

## ABOUT THE COMPANIES

### Competitive Logistics, LLC:

Competitive Logistics' primary objective is to help our clients identify and implement solutions that have an immediate bottom-line impact. All of our associates have more than 10 years of real world experience which, combined with formal training, provide our clients with creative and unique solutions. With our assistance businesses are able to improve their supply chains and the physical distribution of their products, and thus their bottom-line.

At Competitive Logistics we believe that logistic technologies are tools, not solutions. Whether you have an existing investment in logistics technology or are about to make one, we can help you realize maximum value from your investment. How? First we focus on the key elements of your supply chain and identify critical factors to success. Then we apply step-by-step methods to achieve maximum performance. The result: a long-term solution that will deliver measurable improvements in achieving and maintaining competitive advantage.

### DSC Logistics:

DSC helps companies in a wide range of fields achieve their business goals by managing change and information in the supply chain. Services provided by DSC include supply chain analysis and design, strategic solutions-based consulting, systems integration, process management, and management of logistics operations, such as warehousing, transportation, packaging and fulfillment.

### IBM Business Consulting Services:

IBM is the world's largest information technology company with more than 300,000 employees worldwide. With consultants and professional staff in more than 160 countries globally, IBM Business Consulting Services is the world's largest consulting services organization. IBM Business Consulting Services provides clients with business process and industry expertise, and the ability to translate that expertise into integrated, adaptive, on demand business solutions and services that deliver bottom-line business value. For more information, visit [www.ibm.com](http://www.ibm.com).

### ICI Paints:

ICI Paints, is the largest international paint business. It has one of the widest geographic spreads of any international paint business, concentrating on decorative paint and coatings for food and beverage cans. It manufactures in 26 countries in Europe, North America, Latin America and Asia. It is headquartered in Slough in the UK.

The strategy of ICI Paints is to maintain and develop branded, leading market positions in the global paints and coatings business with a high market share in the countries in which it competes. Key to this is the ability to understand consumers' needs for both products and services and communicate through strong brands direct to each market segment. Technology and innovation are also important factors in the growth of ICI Paints.

### The Timken Company:

The Timken Company (NYSE: TKR) is a leading international manufacturer of highly engineered bearings, alloy and specialty steels and components, and a provider of related products and services. Timken employs 28,000 people in operations in 29 countries. In 2002, the combined Timken and Torrington companies had sales of approximately \$3.8 billion.

# User Group

## 2003

### AGENDA: Thursday, October 16th, 2003

8:00-9:00	<b>Breakfast &amp; Networking</b>
9:00-9:05	<b>Welcome</b> Charles Wilkins, LogicTools
9:05-9:45	<b>LogicTools Current and Future Developments</b> David Simchi-Levi, Chairman, LogicTools
9:45-10:30	<b>Strategic Inventory Planning</b> Michael S. Watson, Ph.D., VP Business Development, LogicTools
10:30-10:45	<b>Break</b>
10:45-11:15	<b>IBM Business Consulting Services: Supply Chain Design - Post-Acquisition Asset Synchronization</b> Manuel R. Grau, Managing Consultant, IBM BCS
11:15-11:35	<b>ICI Paints Deploys Point of Production Tool to Reduce Supply Chain Spending</b> Max Valentine, Manager, Supply Chain Projects, ICI Paints
12:00-1:00	<b>Lunch</b>
1:00-1:20	<b>DSC Logistics: Network Design Case Study</b> John Kelly, Sr. Manager Supply Chain Solutions
1:20-1:45	<b>Timken: Supply Chain Master Planning Applications</b> Mike Dottavio Aarop Sankur, Sr. Order Fulfillment Analyst, Timken Jim VanEtten, Manager, Global Capacity Planning, Timken
1:45-2:00	<b>Break</b>
2:00-2:20	<b>Competitive Logistics: America's Second Harvest Network Design Case Study</b> Richard Sharpe, President & CEO, Competitive Logistics, LLC.
2:20-3:10	<b>New Features/Modeling Tips &amp; Techniques</b> LogicTools Consulting Team
3:10-4:00	<b>User Feedback on LogicTools Products &amp; Services</b> Client Open Feedback Session
4:00	<b>Wrap-up</b>

