Robert Garfield



Robert Garfield is the senior vice president, Food Marketing Institute (FMI) responsible for managing the Safe Quality Food Institute (SQFI), an international food safety and quality certification program recognized by the Global Food Safety Initiative (GFSI). Prior to joining SQFI, Robert was senior vice president for public policy and international affairs for the American Frozen Food Institute (AFFI), where he was AFFI's lead advocate for addressing food, environmental, trade and other legislative proposals, and policies resulting from the promulgation of rules by Federal agencies. He was also responsible for AFFI's international regulatory and trade activities. Simultaneously, Robert served as executive director of the National Frozen Pizza Institute (NFPI) and served as the primary contact for the National Yogurt Association (NYA).

Robert has served as chairman of the Institute of Food Technologists (IFT) Washington, DC section, and on several IFT committees. He was also chairman of the Food Industry Environmental Council (FIEC), the Alliance for Listeriosis Prevention, and the Current Good Manufacturing (CGMP) Coalition. Robert was chairman of the Processor/Manufacturer Sub-Council, Food and Agriculture Sector Coordinating Committee (FASCC), Department of Homeland Security, (DHS) and is a member of the Agricultural Technical Advisory Committee for Trade in Processed Foods (ATAC), U.S. Department of Agriculture. Robert is a professional member of IFT, and an associate member of the Association of Food and Drug Officials (AFDO). In 2007, he was honored by receiving AFDO's Associate Award.

Robert received a Bachelor of Business Administration from the University of Cincinnati and a Master of Science, Agriculture, from the California State University, Fresno.

Mike Jefvert



In his role as Managing Director, Mike Jefvert is responsible for developing client relationships and leading projects for PRGX's advisory services.

He has over 28 years of industry experience, with more than 10 years in consulting and 13 years in corporate finance positions. His areas of expertise include: procure-to-pay, project management, mergers and acquisitions, systems implementation, budgeting and performance management, international finance and accounting, capital project evaluation, price risk management, sales operations, and change management.

Mike gained an MBA from Indiana University and a Bachelor of Science degree in Industrial Management from Purdue University. He is also a Certified Public Accountant.

Don Johnsey



Don Johnsey is the President of JD Johnsey & Associates. He has over 25 years of experience in internal auditing, loss prevention and asset protection, working in such positions as Manager, IT Audit at Armco Steel; Director, Internal Audit at H-E-B Grocery; Vice President of Audit and Loss Prevention at Randalls / Tom Thumb and most recently as Regional Vice President of Howard Schultz and Associates. He has over eight years experience as an independent consultant, advising on retail inventory controls, retail shrink assessment, point of sale system controls, direct store delivery controls, loss prevention, accounts payable audit, internal audit, IT controls, and store management training. Don also served for seven years as the Chairman of the FMI Internal Auditing Conference Committee, of which he was a member for 15 years.

Patrick Kuhse



Patrick Kuhse is an internationally recognized authority on business ethics as well as one of the most in-demand speakers in America today. From Harvard to Stanford to Boeing, he has lectured nationally and internationally on white-collar crime and critical thinking skills. He also serves as an appointed "Ethics Fellow" for both the University of Arizona and Suffolk University in Boston.

Kuhse was a successful stockbroker and entrepreneur until indicted on 32 federal felony counts, including bribing a public official, money laundering and conspiracy. He spent four years as an international fugitive before self-surrendering and serving four years in both a foreign jail and federal prison. He is uniquely qualified to explore the critical thinking errors that underpin white-collar crime and unethical behavior. His personal experiences, observations and reflections about the causes and preventions of white-collar crime will entertain and provoke you to think more deeply about your own behaviors.

Nancy Lindemood

Nancy Lindemood is the President of the Coupon Information Corporation (CIC), and Associate Director at Procter & Gamble with responsibility for coupon operations and controls. As CIC President, Nancy leads the 30 member organization as it works with retailers, processors and other industry participants to seek efficient and practical solutions to mutual coupon security challenges. Record attendance at the CIC's recent Industry Leadership Summit reflects the high interest among trading partners in collaborating to find solutions.

Nancy's 27 year career at P&G includes extensive assignments in internal auditing and customer financial services, as well as various finance roles in the business units. She has led P&G's coupon operations since 2008. She is a member of the Joint Industry Coupon Council (JICC) and co-leads the subcommittee developing voluntary industry standards for digital coupons.

Larry Miller



Larry Miller is an ex-retail executive and today the retail industry's top shrink control and loss prevention expert. He is creator of the Shrink Trax Cashier Theft Prevention Technology, author of the National Shrink Survey, the Cornell University Manager's Guide to Loss Prevention (Best Practices) and the Total Store Manager Profit Program. Larry Miller is the leading Loss Prevention & Store Operations Shrink Control Trainer in the U.S. He has personally trained over 3,000 store managers and supervisors to dramatically grow their profits in hundreds of companies.

Kevin Nibler



Kevin Nibler, an Associate of (ISC)2, is Senior Manager of Security and Audit Services at Canaudit, where he heads the company's research and development and directs staff in Canaudit's efforts to identify new IT audit and security risks and develop new tools to automate audits. Since starting at Canaudit, he has specialized in the audit and penetration testing of internet, web applications and web mail for his clients and has helped develop many of the tools used. He is also responsible for managing internet audits, web application assessments and external vulnerability testing.

As a member of the Canaudit Penetration Team, Kevin is adept at identifying vulnerabilities. In the Windows environment, he is easily able to discover the single flaw in a machine that has the capability of compromising the entire domain. Kevin developed the Canaudit audit approach and security baseline regimen for Voice over Internet Protocol (VoIP). He also developed and implemented the enhanced Canaudit Microsoft SQL audit approach. His software enhancements and scripts simplify the process of digging deeply into the database structure to assess the controls and suggest improvements in the configuration, security and other database controls.

Kevin holds a Bachelor of Science in Computer Science from California State University of Northridge.

Jason Parsons



Jason Parsons is a Senior Investigator at Target Corporation. Jason has over 17 years of experience in law enforcement and retail investigations. Jason's expertise includes organizational leadership, complex ORC (Organized Retail Crime) investigations within high-theft/high-risk markets, as well as a proven ability to build effective partnerships across all business pyramids. For the past 6 years, Jason has worked at Target Corporation as a Store

Executive and Market Investigator. Jason has received numerous awards from his current and previous employers including the Presidential Award from the Coupon Information Corporation for his efforts in closing out a significant national coupon fraud case. Additionally, Jason has been named District Executive of the Year and Police Officer of the Year. Jason has a Bachelor's Degree in Vocational/Occupational Studies from CSULB.

John Payne



Jon Payne joined Associated Wholesale Grocers (AWG) as Senior Vice President and Chief Information Officer in September 2009. Prior to joining AWG, Jon was President of Western Air Enterprises, a FAA part 135 on demand aircraft charter and FAA part 141/61 flight school. Jon has held the positions of Vice President of Information Technology at Wild Oats Markets in Boulder, Colorado, Vice President, Hosting Engineering at Qwest Communications in Denver Colorado, Director Network/Computing Services at Sprint in Kansas City, Missouri and Director of Point of Sale Development at Pizza Hut in Wichita, Kansas. He has also held programming and management positions with General Mills in Minneapolis, Minnesota.

Jon obtained his BA in Business Administration/Computer Science from Concordia College in Moorhead, Minnesota. He also earned an MBA from the College of St Thomas in St Paul, Minnesota. While working on his MBA, Jon successfully passed the CPA exam. In his spare time, Jon is an avid aviator and flight instructor. He holds single and multi engine commercial pilot certificates and flight instructor (instrument) and advanced ground instructor certificates.

Hector Pearson



Hector Pearson is a Senior Regional Loss Prevention Manager with CVS Caremark Pharmacy. He has had extensive loss prevention experience at the manager, corporate auditor and director level in department, specialty and off-price retail store environments. With a passion for continuing education and professional development, Hector is currently completing the certification process to become a Certified Forensic Interviewer (CFI). He is a member of the Loss Prevention Foundation and a member of the Special Project Committee. Hector is also an active participant with the National Retail Federation Loss Prevention National Conference and a long-standing member of NADDI, the National Association of Drug Diversion Investigators.

Carl Ray Polk

Carl Ray began his career in 1989 in Tyler, Texas, selling commercial fuels and lubricants for the family business, Polk Oil Co., Inc., founded in 1937. Carl Ray conducted a buyout of the company in 2003, and sold Polk Oil to Brookshire Brothers, LTD in 2007. He served as Executive Vice President for three years and was also appointed to the Board of Directors and served on the Audit Committee.

In January of 2011, Carl Ray became a Partner at Corner Capital Advisors, LLC, which specializes in the convenience, fuel and energy space, providing consulting and advisory work to convenience store operators/ wholesale fuel distributors, refiner/marketers and the energy sector.

He is a former Board Chair of the Texas Petroleum Marketers Association and a member of Coca Cola's National Retailers Council. He has served on several committees for the National Association of Convenience Stores (NACS), and is a former Chairman of the Board of Lufkin's Chamber of Commerce. In February of 1999, he was appointed by then Governor George W. Bush to the Angelina Neches River Authority where he served a six year term. Carl Ray currently serves on the Board of Directors for Tank Owners Mutual Insurance Company and Brookshire Brothers Grocery Co., in addition to the Board of Directors of Memorial Medical Center of East Texas and The Texas Petroleum Marketers Association.

Carl Ray received his education from Kilgore Junior College and The University of Texas-Austin. Additionally, he completed the Mergers and Acquisition Program through the Anderson School of Business at UCLA in Los Angeles, California.

Martha Pruitt Mathews



Martha Pruitt Mathews is a Senior Vice President and banker in JPMorgan Chase Bank's Commercial Banking Group. A veteran of the banking industry for 26 years, Martha currently manages needs and delivers financial solutions to clients in the mid-market for North Texas. In previous roles at Chase, Martha managed the Commercial Banking Development Program for the Southwest, and was a Private Banker focused on clients in the established wealth and entrepreneur sector.

Martha started her career in banking with RepublicBank Corporation as a Relationship Manager in the U.S. and International Division, focusing on Fortune 1000 companies in the West and Mid-West. This was a career change after her first job as an engineer with Mobil Pipeline Company. She still has her hard hat from those days.

Martha holds a Master in Business Administration from the University of Texas at Austin. Her undergraduate degree is in mechanical engineering from Southern Methodist University. Martha and her husband, Quin, reside in Dallas and enjoy traveling to new locations throughout the globe. When not traveling, Martha enjoys competing in tennis doubles.

Kevin Rigney



Kevin Rigney, is the Chief Information Security Officer for PETCO Animal Supplies, Inc. He is a Certified Information Systems Auditor (CISA), a Certified Information Systems Manager (CISM) and a Certified Information Systems Security Professional (CISSP). He has served as CISO at PETCO since July of 2005, 3 years of which he also served as the interim Director of Internal Audit. He also serves as a Commander in the United States Naval Reserves, addressing technology and administrative needs for the Commander of Third Fleet Naval Forces.

Joseph M. Samuel



Joe Samuel is Senior Vice President, Global Public Affairs at First Data Corporation. He leads First Data's global public affairs function, which includes regulatory outreach, government lobbying and advocacy initiatives, as well as corporate social responsibility strategic initiatives. In this capacity, Joe is responsible for developing and executing lobbying and advocacy strategies designed to support and protect First Data's global business operations. In addition, he is responsible for the design and implementation of First Data's corporate social responsibility initiatives that drive the company's philanthropic efforts throughout the world.

Prior to joining First Data, Joe worked for a Denver-based technology services start-up company as a business development professional and then as leader of the company's channel sales team. Before that, he spent nearly 10 years working in government as senior staff to federal and state public policy makers, including three different members of the United States Congress in Washington, D.C. and former Colorado Governor Bill Owens.

Joe received his undergraduate degree from Colorado State University and his graduate degree from the University of Colorado at Boulder. He also attended the Kellogg School of Management at Northwestern University. Joe was appointed by Colorado Governor Bill Ritter to the Colorado Judicial Discipline Commission. In addition, he serves on the board of directors of the European-American Business Council, as well as the Colorado branch of Volunteers of America, and the Denver Metro Chamber of Commerce.

David W. Schoeder



David Schoeder is a Principal at The Food Partners. He has 29 years of investment banking experience within the food industry, specializing in acquisitions, divestitures, debt restructuring, private placement, and strategic advisory services. He is also a leading national expert on capitalization and governance issues relating to cooperatives and private companies. Prior to founding TFP, Schoeder served as managing director at both KPMG Retail Ventures and the

Cooperative Funding Corp., the investment banking affiliate of National Cooperative Bank. Prior to the Cooperative Funding Corporation, Schoeder served as the assistant treasurer of Farm Credit Banks of St. Paul, a \$12 billion lending institution serving the agribusinesses sector. Schoeder is a frequent speaker for grocery industry events including the Food Marketing Institute and National Grocers Association. He serves on the board of a number of private companies and is on the board of Food For All. Schoeder is second generation to the food industry.

Jon Stokes



Jon Stokes is the Director of Loss Prevention and Security for Fresh & Easy Neighborhood Markets based in El Segundo California. Fresh & Easy is the United States subsidiary of Tesco, Ltd based in Cheshunt, Great Britain and is a 170 store chain of neighborhood grocery stores in California, Arizona and Nevada. Jon has over 26 years experience in retail and grocery loss prevention and has worked with Lucky Stores, Inc., KV Mart Company and Longs Drug. Jon sits

on the Board of Directors for the California Shopping Cart Retrieval Corporation and the loss prevention councils for the Food Marketing Institute (FMI) and California Grocers Association (CGA). Jon holds professional certifications as a Certified Protection Professional (CPP) from the American Society for Industrial Security and a Certified Forensic Interviewer (CFI) from the Center for Interviewer Standards & Assessment Ltd.

Kathleen Smith



Kathleen Smith, CFI, is vice president of loss prevention for Safeway where she is responsible for security and loss prevention for over 1,700 stores in the U.S. and Canada, thirty-three manufacturing facilities, twenty warehouse facilities, and buying offices worldwide. With over twenty years of security management and law enforcement experience, Smith is past chairperson of the Food Marketing Institute's loss prevention committee. She is also on the

advisory committee for the Center for Interviewer Standards and Assessment, the loss prevention committee for the California Grocers Association, and the board of directors for California Shopping Cart Retrieval Corporation. Smith is also a member of RILA's Horizon Committee.

Smith has earned a master's degree in communications from Pepperdine University, Advanced Police Officer Standards and Training certificate from the State of California, and was elected to the "Who's Who of American Women" in 1999. Smith is also a Certified Forensic Interview

Patrick Walsh



Pat Walsh is Senior Vice President, Industry Relations, Education and Research at the Food Marketing Institute, where he has worked for the past 12 years. His responsibilities include industry and trade development, trade association collaboration, directing joint industry initiatives in supply chain, sustainability, asset protection, private brands, growth, operational excellence as well as leadership and management development initiatives. Pat leads

FMI strategic initiatives in education to include all conferences, on-line learning capabilities as well as industry and consumer research and insights.

Pat has spent his entire career in the food and consumer products industry starting in 1972 as a retail produce clerk with SUPERVALU, INC. Prior to FMI, Pat spent four years at Safeway, Inc. as the Corporate Director, Electronic Marketing, where he was responsible for launching, developing and managing Safeway's frequent shopper, customer management and database marketing programs in North America.

Pat spent 17 years on the manufacturing side of the business with Kraft Foods, Inc. He started his career with General Foods Corporation as a sales representative and held a variety of management positions at Kraft Inc, where he managed the integration of the first Kraft General Foods consolidated sales and marketing organization, combining the assets of Kraft, General Foods and Oscar Mayer in the Hawaii marketplace.

Pat received his Bachelor of Arts Degree in Political Science and International Affairs from The George Washington University.

Nancy Wertheim



Nancy C. Wertheim is a National Tax Managing Partner at Retail Deloitte Tax LLP. She is a recognized authority on tax policy impacting retailers and has more than 29 years of experience. She serves on tax advisory boards and represents some of the world's most innovative and successful retailers. Nancy is the winner of Accounting Today's prestigious "Gold Medal Award for Outstanding Client Service."

She holds a BA from Clark University and a JD degree from the University of Connecticut School of Law.

Arie S. Wilgenburg



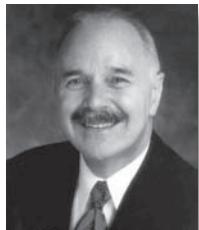
Arie S. Wilgenburg is a Partner with Deloitte & Touche LLP in the firm's National Office Accounting Consultation Group in Chicago, focusing primarily on revenue recognition, consolidation, and leasing matters. In this capacity, he assists clients in the application of US GAAP and IFRS. Mr. Wilgenburg also serves as the National Office Liaison Partner for two Fortune 500 audit clients. Mr. Wilgenburg is also a frequent speaker at conferences covering a

wide range of topics including software revenue, multiple element arrangements, the recently released Exposure Drafts on Revenue Recognition and Leasing, consolidation of variable interest entities, and various SEC matters.

From 2008 to 2010, Mr. Wilgenburg was a Professional Accounting Fellow in the Office of the Chief Accountant of the U.S. Securities & Exchange Commission (SEC), with emphasis on revenue recognition, consolidations, discontinued operations, restructurings, contingencies, long-lived assets and impairments. In this role, he also followed the activities of various professional accounting standard-setting bodies both within the United States and internationally, consulted with registrants on accounting and reporting matters, and participated in the development of the Commission's and other standard-setting bodies' rule proposals.

Mr. Wilgenburg earned a Bachelor of Science degree in Accountancy from Calvin College. He is a Certified Public Accountant in the states of Illinois, California, and Michigan. He is also a member of the American Institute of Certified Public Accountants.

Bruce Wilkinson



Bruce S. Wilkinson, CSP is a leadership/communication specialist, professional keynote speaker and workplace trainer who reinforces personalized messages with humor, passion, enthusiasm and authenticity. His mission is to help organization's translate their culture into a workplace climate that inspires excellence, service and accountability. Bruce was a two-term elected member of the Board of Directors of the National Speakers Association and is one of fewer than 800 people worldwide to earn the prestigious Certified Speaking Professional (CSP) designation.

As President and Chief Leadership Officer of Workplace Consultants, Inc. and Wilkinson Seminars and Presentations, he has presented in all 50 states, delivering enthusiastic keynotes and training programs for over twenty-five years to clients such as Office Depot, Burger King, KFC, Sonic Drive-In, Xerox, Frito-Lay, various contractors and hospitals, Kellogg's, T.G.I. Friday's, the Department of Defense, NASA, Louisiana State University, Miller Brewing, Anheuser-Busch and Jack Daniel's.

Brigen Winters



Brigen L. Winters is a principal at Groom Law Group, Chartered, a firm of over 50 attorneys that focuses on ERISA and employee benefits issues. Mr. Winters co-chairs the firm's policy and legislation practice group and also works with the firm's executive compensation, health and welfare, plan design and taxation, and multiemployer plans practice groups. His practice includes counseling plan sponsors, insurers and other financial institutions regarding executive

compensation, health and welfare and tax-qualified arrangements, and advising plan sponsors, coalitions, and trade associations on legislative and regulatory matters. Winters has worked extensively on health reform issues that were recently enacted as part of the Patient Protection and Affordable Care Act. He also works extensively on executive and nonqualified deferred compensation issues, including compliance and plan design issues related to Code sections 409A, 162(m) and 457A. Mr. Winters served for three years as majority tax counsel to the House Committee on Ways and Means where he was responsible for all issues related to employee benefits and deferred compensation, including the Portman-Cardin pension reform legislation that was enacted as part of the Economic Growth and Tax Relief Reconciliation Act of 2001.

Winters has an LL.M. in Taxation with an Employee Benefits Certificate from the Georgetown University Law Center, a J.D. from the University of Virginia School of Law and a B.A., *summa cum laude* from the James Madison University.

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FOOD MARKETING INSTITUTE ANTITRUST STATEMENT

The Food Marketing Institute (FMI) believes strongly in competition. Our nation's antitrust laws govern competition in the economy. It is FMI's policy to comply in all respects with the antitrust laws.

Association meetings or workshops by their very nature bring competitors together. It is expected that all member representatives involved in FMI activities, as well as FMI consultants and other participants, will be sensitive to the legal issues and act in compliance with applicable antitrust and competition laws both at FMI meetings and FMI-sponsored events.

Accordingly, it is necessary to avoid discussions of sensitive topics that can create antitrust concerns. Agreements to fix prices, allocate markets, engage in product boycotts and to refuse to deal with third parties are illegal under the antitrust laws. At any association meeting discussions of prices (including elements of prices such as allowances and credit terms), quality ratings of suppliers, and discussions that may cause a competitor to cease purchasing from a particular supplier, or selling to a particular customer, should be avoided. Also, there should be no discussion that might be interpreted as a dividing up of territories.

An antitrust violation does not require proof of a formal agreement. A discussion of a sensitive topic, such as price, followed by action by those involved or present at the discussion is enough to show a price fixing conspiracy. As a result, those attending an association-sponsored meeting should remember the importance of avoiding not only unlawful activities, but even the appearance of unlawful activity.

As a practical matter violations of these rules can have serious consequences for a company and its employees. Antitrust investigations and litigation are lengthy, complex and disruptive. The Sherman Act is a criminal statute, and may even result in penalties punishable by steep fines and imprisonment. The Justice Department, state attorneys general and any person or company injured by a violation of the antitrust laws may bring an action for three times the amount of the damages, plus attorney's fees.

If you have any questions or concerns at this meeting, please bring them to the attention of FMI staff.

January 2011



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- THE FOOD RETAILING INDUSTRY SPEAKS 2011
An analysis of financial performance, operational and store-level benchmarks as well as strategic and competitive insights.



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An in-depth look at attitudes and behaviors of American consumers as they relate to and impact the food retail industry.



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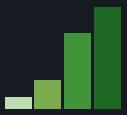
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