

# Invitation



KühneSchool

June 29, 2009

Dear Madam, Dear Sir,

We are pleased to invite you to the 3rd Forum on Retail Excellence (FORE), which will be hosted by the Kühne School of Logistics and Management in Hamburg, Germany. This exclusive and by invitation only conference aims at expanding knowledge on retail excellence, and takes up current trends and developments. The forum will start on September 23, 2009 at 5 pm and end at 5 pm on September 24, 2009.

Inspired by the Wharton School's and Harvard Business School's "Consortium on Operational Excellence Retail", the FORE is a non-profit research initiative with the mission to developing new research insights to support retailer of all sectors (e.g. grocery, apparel, luxury, furniture, electronics) in their quest for excellence.

The Kühne School of Logistics and Management, the business school of the Hamburg University of Technology offers degree programmes in logistics and management as well as programmes for specific clients' needs. The school encourages theoretical research as well as applied projects in cooperation with business enterprises.

This year's FORE has special features on product availability and supply chain finance. Speakers will demonstrate the benefits of RFID on product availability and how this technology can help understanding customer behaviour. To ensure healthy import and export in today's global commerce, supply chain finance plays crucial role. Leading retailers will discuss their respective sourcing and financing strategies, as well as corporate social responsibility issues.

In order to facilitate a rich exchange of ideas, to develop new knowledge and to discuss industry challenges with distinguished peers and renowned academics, the conference combines leading edge research, practitioner presentations and in-depth case studies. Speakers and Panelists include:

- Donald Basan, CEO, MIAG – Metro Group, Switzerland
- Thomas Beckmann, Vice President Supply Chain, Charles Vögele, Switzerland
- Berta Escudero, Head of Supply Chain, Cortefiel, Spain
- Oliver Klinck, Managing Director, Otto International AG, Germany
- Arantxa Murciano, Sourcing Governance Issues Director, Inditex, Spain

The conference offers the opportunity to gain insights on highly updated retailing issues, to expand knowledge on the sector, and to participate in active discussions with professionals and researchers. We are looking forward to welcoming you at the FORE 2009!

Yours sincerely,

A handwritten signature in black ink, appearing to read 'D. Corsten'.

Prof. Daniel Corsten

A handwritten signature in black ink, appearing to read 'A. Stockert'.

Prof. Andreas Stockert