



DON RALPH
Staples, Inc.
SVP, Supply Chain & Logistics

Mr. Ralph is Senior Vice President of Supply Chain & Logistics for Staples, the world's largest office products company and is based in the firm's headquarters in Framingham, MA. Staples conducts retail and B2B operations in 26 countries in North and South America, Europe, Asia and Australia.

Mr. Ralph's responsibilities include providing the thought leadership and development of Staples' supply chain & logistics strategy and the execution of operations. His areas of responsibility include merchandise operations, inventory management, transportation, sales & operations planning, fulfillment & delivery and asset protection. Staples logistics network currently comprises over 29 million square feet of infrastructure.

At Staples, Mr. Ralph has led the restructuring of both the Delivery (B2B) and Retail logistics networks and developed a supply chain team that many consider best in the office products industry. He has also provided the leadership to make Staples supply chain a competitive differentiator.

Prior to joining Staples, Mr. Ralph developed an extensive operating background while spending 27 years in the Department Store business, sixteen (16) with Federated Department Stores and eleven (11) with The May Department Stores Company. His positions included Vice President of Logistics and Senior Vice President of Operations.

Mr. Ralph is Chairman of the Corporate Advisory Board of the Distribution Business Management Association. He is also an executive committee member of Northeastern University's College of Business Administration Board of Advisors, its Supply Chain Advisory Board and is a member of the Council of Supply Chain Management Professionals. He is a former Director of Filene's Federal Credit Union and the Massachusetts Bay Community College Foundation. Mr. Ralph holds a BLS in Economics from Boston University. He has been a guest lecturer at Dartmouth's Amos Tuck School of Business, Boston University and Northeastern University.

