

Supply Chain Focus for Retailers

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Capabilities needed at the retailer level

1. Speed and space
2. Risk management
3. Ability to service multiple segments
4. Be paranoid
5. Be able to take a punch

How retailers are addressing these needs

1. Consolidation
2. Key partners both up and down stream for efficiency and speed
3. Commercialize new innovations quickly
4. Going to “war for talent”

Mistakes we tend to make

1. I do not need anybody
2. Build it and they will come
3. I do not really understand the customer
4. Overestimate the short term and underestimate the long term implications
5. I do not really understand our employees

5 key things your supply chain will need to have in 2020

1. Talent that is well versed in data analytics
2. Utilizing third parties for non-core work to remain competitive (outsourcing maintenance, distribution and warehousing)
3. Ability to commercialize new innovations quickly
4. Establishing trust with key partners both up and down stream for efficiency and speed
5. Agility to provide unique service/products to customer segments

Why we will win

1. Our capital is patient
2. Growers still trust us
3. Never bet against passion

Thank you



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