



*Preparing
for Change
at the Speed of Light*

61ST
ANNUAL
CONFERENCE

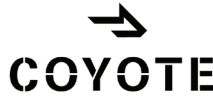
FEBRUARY 28TH - MARCH 1ST, 2016
J.W. MARRIOTT DESERT SPRINGS
PALM DESERT, CALIFORNIA

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Preparing for Change at the Speed of Light

FEBRUARY 28 - MARCH 1, 2016

J.W. MARRIOTT 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.

2015-2016 FOOD SHIPPERS OF AMERICA BOARD

President	Diane Van Wagner	The Dannon Company
Vice President	Michael Lowe	Bush Brothers & Co.
Secretary	Kelly Stoeckigt	Johnsonville Sausage
Treasurer	Nancy Newbourn	Batory Foods
Board Member	Gregory Bostick	Unified Grocers
Board Member	Bob Walmsley	Publix Super Markets
Board Member	Steven Stein	The Dannon Company
Board Member	Kevin Ridings	C&S Wholesale Grocers
Chairman of the Board	Paul Kramer	Johnsonville Sausage
Executive Director	Royce Fisk	Food Shippers of America
Media Advisor	Kevin Lynch	Q Products and Services
Motor Carrier Advisor	Ross Cook	Gordon Trucking
Railroad Advisor	Carroll Neville	NS Rail
Third Party Advisor	Adam Moreau	Strive Logistics
Technical Advisor	Jim Mueller	Food Shippers of America

2016 CHAIRS

Conference Co-Chair	Steven Stein	The Dannon Company
Conference Co-Chair	Ed Ruhe	Classic Carriers
Entertainment Co-Chair	Jim Fowler	Alliance Shippers, Inc.
Entertainment Co-Chair	Patrick McDuffee	PECO Pallet
Golf Chairman	Kevin Lynch	Q Products and Services
Volunteer Co-Chairman	Tim Fox	Standard Warehouse
Volunteer Co-Chairman	Phil Sneed	Tandem Logistics

2016 CONFERENCE PLANNING COMMITTEE

Justin Allen	Andrus Transportation
Dave Durtsche	Tranzact Technologies
Mark Hackl	Lanehub Incorporated
Patrick McDuffee	PECO Pallet
Chris Wilkes	Yusen Logistics
Darla Willoughby	United Sugars

2017 CONFERENCE CHAIRS

Co-Chair	Bob Walmsley	Publix Super Markets
Co-Chair	Kevin Lynch	Q Products and Services

**NAME TAG
MUST BE WORN
AT ALL EVENTS**

SATURDAY, FEBRUARY 27TH, 2016

2:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

South Registration Counter



SUNDAY, FEBRUARY 28TH, 2016

6:30 - 7:30 a.m.

REGISTRATION FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT

Desert Springs Golf Club

7:00 - 8:00 a.m.

GOLF GRAB AND GO BREAKFAST

Sponsored by **Burris Logistics**
Cornerstone Systems



Oasis Pool

8:00 a.m.

FOOD SHIPPERS OF AMERICA'S GOLF TOURNAMENT SHOTGUN START

Desert Springs Golf Club

11:00 - 6:00 p.m.

CONFERENCE REGISTRATION

Note: Conference App assistance will be available

South Registration Counter

12:00 - 2:00 p.m.

WELCOME LUNCH BUFFET

Welcome is extended to all conference attendees and returning golfers.
Come start your networking and search for old friends here!

Sponsored by **PECO Pallet**
Red Classic Transportation Services



Springs Patio and Springs Ballroom

1:00 p.m.

TENNIS TOURNAMENT - MIXED COUPLES

Sponsored by **CH Robinson**

J.W. Marriott Desert Springs Tennis Courts



C.H. ROBINSON
WORLDWIDE, INC.

4:00 - 5:00 p.m.

SISTERS WITHIN THE SUPPLY CHAIN AFTERNOON TEA

Sorry guys this networking opportunity is for Ladies Only!
Our 2nd annual tribute to the growing number of women in the industry who have earned their own unique time to meet and interact.

Sponsored by **Batory Foods**



The Pointe

5:00 - 6:00 p.m.

FIRST TIME ATTENDEE RECEPTION

Your first time? Gather with other "newbies", meet the Officers and Board of the Food Shippers of America along with the 2016 Conference Planning Committee and Conference chairpersons.

San Jacinto Ballroom

6:00 - 7:00 p.m.

WELCOME RECEPTION

Come enjoy a cocktail, reconnect with old friends and reach out to make new ones during our Welcome Reception.

Sponsored by **Freightliner-Daimler Trucks North America**



The Grove

7:00 - 9:00 p.m.

BUFFET DINNER

Extend your networking from the reception to an enjoyable buffet dinner event.

Sponsored by **Freightliner-Daimler Trucks North America**



J.W. Pavilion



7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Springs Salon F-G and Foyer

7:00 - 8:00 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 Diane Van Wagner, Director of Transportation, The Dannon Company, will open the annual member meeting beginning at 7:15 a.m. followed by a return of Roundtable Discussions before conference start.

Springs Salon A-E

ALL CONFERENCE SESSIONS WILL BE HELD IN THE DESERT BALLROOM UNLESS OTHERWISE NOTED

8:15 - 8:30 a.m.

WELCOME AND OPENING COMMENTS

Diane Van Wagner, Director of Transportation, The Dannon Company, Food

Shippers of America President

Conference Co-Chair, Steven Stein, Distribution Center Operations Manager East, The Dannon Co.

Conference Co-Chair, Ed Ruhe, Vice President, Classic Carriers



Diane Van Wagner



Steven Stein



Ed Ruhe

8:30 - 9:30 a.m.

SESSION 1 - SUCCESSFULLY RESPONDING TO CHANGE CAN TAKE YOU PLACES FEW HAVE EVER BEEN

The beloved husband of U.S. Congresswoman Gabrielle Giffords, Commander (NASA Rank) Captain (Military Rank) Mark Kelly is a prostate cancer survivor, retired American astronaut, and former U.S. Navy Captain. Pushed into the media spotlight after an assassination attempt on his wife on January 8, 2011, Kelly has stood by his wife's side during every step of the recovery process while also training for what was the last planned light of space shuttle Endeavor. His message will teach audiences about the importance of planning, being bold, responding quickly, and what it means to be a leader.



Mark Kelly

8:30 a.m.

SPOUSE AND SIGNIFICANT OTHER GRAB AND GO BREAKFAST

Grab Breakfast to go prior to Tour departure.

Tour Lobby

9:00 a.m.

SPOUSE AND SIGNIFICANT OTHER TOUR DEPARTURE

Tour Lobby

9:30 - 9:45 a.m.

6TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the recipient of the scholarship present to receive the award from our Chairman of the Board, Paul Kramer, Director of Logistics, Johnsonville Sausage.

All 2016 scholarship award recipients will be acknowledged at this time.



9:45 - 10:00 a.m.

CONFERENCE BREAK

Sponsored by C.R. England, LLC



West Foyer

Upon return from the break, prior to the start of Session 2, there will be two door Prize Drawings. **MUST BE PRESENT TO WIN.**

10:00 - 10:15 a.m.

SUPPLY CHAIN INDUSTRY INFORMATIONAL FACT SET #1

Hosted by Kevin Lynch, Q Products and Services

10:15 - 11:30 a.m.

SESSION 2 - THE PERFECT ORDER CHALLENGE; FACILITATING COLLABORATION

In today's ever-increasing demand for perfection and speed, trading partners are challenged to collaborate with each other to succeed in the marketplace. This session is designed to look at how trading partners deal with the predictable surprises throughout the lifecycle of an order as it moves from manufacturer to carrier to receiver. Our panel will discuss the issues and their collaboration approaches to minimize disruption in the lifecycle of an order/shipment.

Moderator: Paul Newbourne, Senior Vice President Logistics Operations, ARMADA

Panelist: Raina Avalon Vice President of Logistics, Sysco Corporation

Panelist: Sam Burrer, President, Dutch Maid Logistics

Panelist: Debra Shultz, Director of Transportation, Post Consumer Brands

Panelist: Kevin Ridings, Vice President of Transportation & Logistics, ES3-C&S Wholesale



Paul Newbourne



Raina Avalon



Sam Burrer



Kevin Ridings



Debra Shultz

11:30 - 12:00 p.m.

FOOD SHIPPERS OF AMERICA GIVES BACK

Food Shippers of America is proud to be able to present FIND (Food in Need of Distribution) Food Bank, Feeding America and ALAN (American Logistics Aid Network) donations to assist them in the achievement of their goals and to support their day to day activities. Donations will be presented by Diane Van Wagner, Food Shippers of America President, Director of Transportation The Dannon Co. Following the presentation Kevin Lynch, Golf Chairperson, Q Products and Services and Robert Rich III, Tennis Chairperson, ROAR Logistics will announce and present tournament winners.

ALL WINNERS MUST BE PRESENT TO RECEIVE AWARDS.





12:00 - 1:00 p.m.

LUNCH

Continue your networking during our buffet lunch while enjoying the California sunshine.

Springs Patio and Springs Ballroom

Upon return from lunch, there will be two door Prize Drawings. **MUST BE PRESENT TO WIN**

12:00 - 1:00 p.m.

INVITATION ONLY SPONSORS LUNCHEON

All attendees from Sponsor companies are invited to attend a private luncheon with Conference speakers, Food Shippers of America Officers, Board and Conference chairs.

Springs Salon A-E

1:00 - 1:15 p.m.

SUPPLY CHAIN INDUSTRY INFORMATIONAL FACT SET #2

Hosted by Tim Fox, Standard Warehouse

1:15 - 2:15 p.m.

SESSION 3 - "I CAN'T WORK LIKE THAT! LET ME TELL YOU WHAT IS WRONG WITH THAT GENERATION OF WORKERS!"

An expert on generational issues in the workplace and marketplace, Lynne Lancaster addresses the differences in work habits and employment life cycles of recent graduates, baby boomers, and traditionalists. Also the co-author of When Generations Collide and The M-Factor, Lancaster's presentations are energetic with relevant takeaway messages that people can apply back in the office or home.



Lynne Lancaster

2:15 - 3:30 p.m.

SESSION 4 - "TO BID OR NOT TO BID. THAT IS THE QUESTION."

So many ask this from the shipper side as well as the carrier side. Shippers need to determine if they hold a bid or not, carriers have to decide if they bid a lane or not. In the middle, there are so many questions to answer and potential roadblocks to face. This panel will try to answer questions related to how to evaluate this process and what to expect if you are faced with this dilemma.

Moderator: Rick Blasgen, President and CEO of the Council of Supply Chain Management Professionals (CSCMP)

Panelist: Gary Bleazard, Vice President, Fleet and Co-Manufacturing, Coca-Cola

Panelist: Mike Eggleton, Sr., President, Raider Express

Panelist: Chad Hoffman, Vice President of Operations, Celadon Trucking Services

Panelist: Michael Lowe, Transportation and Warehouse Manager, Bush Brothers & Co.



Rick Blasgen



Gary Bleazard



Michael Eggleton, Sr.



Chad Hoffman



Michael Lowe

3:30 - 3:45 p.m.

CONFERENCE BREAK

Sponsored by PECO Pallet



West Foyer

Upon return from the break, prior to start of Session 5, there will be two door prize drawings.

MUST BE PRESENT TO WIN.

3:45 - 4:45 p.m.

SESSION 5 - FOOD INDUSTRY UPDATE

Michael Sansolo returns to offer his diverse, in-depth and unique view of the changing nature of today's shippers, receivers, their employees and customers, business competition, and the wide-ranging impact of economic issues affecting the food industry. Sansolo has developed an excellent perspective on the changing nature of business today and the challenge of success tomorrow. Sansolo is a recognized expert of food retailing and will share his insights on consumer behavior with a unique vision you won't want to miss!



Michael Sansolo

4:45 - 5:00 p.m.

CONFERENCE CLOSE OF DAY

Conference Co-Chair

Steven Stein

The Dannon Company

Conference Co-Chair

Ed Ruhe

Classic Carriers

Will close the day's events with conference housekeeping and two door Prize Drawings.

MUST BE PRESENT TO WIN.

6:00 - 7:00 p.m.

COCKTAIL RECEPTION

Sponsored by PECO Pallet



Springs Patio

7:00 - 8:30 p.m.

BANQUET DINNER

Sponsored by Shippers Warehouse, Inc. and Shippers Express Truck Lines, Inc.



Desert Ballroom

8:30 - 9:30 p.m.

AFTER DINNER STAY AND ENJOY THE COMEDIC IMPRESSIONISM OF JEFF TRACTA

From the most current music artists -- Bruno Mars, Pharrell Williams, The Black Eyed Peas, Eminem, and Lady Gaga -- to legendary icons such as Bob Dylan, Billy Joel, and Elton John -- and comedy tributes including Adam Sandler, George Lopez, Joan Rivers, Ray Romano, Chris Rock, Jeff Foxworthy, and the entire cast of Family Guy -- Jeff Tracta's show has something for everyone. Plan on staying after dinner for this must see event!

Sponsored by Progressive Rail



Jeff Tracta

TUESDAY, MARCH 1ST, 2016



7:00 - 8:15 a.m.

CONTINENTAL BREAKFAST
Sponsored by Sunrise Manufacturing



West Foyer

8:00 - 8:15 a.m.

OPENING REMARKS
Conference Co-Chair Steven Stein The Dannon Company
Conference Co-Chair Ed Ruhe Classic Carriers
We will start the day with two door prize drawings. **MUST BE PRESENT TO WIN**

8:15 - 9:15 a.m.

SESSION 6 - DING HAPPENS! HOW TO IMPROVISE, ADAPT, AND INNOVATE IN AN EVER-CHANGING WORLD
Avish Parashar is an energetic and humorous speaker who uses his 20+ years of experience performing, teaching and studying improv comedy to show organizations and individuals how to deal with the unexpected quickly, effectively, and with a sense of humor. Weaving together humorous stories, jokes, audience interaction, and improv comedy games, Avish keeps the audience engaged while imparting a key lesson: Planning is Important, but Improvising is Essential! No matter how well you plan, things will go wrong, surprises will arise, and the Universe will throw you a curveball. Your success and sanity are directly related to how you respond to these challenges.



Avish Parashar

9:15 - 9:30 a.m.

SUPPLY CHAIN INDUSTRY INFORMATIONAL FACT SET #3
Hosted by Jim Fowler, Alliance Shippers, Inc.

9:30 - 10:45 a.m.

SESSION 7 - IMPACTING TOMORROW BY CHANGING TODAY
Are equipment changes and technology having an impact on your service levels??
This Panel will discuss how carriers, original equipment manufacturers and service vendors are collaborating to decrease equipment downtime resulting in a positive impact on equipment utilization and service levels.
Moderator: Jack Porter, CEO, GPorter Group, LLC.
Panelist: Conal Deedy, Director, Connected Vehicle Services, Volvo Trucks
Panelist: Darrel Hopkins, Controller, Prime, Inc
Panelist: Bryan McDuffie, Vice President Transportation Distribution, Tyson Foods, Inc.
Panelist: Scott Zeppenfeldt, Vice President of Operations, L.A. Freightliner



Jack Porter



Conal Deedy



Darrel Hopkins



Bryan McDuffie



Scott Zeppenfeldt

10:45 - 11:45 a.m.

SESSION 8 - ANNUAL ECONOMIC SUPPLY CHAIN 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

11:45 - 12:00 p.m.

WRAP UP AND CLOSING REMARKS
Diane Van Wagner, Food Shippers of America President and Director of Transportation,
The Dannon Company will provide closing comments and announce the winners of the closing raffles. Grand Prize is \$1000.
MUST BE PRESENT TO WIN



Diane Van Wagner

SAVE THE DATES FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

March 2017

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	30	31	

Hilton Bonnet Creek
Orlando, FL

March 2018

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	30	31

J.W. Marriott Desert Ridge
Phoenix, Arizona

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:

ADM	General Mills	Pinnacle Foods Group
AdvancePierre Foods	Glanbia Performance Nutrition	Protenergy Natural Foods
Agropur	Gorton's	Publix Super Markets
American Foods Group	Haribo of America	Rembrandt Foods
Ardent Mills, LLC	Harris Teeter	Rich Products
Argo Tea	Harvest Meat Company Inc.	Ruiz Foods
Arizona Canning Company	Hickory Farms	Sanderson Farms
ARMADA	HP Hood LLC	Saputo Cheese USA
ARYZTA, LLC	ICL Performance Group	SBS Foods
Associated Wholesale Grocers	Idahoan Foods, LLC	Schreiber Foods
Bar-S Foods Company	Indiana Sugars Inc.	Scotlynn Group of Companies
Batory Foods Inc.	JB Group	Seneca Foods Corporation
Bay Valley Foods	JFC International, Inc.	Services Group of America
Bell Carter Foods	Johnsonville Sausage	Simplot
Birchwood Foods	Keystone Foods	Smart Price Sales and Marketing
Bongards Creameries	Kikkoman Sales USA, Inc	Sun World International
Bumble Bee Seafoods	Kraft Foods	Sun-Maid Growers of California
Burris Logistics	Kroger Company	Sunsweet Growers
Bush Brothers & Company	Kwik Trip Inc.	SUPERVALU
C&S Wholesale Grocers/ES3	Land O Lakes	Sysco Corporation
Calbee North America	Leprino Foods	Talking Rain Beverage Co.
Campbell Soup Company	Massimo Zanetti Beverage USA	The Dannon Company
Cargill	Mastronardi Produce	The Hershey Co.
Chocolate-Artisan Chocolates	MBM Corporation	The J. M. Smucker Company
Coca-Cola Refreshments	McLane Foodservice Inc	The Walt Disney Company
Conagra Foods/Lamb Weston	MillerCoors	Topco Associates
Continental Mills	MOM Brands	Tova Industries
Constellation Brands	Mondelez International	Trinidad Benham Corporation
Dairy Farmers of America	Mountain Valley Produce	Tyson Foods
Del Monte Foods	Naturipe Farms LLC	Unified Grocers
Driscoll's	Neil Jones Food Company	Unilever NA
Eagle Eye Produce	Nestle DSD	UniPro FoodService
Ebro North America	Nestle Waters	United Sugars Corporation
Faribault Foods	Ocean Spray Cranberries, Inc	Ventura Foods, LLC
Feeding America	Operation Blessing International	Wal-Mart
Ferrara Candy Company	OSI Industries	Wendy's Quality Supply Chain Co-op, Inc.
Foster Poultry Farms	PEPSICO	West Liberty Foods LLC
Fresh Roots LLC	Performance Food Group	WhiteWave Foods
G3 Enterprises	Perrigo Company	Windsor Foods

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

Royce Fisk

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Download Mobile App Here



www.foodshippersofamerica.org

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