

THE INFINITE GAME: STAYING AHEAD OF

CHANGE



64TH ANNUAL CONFERENCE
MARCH 3RD - MARCH 5TH, 2019
J.W. MARRIOTT DESERT SPRINGS
PALM DESERT, CALIFORNIA

Tentative conference agenda subject to change
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— EVENT SPONSORS —



GOLF EVENT SPONSORS



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WHEN KEEPING IT COLD COUNTS





THE INFINITE GAME: STAYING AHEAD OF CHANGE

MARCH 3RD - 5TH, 2019

J.W. MARIOTT DESERT SPRINGS | PALM DESERT, CALIFORNIA

Food Shippers of America is a not-for-profit organization that is staffed and supported by volunteers. We wish to thank the following individuals and their companies for donating their time and energy to ensure the success of this conference.

2019 FOOD SHIPPERS OF AMERICA BOARD

President
Vice-President
Secretary
Treasurer
Board Member
Board Member
Board Member
Board Member
Chairperson of the Board
Executive Director
Media Advisor
Motor Carrier Advisor
Railroad Advisor
Third Party Advisor
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Patrick McDonald
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Cori Purrington
Diane Van Wagner
Royce Fisk
Adam Moreau
Russ Gottemoeller
John Murray
Phil Sneed
Jim Mueller

Johnsonville Sausage
DanoneWave
ARMADA
Batory Foods
Birchwood Meats
Darigold
Riviana Foods
C&S Wholesale/ES3
DanoneWave
Food Shippers of America
Strive Logistics
Continental Express
Florida East Coast Railroad
Tandem Logistics
Food Shippers of America

**NAME TAGS
MUST BE
WORN AT ALL
TIMES**

2019 CHAIRS

Conference Co-Chair
Conference Co-Chair
Entertainment Co-Chair
Golf Chairman
Volunteer Co-Chair
Volunteer Co-Chair

Earnie Seibert
Mary Kearney
Patrick McDuffee
Justin Allen
Crystal Cheney
Tim Fox

Sanderson Farms
Hirschbach Motor Lines
PECO Pallet
Andrus Transportation
H&M Bay, Inc.
Stech Group

2019 CONFERENCE PLANNING COMMITTEE

Paul Newbourn

Covenant Transport Solutions

2020 CONFERENCE CHAIRS

Conference Co-Chair
Conference Co-Chair

Mike Marquert
Kyle Kottke

Birchwood Meats
Kottke Trucking, Inc.

SATURDAY, MARCH 2ND, 2019

2:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

[Center/North Registration Desk](#)



SUNDAY MARCH 3RD, 2019

5:30 - 6:30 a.m.

GOLF GRAB AND GO BREAKFAST

Sponsored by Burns Logistics
Burris Logistics



[Golf Clubhouse](#)

5:30 - 6:30 a.m.

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT MORNING ROUND

[Golf Clubhouse](#)

6:30 a.m.

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN START MORNING ROUND

[Valley Course](#)

11:00 - 6:00 p.m.

CONFERENCE REGISTRATION

Note: Conference App assistance will be available

[Center/North Registration Desk](#)

11:30- 12:30 p.m.

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT AFTERNOON ROUND

[Golf Clubhouse](#)

12:30 p.m.

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN AFTERNOON ROUND

[Valley Course](#)

12:00 - 2:00 p.m.

WELCOME LUNCHEON

Upon your check in and arrival at the conference this luncheon is a great start for you to seek out old friends, meet new ones and start your networking!

Sponsored by Great Plains Transport, Inc.
PECO Pallet



[Springs Patio & Ballroom](#)

2:00 - 4:00 p.m.

ARE YOU PREPARED? SUPPLY CHAIN DISASTER SIMULATION EXERCISE

How would you respond to a crisis to supply items desperately needed after a disaster? Food Shippers of America in partnership with American Logistics Aid Network (ALAN) offer this game-based session putting you in the role of a business, non-profit, or government organization working to deliver critical commodities to a community following a disruptive event. You'll race against time to keep supplies moving while confronting challenges common to disaster. Performance metrics will be reviewed using data visualizations, and attendees will explore strategies for addressing real world supply chain risks simulated during the session. Attendees should bring a WIFI enabled smartphone or tablet to participate in this session.

[Location TBA](#)

4:00 - 5:00 p.m.

4TH ANNUAL SISTERS WITHIN THE SUPPLY CHAIN AFTERNOON TEA

Sorry guys! This networking opportunity is for Ladies Only.

Annual tribute to the growing number of women in the Supply Chain Community who have earned their own unique time to meet and interact.

Sponsored by Hirschbach Motor Lines



[The Pointe](#)

5:00 - 6:00 p.m.

FIRST TIME ATTENDEE RECEPTION

Your first time? Plan on attending the First Time Attendee Reception to gather with other "newbies" and meet the Officers, Board Advisors of Food Shippers of America along with the 2019 Conference Chairs and Planning Committee.

[Santa Rosa Ballroom](#)

2:00 - 6:00 p.m.

CONTINUING IN 2019 - OPPORTUNITY FOR STRATEGIC NETWORKING

We have available designated meeting areas for you to schedule your one on one meetings.

At your disposal will be tables and seating areas available on a first come basis to assist in your networking efforts.

[TBD](#)

6:00 - 7:00 p.m.

WELCOME RECEPTION

Come enjoy a cocktail, reconnect with old friends and reach out to make new ones while enjoying California twilight.

Sponsored by

[J.W. Pavilion](#)

7:00 - 9:00 p.m.

WELCOME BUFFET DINNER

Continue your networking from the reception while enjoying a buffet dinner.

Sponsored by 3GTMS



[The Grove](#)

MONDAY, MARCH 4TH, 2019

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST
Sponsored by PLM Trailer



Springs Patio

7:00 - 7:45 a.m.

SHIPPERS AND RECEIVERS PRIVATE BREAKFAST

Designated time for our Shipper and Receiver attendees to interact with each other. Food Shippers of America President Kelly Stoeckigt, Senior Business Analyst, Johnsonville Sausage, LLC, will open the annual member meeting at 7:15 a.m. followed by a report from Treasurer Nancy Newbourne, Director of Inventory Planning, Batory Foods as required by organizational bylaws.

Springs Salon A-E

ALL CONFERENCE SESSIONS WILL BE HELD IN THE DESERT BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Cavalry Logistics
Password: Cavalrylogistics

8:00 - 8:15 a.m.

WELCOME AND OPENING COMMENTS

Kelly Stoeckigt, Senior Business Analyst, Johnsonville Sausage, LLC and Food Shippers of America President will open the 64th Annual Conference and introduce our Conference Co-Chairs.



Kelly Stoeckigt
Senior Business Analyst
Johnsonville Sausage, LLC



Conference Co-Chair, Earnie Seibert
Sanderson Farms



Conference Co-Chair, Mary Kearney
Hirschbach Motor Lines

8:15 - 8:20 a.m.

GOLF AWARDS PRESENTATION

Justin Allen, Sales Vice President Andrus Transportation, Food Shippers Golf Chairman will announce the 2019 Golf tournament winners.

WINNERS MUST BE PRESENT TO WIN

8:20 - 8:30 a.m.

9TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2019 recipient of the John J Murphy Scholarship present to receive the award from Food Shippers of America Treasurer Nancy Newbourne, Director of Inventory Planning, Batory Foods. All 2019 scholarship award recipients will be acknowledged at this time.



8:30 - 9:30 a.m.

SESSION 1 - 64TH ANNUAL CONFERENCE KEYNOTE SPEAKER

Elisha Archibald Manning III is a former American football quarterback who played professionally for 13 seasons in the National Football League. He played in the NFL for the New Orleans Saints from 1971 to 1982, also with the Houston Oilers and Minnesota Vikings. In college, he played for the Ole Miss Rebels football team at the University of Mississippi, and was later inducted into the College Football Hall of Fame.

Manning is the father of Cooper Manning, former quarterback Peyton Manning, and current New York Giants quarterback Eli Manning. Peyton and Eli have each won two Super Bowls.



Elisha Archibald Manning III

9:30 - 10:00 a.m.

CONFERENCE BREAK

Sponsored by Q Products & Services



10:00 - 11:00 a.m.

SESSION 2 - OVERCOMING BARRIERS OF DAILY OPERATIONAL CHALLENGES IN TRANSPORTATION- PART 1 SHIPPERS/RECEIVERS

Working together to improve better utilization from multiple points of views. Let's get to the nitty gritty and discuss capacity, rates, stop charges, detention, lumpers, driver's hours, drop trailers, etc. Discuss what can be done to help our trucks and drivers to be more productive and successful, which will help shippers and receivers keep costs in line.

11:00 - 11:55 a.m.

SESSION 3 - LET'S TALK: COMPENSATION IN TODAY'S SUPPLY CHAIN WORLD

Beth Carroll, CCP, GRP, CSCP, Managing Principal of Prosperio Group, a consulting firm that provides compensation design services, custom and industry surveys, and implementation support to companies who want to strategically align compensation with their organizational goals will address the rising costs within the Supply Chain industry and the challenges in securing quality candidates. This session will discuss trend lines and what companies are doing to overcome those obstacles on positions throughout the Supply Chain.



Beth Carroll
Transportation & Logistics Industries



MONDAY, MARCH 4TH, 2019



11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Cheema Freight Lines



12:00 - 1:00 p.m.

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON

Springs Salon A-E

1:00 - 2:00 p.m.

SESSION 4 - OVERCOMING BARRIERS OF DAILY OPERATIONAL CHALLENGES IN TRANSPORTATION- PART 2 CARRIERS

Second round of discussion following up on views presented in Session 2. Let's get to the nitty gritty and discuss capacity, rates, stop charges, detention, lumpers, driver's hours, drop trailers, etc. Discuss what can be done to help our trucks and drivers to be more productive and successful, which will help shippers and receivers keep costs in line.



Moderator: Joe Yessen

Vice President of Transportation & Warehousing
Danone North America



Panelist: Steve Wutke

Vice President of Sales
Refrigerated Division, Prime Inc.

Panelist: Russ Gottemoeller

President
Continental Express

2:00 - 3:00 p.m.

SESSION 5 - "HOUSTON, WE HAVE A PROBLEM."

These memorable words were spoken by Captain Jim Lovell just over 46 years ago aboard the Apollo 13 spacecraft. Commander of that famous ill-fated moon mission, Lovell embodies the skills, courage, and leadership required to transform any mission into a success. Taking audiences through his harrowing flight to the moon and back, he demonstrates the spirit that has made him a hero to millions worldwide.



Captain Jim Lovell

NASA Legend and Apollo 13 Commander

3:00 - 3:30 p.m.

CONFERENCE BREAK

Sponsored by PECO Pallet



3:30 - 4:30 p.m.

SESSION 6 - TODAY, TOMORROW: WHAT'S AVAILABLE AND WHAT'S NEXT IN EQUIPMENT AND INNOVATION

This session will explore current and future technologies for equipment today that will help improve fleet efficiencies and future initiatives for tomorrow. The panel will also discuss alternative energy options, energy efficiency and various technologies that will not only impact today's drivers but throughout the Supply Chain.

4:30 - 4:45 p.m.

CONFERENCE CLOSE OF DAY

Day's highlights will be reviewed, along with conference housekeeping before the day ends in preparation for the evenings events.

Conference Co- Chair, Earnie Seibert, Sanderson Farms

Conference Co- Chair, Mary Kearney, Hirschbach Motor Lines

4:45 - 5:30 p.m.

BACK BY POPULAR DEMAND - OPPORTUNITY FOR STRATEGIC NETWORKING

We have available designated meeting areas for you to schedule your one on one meetings.

At your disposal will be tables and seating areas available on a first come basis to assist in your networking efforts.

5:30 - 7:00 p.m.

COCKTAIL RECEPTION

Sponsored by PECO Pallet



Springs Patio

7:00 - 8:30 p.m.

ANNUAL BANQUET

Plan on enjoying our seated banquet with your old friends while also having another networking opportunity to meet new friends.

Sponsored by Fourkites

Desert Ballroom



8:30 - 9:30 p.m.

ENTERTAINMENT

Sponsored by Surge Transportation

Desert Ballroom



TUESDAY, MARCH 5TH, 2019



7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by

Springs Patio

ALL CONFERENCE SESSIONS WILL BE HELD IN THE DESERT BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Cavalry Logistics

8:00 - 8:30 a.m.

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Conference Co-Chairs Mary Kearney and Earnie Seibert will start the day by introducing Joe Everson. Joe Everson will open Tuesday's sessions with singing of the National Anthem while creating a Patriotic themed painting. This exceptional skill and talent has to be seen in person to truly appreciate. His artwork will be awarded to one lucky conference attendee by random drawing at close of conference.

MUST BE PRESENT TO RECEIVE THIS ONE OF A KIND ART PIECE

Food Shippers is proud to be able to Give Back to these worthwhile organizations:

- Feeding America
- FIND Food Bank
- ALAN (American Logistics Aid Network)

In addition to Honor and show appreciation to the men and women that serve in the military we will contribute to

- Wounded Warriors

8:30 - 9:15 a.m.

SESSION 7 - OVERCOMING ADVERSITY

Corporal William Kyle Carpenter, retired United States Marine, received the United States' highest military honor, the Medal of Honor, for his actions in Marjah, Helmand Province, Afghanistan in 2010. Carpenter is the youngest living Medal of Honor recipient. Kyle will talk about overcoming adversity from his injuries on November 21, 2010, The veteran presents a strong perspective of how lives differ from those in less fortunate circumstances, to make the most of life and that all of their actions have repercussions — good and bad. He will also discuss how he is helping military veterans today and helping others re-enter the workforce.

9:15 - 10:15 a.m.

SESSION 8 - VETERANS: ONE OF OUR COUNTRIES GREATEST RESOURCES

Join the panel as they discuss best practices in hiring and retaining Veterans in the Supply Chain. Challenges, successes and resources that all attendees can benefit from.

10:15 - 11:15 a.m.

SESSION 9 - ANNUAL ECONOMIC UPDATE

Bob Costello, Chief Economist and Senior Vice President of the American Trucking Association returns to present the most current economic data and it's effects throughout the Supply Chain. Don't miss this session for up to date information to take back and share internally within your company.



Bob Costello

Chief Economist & Senior Vice President
American Trucking Association

11:15 - 11:30 a.m.

CONFERENCE CLOSING

Conference Co- Chair, Earnie Seibert, Sanderson Farms
Conference Co- Chair, Mary Kearney, Hirschbach Motor Lines

Will close the 64th Annual Conference including a drawing for the original artwork created by Joe Everson during Opening Comments. **MUST BE PRESENT TO WIN.**



Tentative conference agenda subject to change

SAVE THE DATES

FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

February 22nd - 25th, 2020

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

J.W. Marriott Grande Lakes • Orlando, Florida

February 28th - March 2nd, 2021

SUN	MON	TUE	WED	THU	FRI	SAT
Feb. 28	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

J.W. Marriott Desert Springs • Palm Desert, California

Tentative conference agenda subject to change

Membership in the association shall be in the name of any entity engaged as a primary shipper or receiver of food and related products in the food industry. A primary shipper or receiver is an entity who has, or maintains physical ownership of such product at some point in the distribution channel.

CURRENT FOOD SHIPPERS OF AMERICA MEMBERS INCLUDE: LIST OF CURRENT MEMBERS AS OF SEPTEMBER 4, 2018

Advance Pierre Foods	Driscoll's	MBM Corporation	(GAMPAC)
Agropur	Eagle Eye Produce	McLane Food Service	Shearer's Snacks, LLC
AgSpring Companies	Faribault Foods	Meijer	Sun-Maid Growers of California
Ajinomoto Foods	Feeding America	Merchants Distributors (MDI)	Sunsweet Growers Inc
Ajinomoto Windsor	Ferrero USA, Inc	Miller Brothers Express	Superior Dairy
Albertsons	Flagship Food Group	MillerCoors	SUPERVALU
Almark	G3 Enterprises	Mount Franklin Foods	Sysco Corporation
Amercian Foods Group	gategroup	Mountain Valley Produce	T. Marzetti Company
ARCOP, Inc.	General Mills	Montaire Farms Inc	Taylor Fresh Foods Inc
Ardent Mills	Gonella Baking Company	Naturipe Farms LLC	The Hershey Company
ARMADA	Gordon Food Service	Nellson Neutraceutical	The J.M. Smucker Company
Associated Wholesale Grocers	Gorton's	Nestle Purina Petcare Co.	The Kellogg Company
Batory Foods Inc	Grain Craft	North Dakota Miller	The Morning Star Packing
Bay Valley Foods	Gregory Family Express/Nickey	Ocean Spray Cranberries, Inc	Company
Bell Carter Foods, Inc	Gregory	OK Foods	The Neil Jones Food Company
Bimbo Bakeries	Griffith Foods Inc.	Operation Blessing International	The SYGMA Network Inc
Birchwood Foods Inc	Harvest Meat Company	OSI Group	Tova Industries
Bongards Creameries	Hickory Farms	PEPSICO	Transnational Foods Inc
Bumble Bee Foods	Hills's Pet Nutrition	Perdue Farms	Tree Top, Inc.
Burris Logistics	HP Hood, LLC	Performance Food Group	Truco Enterprises
Bush Brothers & Co.	ICL Group, LTD	Perrigo Company	Turri's Italian Foods
C&S Wholesale Grocers	Idahoan Foods, LLC	Philadelphia Macroni Company	U.S. Foods
Campbell Soup Company	Indiana Sugars, Inc	Pizza Wholesale of Lexington	Unilever, U.S.
Caravan Ingredients./Purac	Ingredion Incorporated	Post Consumer Brands	United Sugars Corporation
America Inc.	IP Coop	Pourshins	Ventura Foods
Cargill	IP Coop Subway	Protenergy Foods	Wayne Farms LLC
CH Guenther & Son, Inc	J.R. Simplot Company	Rainier Fruit Company	West Liberty Foods
Colorado Boxed Beef	JBSSA	Red Gold Inc	Whatburger Restaurants
ConAgra	Jennie-O Turkey	Reinhart FoodService	Winona Foods
Continental Mills	Jensen Meat Co.	Reser's Fine Foods	Zentis North America
Convoy of Hope	Johnsonville Sausage	Restaurant Depot	
Corbion (Caravan Purac)	KEHE Distributors	Rich Products Corporation	
Country Pure Foods	Kelloggs	Riviana Foods	
Craft Brew Alliance, Inc.	Kens Food Inc	Sanderson Farms	
CTI Foods	Kraft Heinz Company	Saputo Cheese USA	
Dairy Farmers of America	Kwip Triip Inc	Save A Lot Food Stores	
Dakota Specialty Milling	Lamb Weston	Schmieding Produce	
DanoneWave	Land O' Lakes	Schreiber Foods	
Darigold	Leclerc Foods USA	Schwan's Company	
Dole Fresh Vegetables	Leprino Foods & Dairy Products	Scotlynn Group of Companies	
Domino's Pizza	Lindt-Spruengli	Seaboard Foods	
DOT Foods, Inc	Maines Paper & Food Service	Seneca Foods Inc	
Doumak, Inc	Massimo Zanetti	Service Group of America	

If you are interested in becoming a member please contact our Executive Director: Royce Fisk

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www.foodshippersofamerica.org

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