

# CSCRL FALL FORUM

The Road Ahead: Technology, Techniques and Tactics  
November 8, 2019

## ABSTRACT

### *“Collaboration is Not Optional”*

**GOUGH GRUBBS** SVP Distribution/Logistics (retired)  
Stage Stores

Technology is making huge strides in helping Retailers address the increasing demands of their customers. However, while the need to develop and maintain strong supplier relationships has never been more important, technology and hard-nosed negotiating are frequently replacing collaboration and relationship building. The answer is more collaboration. This session will cover some of the successful experiences enjoyed in this area over the years.

Relationships matter. They affect everything in our lives. “Whether it’s grand strategy and denuclearization, or simpler things. Relationships absolutely matter”. Mike Pompeo, Secretary of State.

