

LeaderShift Insights

by Hunt Executive Search

FORMERLY KNOWN AS "THE HUMAN CAPITALIST"

Upcoming Events

Meet our Panel
Supply Chain Experts



 Pam Erb Vice President, Supply Chain Wegmans Food Markets <small>Pam began her career at Wegmans in 1982. In 1996, she transferred to a role as PL Operations and has since her experience in Network Planning, Transportation and Supply Chain.</small>	 Rob Ferguson Sr. Vice President, Supply Chain JM Smucker Company <small>Rob is the current Sr. SVP of Supply Chain for Smucker. Rob held various leadership roles in supply and operations at Big Heart and operations at Big Heart and operations at Del Monte.</small>	 Joe Hurley Sr. Vice President, Supply Chain Giant Eagle <small>Joe has more than 20 years of supply chain, manufacturing, retail, and logistics experience and expertise. Seventeen of those years have been with Giant Eagle.</small>	 Joe Hunt LeaderShift Architect Hunt Executive Search <small>Joe brings 30 years of expertise from his current role as Managing Partner at Hunt Executive Search & previous experience with Kent Perry.</small>
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SUPPLY CHAIN CONFERENCE

Connect. Transform. Deliver.

Value Chain 2020: Next Gen Supply & Commercial Collaboration

The new world order requires collaboration between trading partners to enable mutually profitable growth by transforming the multi-channel supply chain to enhance consumer experience. This session will bring future state supply leadership together from manufacturers and retailers to share learnings and success insights essential to delivering consumer centered end to end value chain.

3:15 PM, April 17, Orlando, FL

TPA Supply Chain Conference 2018

Challenge Yourself to Rethink your Supply Chain. Join the Premier Food and Consumer Product Industry Supply Chain Event. Meet with experts and peers on the compelling issues affecting the supply chain... today and tomorrow. Explore your path to success by spending three, action-packed days with the innovators who are changing the supply chain landscape.

April 15 - 17, Orlando, FL

To arrange a meeting with Joe Hunt or Heather Whaley at industry events contact Cyndi Johnson: cjohnson@HuntSearch.com

LeaderShift® Perspectives



Next Gen Efficient Consumer Response (ECR) - The New World Order

We can no longer just think about end to end supply chain. The new world order requires we think about the consumer, end to end. That's what Alexa, Google Voice and everything important is all about. Accelerating disruption is irreversible and imminent. We must embrace and welcome the digital future that's before us and develop a new industry playbook for navigating its challenges.

[Read More Here](#)

Quarter 1 2018

FEATURES



People on the Move

Jan Zijderveld is the new CEO of Avon Products, the non-US part of the direct selling icon. He previously was at Unilever.

[More People on the Move >>>>](#)



Industry News

Global mergers and acquisitions had their strongest start ever in the first quarter of 2018, totaling **\$1.2TN in value**. M&A volumes doubled in Europe in the first quarter, while the US was up 67% and Asia 11%.

[More Industry News >>>>](#)

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People on the Move

Dave Burwick joined **Boston Beer** as CEO, stepping in from the board. He was at **Peet's Coffee** and **PepsiCo**.

Sandy Douglas joined **Staples** as CEO. Sandy was previously with **Coca-Cola**.

Giannella Alvarez joined **Beanitos** as CEO. She was at **Harmless Harvest**, with more corporate gigs at **Del Monte**, **Barilla**, **Kimberly-Clark**, and **P&G**.

Heidi Manheimer and **Joyce Avalon** joined **Surratt Beauty** as Chairman and President, respectively. Heidi was at **Shiseido** and Joyce was at **Space NK**.

Etienne Patout is joining **Theo Chocolate**, a maker of organic chocolate, as CEO. He was at **Pharmavite**, **Kellogg**, and **Kraft**.

Jeff Ansell joined **Vestar Capital Partners** as Senior Advisor. He worked with them for six years as the CEO of **Sun Products**.

Philippe Pinatel joined **Estée Lauder** as Global GM of **MAC Cosmetics**. He was at **Birchbox**, **Sephora**, and **Guerlain**.

Oren Lewin joined **Peju Winery/Liana Estates** as GM. He entered the wine business after **Nabisco** and **Clorox**.

Debbie Perelman stepped in from **MacAndrews & Forbes** to become COO of **Revlon**. Her father, **Ron Perelman**, runs the investment firm that owns the company.

Rob Leibowitz joined **Kite Hill**, a maker of plant-based alternative dairy products, as CEO. He was at **TSG Consumer**, where he ran **Raybern Foods**, with earlier stints at **Del Monte** and **Mars**.

VF Corporation appointed **Steve Murray** to the new position of Vice President, Strategic Projects. Murray was with **Airwair** and **Reebok**.

Deanie Elsner joined the **Owens Corning** board. She runs the US snacks business at **Kellogg**.

Mike Axelrod joined **Passport Food Group** as CEO. His prior roles include **TreeHouse Foods**, **McCain Foods**, and **Kraft**.

Martin Renaud joined **Mondelez** as Chief Marketing Officer. He was at **Danone**.

Andrew Archambault joined **Keurig Green Mountain** as Chief Customer Officer. He was at **Nature's Bounty**, **Bacardi**, and **Coca-Cola**.

In a related move, **Bob Goode** succeeded **Archambault** as Chief Customer Officer at **Nature's Bounty**. He was at **J&J**, **LVMH**, and **Warner-Lambert**.

Bibie Wu joined **Del Monte Foods** as CMO. She was at **Henkel/Sun Products**, **Pepperidge Farm**, and **General Mills**.

Gail Tifford joined **Weight Watchers** as Chief Brand Officer. She was at **Unilever** and **Viacom**.

Jean-Marie Heins joined **Broken Shed Distilleries**, the maker of Broken Shed vodka, as CMO. She was at **Sidney Frank**.

Rod Little joined **Edgewell Personal Care** as CFO. He was at **HSN**, **Elizabeth Arden**, and **P&G**.

Maria Sceppaguercio is joining **Keurig Green Mountain** as SVP of Investor Relations. She was at **Pinnacle Foods**, **Revlon**, **Ann Taylor**, and **Nabisco**.

Brett Icahn, **Patrick Campbell**, **Andrew Langham**, and **Courtney Mather** joined the **Newell Brands** board. All are affiliated with **Icahn Capital**, the activist firm that now owns 7% of the company.

Dunkin' Donuts announced **Keith Lusby** as the company's new Vice President, Media. He comes to Dunkin' Brands from **MullenLowe Mediahub**.

Alex Pease joined **CommScope**, a technology company, as CFO. He was at **Snyder's-Lance** and **McKinsey**.

Terry McDaniel joined **Ronnoco Coffee** as CEO. He was at **Inventure Foods**, **Wise**, **Nestlé**, and **Tropicana**.

Rich Libby joined **Herbalife** as CIO. He was at **Shaklee**, **Gap**, and **JPMorgan**.

Debra Crew and **Peter May** joined the **Mondelez** board. She was the CEO of tobacco company **Reynolds American**, and he is a partner at hedge fund **Trian**.

Ralph Santana joined the board of **Dollar General**. He is the CMO of **Harman**, an audio products company, and his early days were at **PepsiCo**.

Nancy Reardon joined the board of **Signet Jewelers**. She was the Chief HR Officer at **Campbell Soup**.

Randy Looper has joined **New Age Beverage** as President, Health Sciences Division.

Tracy Skeans has joined **Brown-Forman** as Director. Skeans is Chief Transformation and People Officer of **Yum! Brands, Inc.**

April Anslinger is joining **Estée Lauder** as GM of North America for **Aveda**. She was at **Schwan Food** and **P&G**.

Michael Hartman joined the board of **KonaRed**, the Hawaiian coffee company. His marketing background includes **Chuck E. Cheese**, **Busch Gardens**, and **PepsiCo**.

Matthew Amigh joined **Lenny & Larry's** as CFO. He was at **Reybern Foods**.

Dean Gold joined **Just Desserts** as VP of Sales. He was at **Kraft Heinz** and **Dannon**.



Industry News

GlaxoSmithKline will buy **Novartis's** 36.5% stake in their consumer healthcare joint venture for **\$13B**.

JM Smucker is buying **Ainsworth Pet Nutrition**, maker of the **Nutrish** premium pet food brand, for **~\$1.7 billion** from **L Catterton**.

Johnson & Johnson has received a **\$2.1B** binding offer from private equity shop **Platinum Equity** for its **LifeScan** glucose monitoring business.

Campbell Soup closed the **\$4.8 billion** deal for **Snyder's-Lance**; the largest deal in Campbell's history.

Nestlé bought a majority stake in **Terrafertil**, the Ecuador-based maker of **Nature's Heart** natural and organic snacks.

Hostess bought the **Cloverhill brand** and other breakfast assets from **Aryzta**, a Swiss food company.

Hanesbrands acquired Australian-based, **Bras N Things** in a deal valued at **~\$400M**.

Hershey announced that it finished off the tender offer for **Amplify Snack Brands** at a price of **\$12.00 per share** in cash for a total deal value just under **\$900 M**.

In what would be one of its biggest overseas deals, **Walmart** is in talks to purchase a stake of more than 40% in Indian e-commerce firm **Flipkart** at a **\$12B valuation**, a direct challenge to **Amazon** in Asia's third-largest economy.

Home Depot announced that it acquired online retailer **The Company Store** for an undisclosed amount.

Jollibee Foods Corporation agreed to acquire an additional 45% of the **Smashburger** brand for **\$100M**.

JAB Holdings is buying **Dr Pepper Snapple** for **\$21 billion**, combining it with **Keurig Green Mountain**.

General Mills is paying **\$8 billion** for pet food company **Blue Buffalo**. It is the second-largest pet deal ever, and the price represents a 17% premium per share.

Bacardi is buying the remaining 70% of **Patrón tequila**, at a total valuation of **\$5.1 billion**. This came shortly after **Pernod Ricard** bought the rest of **Avion tequila**.

Nestle confirms **Ferrero** is the winning bidder for its U.S. chocolate business for **\$2.8B**.

L'Oreal is buying **ModiFace**, the Canadian company behind **Makeup Genius**, an app that lets consumers try out makeup online.

Spin Master bought the **GUND** brand of stuffed animals from **Enesco**. The price was **\$79 million**.

Edgewell Personal Care bought **Jack Black**, a men's skincare company.

Teva has finalized the sale of a group of products within its global women's health business to **CVC Capital Partners** for **\$703M** in cash.

Rite Aid, Albertsons plan a **\$24B merger** whereby Albertsons will buy the rest of Rite Aid that isn't being sold to **Walgreens Boots Alliance**. The move would allow Albertsons, currently owned by PE-giant **Cerberus Capital**, to go public.

Archer Daniels Midland is in advanced talks to acquire **Bunge**, according to a Bloomberg report.

Cott Corporation signed a **\$35M** deal to acquire **Crystal Rock Holdings** for \$0.97 per share in cash.

Spectrum Brands Holdings announced a merger with **HRG Group** in a deal valued at **\$10 billion**.

Clorox is paying **\$700 million** for **Nutranext**, the nutritional supplements company formerly known as **Wellnext**. The seller is PE firm **WM Partners**.

Fibria Celulose reportedly received a **\$12.3B** takeover offer from Netherlands-based wood pulp producer **Paper Excellence**.

Fresh Del Monte Produce completed its acquisition of **Mann Packing Co.** for **~\$361M**.

Maple Leaf Foods has closed on an acquisition of **Field Roast Grain Meat** for **\$120M** and related costs.

The board at **Boxed Wholesale** voted to turn down a **\$400M** acquisition offer from **Kroger**.

Unilever is adding to its ice cream empire with the purchase of Romanian **Betty Ice**.

Hain Celestial announced it's exploring the divestiture of the **Hain Pure Protein business** which generated 4% revenue growth in Q4 to **\$159M**.

LyondellBasell agreed to acquire plastics maker **A. Schulman** in a deal valued at **\$2.25B**. The deal creates an industry leading compounding business with combined revenue of **\$4.6B** over the last 12 months.



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