

• executive networking  
**CHESS**  
October 6-7, 2016  
• education • strategic insights

## Chief Housewares Executive SuperSession

A senior level conference for industry leaders

The Westin O'Hare  
6100 N. River Road  
Rosemont, IL 60018

To register, visit: [www.housewares.org/chess](http://www.housewares.org/chess)

Navigating  
Transitional  
Times...  
Through  
Political,  
Economic  
and Cultural  
Shifts

Presented by



INTERNATIONAL HOUSEWARES ASSOCIATION®  
the home authority

Thursday, October 6

## Keynote – Where is Our Country Headed?

**Charlie Cook, Political Analyst and Publisher**

Charlie Cook, publisher of the closely watched *Cook Political Report*, will draw on his broad knowledge of the U.S. political landscape and share his insights on the 2016 election season. Charlie offers an insider's perspective how we got here, who's going to prevail both in national and state elections and how those results may impact the business world.

Many Washington watchers recognize that when Charlie Cook makes a pronouncement based on his analysis of the political scene in America, people who want to be "in the know" sit up and listen. For more than two decades, he has been Washington's most trusted – and most accurate – voice on all things political, whether it's the outcome of a congressional, gubernatorial or presidential election.



Charlie Cook

## Housewares Hot-Seat: Navigating Through Unprecedented Change

**Moderated by Peter Giannetti,**  
*VP/Editorial & Publishing  
Operations, ICD Publications  
Editor-in-Chief, HomeWorld  
Business | Gourmet Insider*



Peter Giannetti

**Panelists:** *Bill Endres, President, Select Brands;  
Peter Felsenthal, CEO, Whitmor; Melissa Kieling,  
CEO, PackIt; Dan Siegel, President, Lifetime Brands*

These are challenging times for the housewares business. This panel of housewares leaders will examine how companies can adapt to one of the most transformational periods in the history of the retail business. The panel will explore courses being charted in a turbulent retail economy requiring channel reevaluation; product development and marketing realignment; sourcing and distribution recalibration; operational reprioritization and more. Learn from industry peers about navigating these fast-changing times.

## The Global Economic and Geopolitical Outlook

**Bernard Baumohl, Chief Global  
Economist, The Economic  
Outlook Group**



Bernard Baumohl

Rarely have business leaders been confronted with so much uncertainty about the future. There is political paralysis in Washington, global economic distress and a geopolitical pot boiling furiously. Yet the fact is businesses still need to make decisions.

Using both facts and humor, Bernard Baumohl lays out the road ahead for the U.S. and international economy, and provides analysis in this turbulent geopolitical climate.

As Chief Global Economist for The Economic Outlook Group, Bernard has made keynote presentations before conferences, workshops and legislatures. He is a member of the monthly *Wall Street Journal* Economic Forecast Panel, and his projections on the economy and geopolitical outlook are frequently cited in the *New York Times*, *Washington Post*, *Business Week*, *Financial Times*, and on National Public Radio.

To Register or make hotel reservations, visit: [www.housewares.org/chess](http://www.housewares.org/chess)

Registration Fee: Members \$500 Non-Members \$850

Group Guest room rate of \$199 plus tax available until September 14, 2016

## Keynote – The Future of Retail: Implications for the Housewares Industry

*Dana Telsey and Joe Feldman, Telsey Advisory Group (TAG)*

Experts in the dynamics of the current retail scene, Dana Telsey and Joe Feldman will build upon their 2015 CHES presentation and offer a view into the future direction of both brick and mortar and online retail. They will offer insights on where attendees might best focus their resources and will detail the continuing impact of online retailing on more traditional channels.

Dana, CEO of Telsey Retail Group, has appeared on Wall Street Week, ABC News, The NBC Evening News and The Today Show. Joe, Senior Managing Director, is a research veteran with a background in retail and finance before joining the Telsey group.



Dana Telsey



Joe Feldman

### Protecting Your Value in the Supply Chain:

*Techniques for Avoiding Your Customers/Factories Going Direct*

*Scott M. Sanders, Founding Partner, Sanders & Montalto, LLP*

Scott Sanders will offer proven techniques that you can use to avoid having your customers and your factories go direct. He will also address essential contract terms every U.S. company needs in its negotiations with foreign concerns, highlight the challenges with contractual agreements with companies from Asia and explore the international law implications of contracting with companies from particular Asian countries.



Scott M. Sanders

Scott received his Juris Doctorate degree from Whittier Law School in 1987 and immediately began focusing on contract litigation related to manufacturing, sales and commerce. He has had successful involvement with civil litigation concerning companies such as Williams-Sonoma, All Clad Metal Crafters, Kuhn-Rikon, Shun Cutlery, McDonnell Douglas, Northrop Grumman, Boeing, General Motors and Chrysler Daimler.

### Getting Better with Age: How Business Can Win Big in the Age of Aging

*Peter Hubbell, CEO, BoomAgers*

Peter Hubbell, the Founder and CEO of BoomAgers, will share his intensively researched perspectives on boomers, millennials and what kind of consumers millennials are and will become.



Peter Hubbell

Peter directs an industry leading strategic and creative advertising agency dedicated to understanding aging consumers. In this role, Peter has become one of the pre-eminent marketing communications experts in the global aging space. He is the author of two award-winning books on marketing to age, and was recently named a 2014 Global Agency Innovator by *The Internationalist*.

### The Future of Omni-Channel Fulfillment

*Rick Blasgen, President and CEO, Council of Supply Chain Management Professionals*

*Dan Coll, Vice President of Retail Logistics, FedEx Genco*

This session will present the latest update on the state of logistics in the U.S. including trends in costs and free delivery. A panel of supply chain experts will address issues including tips on finding talented new hires, Department of Transportation initiatives and the new hybrid fulfillment model of insourcing and outsourcing. You will hear their predictions for e-commerce customer expectations and how you can prepare for the future of omni-channel fulfillment.

Rick Blasgen was recently designated by the U.S. Department of Commerce to serve as the Chair of the Advisory Committee on Supply Chain Competitiveness (ACSCC) providing the Obama Administration advice and counsel on issues and concerns that affect the supply chain sector.

Dan Coll has more than 20 years experience in distributor/logistics. Previous to joining GENCO, he founded and operated a multi-national fulfillment organization that specialized in e-commerce consumer product fulfillment.

# CHESS | 2016

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QUESTIONS? Call 847.692.0114 or email Ginny Costello: [gcostello@houseware.org](mailto:gcostello@houseware.org)



### The Westin O'Hare

6100 N. River Road, Rosemont, IL 60018  
1 847.698.6000 • [www.westinohare.com](http://www.westinohare.com)

**COST-EFFECTIVE**...Guest room rate of \$199 plus tax!  
**Group rate available until September 14, 2016**

**CONVENIENT**...Five minutes from O'Hare Airport – and  
20 minutes from downtown Chicago. Complimentary  
shuttle service.

**COMPLETE**...Enjoy the Fitness Center, 24-hour business  
center, indoor pool and whirlpool, complimentary high-speed  
wireless access available in public areas, the Benchmark  
Gastro Pub...a hot spot for breakfast, lunch, dinner and late  
night drinks and food and Starbucks coffee in the lobby.



*Please join us for cocktails, dinner and  
networking...shuttle will be provided!*



**5340 N. River Road, Rosemont, IL 60018**  
**Thursday Evening, 6 pm**

Known for its aged beef, freshest of seafood, award-winning  
wine and exceptional service, The Capital Grille promises to  
be the ideal experience to conclude Day 1 of CHESS.  
Executive Chef Carlos Ortiz welcomes you!

Dinner & Cocktail Reception compliments of



CHESS is presented by IHA and sponsored by CORE

CORE is a unique resource of networking peer groups designed exclusively for  
industry decision-makers. Held in key cities around the country on a quarterly  
basis, CORE meetings bring together chief officers who share their expertise and  
experience in non-compete forums, for personal and professional growth.

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