



POSITIVE ATTITUDES AND STRONG RELATIONSHIPS:

KEY TOOLS FOR **SUCCESS**

2017

62ND ANNUAL CONFERENCE • MARCH 5TH - 7TH
HILTON BONNET CREEK • ORLANDO, FLORIDA

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POSTITIVE ATTITUDES & STRONG RELATIONSHIPS: KEY TOOLS FOR SUCCESS

MARCH 5TH - 7TH, 2017 • HILTON BONNET CREEK • ORLANDO, FLORIDA

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.

2016-2017 FOOD SHIPPERS OF AMERICA BOARD

President	Diane Van Wagner	Danone North America
Vice President	Michael Lowe	Bush Brothers & Co.
Secretary	Kelly Stoeckigt	Johnsonville Sausage
Treasurer	Nancy Newbourn	Batory Foods
Board Member	Jeremy Blum	GAMPAC div. Services Group of America
Board Member	Kevin Ridings	C&S Wholesale/ES3
Board Member	Steven Stein	Danone North America
Board Member	Stephanie Williams	Bimbo Bakeries USA
Executive Director	Royce Fisk	Food Shippers of America
Media Advisor	Kevin Lynch	Q Products & Services
Motor Carrier Advisor	Ed Ruhe	Classic Carriers
Railroad Advisor	Sam Hughes	Union Pacific Railroad
Third Party Advisor	Adam Moreau	Strive Logistics
Technical Advisor	Jim Mueller	Food Shippers of America

2017 CHAIRS

Conference Co-Chair	Michael Lowe	Bush Brothers & Co.
Conference Co-Chair	Kevin Lynch	Q Products & Services
Entertainment Co-Chair	Jim Fowler	Alliance Shippers, Inc.
Entertainment Co-Chair	Patrick McDuffee	PECO Pallet
Golf Chairman	Justin Allen	Andrus Transportation
Volunteer Co-Chairman	Tim Fox	Stech Group
Volunteer Co-Chairman	Phil Sneed	Tandem Logistics

2017 CONFERENCE PLANNING COMMITTEE

Ross Cook	Bison Transport
Patrick McDonald	Darigold
Paul Newbourn	Covenant Transport Solutions
Mary Palmer	Kelle's Transport Services
Jennifer Phillips	Riviana Foods
Cori Purrington	C&S Wholesale/ES3
Chris Wilkes	Yusen Logistics
Stephanie Williams	Bimbo Bakeries USA

2018 CONFERENCE CHAIRS

Co-Chair	Cori Purrington	C&S Wholesale/ES3
Co-Chair	Chris Wilkes	Yusen Logistics



SATURDAY, MARCH 4TH, 2017

2:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Bonnet Creek North Foyer



SUNDAY, MARCH 5TH, 2017

6:00 - 7:00 a.m.

REGISTRATION FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT ROUND 1

Waldorf Astoria Golf Club

6:00 - 7:00 a.m.

GOLF GRAB AND GO BREAKFAST

Hosted by **Burris Logistics**



Waldorf Astoria Wing

7:00 a.m.

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT ROUND 1 SHOTGUN START

Waldorf Astoria Golf Club

11:00 - 6:00 p.m.

CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Bonnet Creek North Foyer

12:00 - 2:00 p.m.

WELCOME LUNCHEON

For all attendees and golfers returning from Round 1 and those getting ready for Round 2. Come start your networking and search for old friends!

Hosted by **Llamasoft**

Hosted by **PECO Pallet**

Pavilion



12:00 - 1:00 p.m.

REGISTRATION FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT ROUND 2

Waldorf Astoria Golf Club

1:00 p.m.

FOOD SHIPPERS OF AMERICA'S GOLF TOURNAMENT ROUND 2 SHOTGUN START

Waldorf Astoria Golf Club

4:00 - 5:00 p.m.

3RD 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 who have earned their own unique time to meet and interact.

Hosted by **Hirschbach Motor Lines**

Promenade



4:00 - 6:00 p.m.

NEW IN 2017 - ADDITIONAL OPPORTUNITY FOR STRATEGIC MEETINGS AND NETWORKING WITH YOUR FELLOW ATTENDEES

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.

Bonnet Creek Center Foyer

5:00 - 6:00 p.m.

FIRST TIME ATTENDEE RECEPTION

Your first time? Plan on attending the First Time Attendee Reception to make new friends and meet the Officers, Board and Advisors of Food Shippers of America along with our 2017 Conference Chairs and Planning Committee.

Signature Island

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 Florida twilight.

Hosted by **Cold Carriers**

Signature Island



7:00 - 9:00 p.m.

WELCOME BUFFET DINNER

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

Floridian Ballroom

MONDAY, MARCH 6TH, 2017

7:00 - 8:15 a.m.

CONTINENTAL BREAKFAST
Hosted by M&W Logistics Group, Inc.



Pavilion

7:00 - 8:15 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, Danone North America, will open the annual member meeting at 7:15 a.m. followed by a report from Treasurer, Nancy Newbourne, Regional Inventory Manager, Batory Foods as required by organizational bylaws.

Citrus/Collier/Columbia Rooms

ALL CONFERENCE SESSIONS WILL BE HELD IN THE BONNET CREEK BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Tandem Logistics
Password: TandemLogistics



8:30 - 8:45 a.m.

WELCOME AND OPENING COMMENTS



Diane Van Wagner
Director of Transportation
Danone North America
Food Shippers of America President



Conference Co-Chair, Michael Lowe
Transportation Manager
Bush Brothers & Co.



Conference Co-Chair, Kevin Lynch
Director of Sales, Food & Beverage
Q Products and Services

8:45 - 9:45 a.m.

SESSION 1 - WHY NOT YOUR BEST?

Terry Bradshaw is a TV analyst and co-host of Fox NFL Sunday. He played 14 seasons with Pittsburgh, won four Super Bowl titles in a six-year period (1975, 1976, 1979, and 1980), becoming the first quarterback to win four Super Bowls and led the Steelers to eight AFC Central championships. He was inducted into the Pro Football Hall of Fame in 1989, his first year of eligibility. A tough competitor, Bradshaw's positive attitudes and strong relationships have assisted him in reaching his goals and achieving a level of success not easily accomplished.



Terry Bradshaw

9:45 - 10:00 a.m.

7TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2017 recipient of the John J. Murphy Scholarship present to receive their award. Nancy Newbourne, Regional Inventory Manager, Batory Foods and Food Shippers of America Treasurer will announce all recipients culminating with the presentation of the John J. Murphy Scholarship.



10:00 - 10:30 a.m.

CONFERENCE BREAK

Hosted by Coyote Logistics



Bonnet Creek North Foyer

10:30 - 11:55 a.m.

SESSION 2 - STOP CONFUSING COOPERATION WITH COLLABORATION

This panel will discuss why solid working relationships are critical to effectively managing our business and resolving day-to-day issues. Included will be examples of ways they have built strategic relationships between shippers, receivers and transportation providers.



Moderator: David Domencic
Sr. Manager Transportation Procurement
ARMADA



Panelist: Ryan Harrington
Director of Intermodal Sales
Prime, Inc.



Panelist: Cori Purrington
Director of Transportation
ES3



Panelist: Ethan Richardson
Manager Transportation Procurement
Nestle

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Hosted by C.R. England, LLC



Floridian Ballroom

C.R.England

12:00 - 1:00 p.m.

SPEAKER AND SPONSOR INVITATION ONLY LUNCHEON

Citrus/Collier/Columbia Rooms



MONDAY, MARCH 6TH, 2017

1:00 - 2:00 p.m.

SESSION 3 - FOOD INDUSTRY UPDATE

Michael Sansolo returns to provide current Food Industry information and insights with a unique, diverse, in-depth view of the changing nature of today's retailers and manufacturers, business competition, and the wide-ranging impact of economic issues. As the long-time senior vice president of the Food Marketing Institute, editor of Progressive Grocer magazine and a recognized expert of food retailing, he shares his vision on issues important to you and your organization.



Michael Sansolo

2:00 - 2:15 p.m.

FOOD SHIPPERS GIVES BACK

Food Shippers of America is proud to pay it forward with our annual donations to charities within the food industry. President Diane Van Wagner, Director of Transportation, Danone North America, presents our donation contributions to Feeding America, Second Hand Harvest and ALAN (American Logistics Aid Network).



2:15 - 2:30 p.m.

CONFERENCE BREAK

Hosted by PECO Pallet

Bonnet Creek North Foyer



2:30 - 4:00 p.m.

SESSION 4 - THE NEW LOGISTICS ERA: DISRUPTIVE FORCES AHEAD

The logistics industry is in the process of transitioning into a new era that will bring with it a number of disruptions. With numerous constraints and roadblocks ahead, it's a challenge to determine what the "new norm" may look like. This panel will explore several of the more prominent hurdles facing us in the near, mid and long term and offer possible solutions or options to consider.



Moderator: Noel Perry
Principal at
Transport Fundamentals LLC



Panelist: Jake Killgore
Transportation Manager
MillerCoors



Panelist: Erick Mann
Sourcing Manager,
Global Sourcing & Supplier Relations
Starbucks Coffee Company



Panelist: Steve Raetz
Director Research & Market Intelligence
C.H. Robinson Worldwide



Panelist: Michael Sansolo
Retail Food Industry Consultant

4:00 - 4:30 p.m.

REVIEW OF DAY AND CONFERENCE CLOSE OF DAY

Conference Co-Chair, Michael Lowe, Transportation Manager, Bush Brothers & Co. and Conference Co-Chair, Kevin Lynch, Director of Sales, Food & Beverage, Q Products and Services Will close the day with a review of highpoints of Monday's sessions and preview Tuesday's not to be missed sessions, wrapping up with end of day conference housekeeping. Golf Tournament awards will be announced and presented at this time by Golf Chairman Justin Allen, Andrus Transportation. **MUST BE PRESENT TO RECEIVE.**

4:45 - 6:00 p.m.

NEW IN 2017 - ADDITIONAL OPPORTUNITY FOR STRATEGIC MEETINGS AND NETWORKING WITH YOUR FELLOW ATTENDEES

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.

Bonnet Creek Center Foyer

6:00 - 7:00 p.m.

COCKTAIL RECEPTION

Hosted by PECO Pallet

Signature Island



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.

Hosted by Shippers Warehouse and Shippers Express

Bonnet Creek Ballroom



8:30 - 9:30 p.m.

THE PASSING ZONE WITH PEOPLE JUGGLING

One of the most successful and sought-after comedy acts working today. Owen Morse and Jon Wee met in 1986 at a juggling convention and instantly knew they were destined to be a team. Two weeks after their first performance together they won the Silver Medal at the International Jugglers' Association Teams Competition. The next year they won the Gold. That recognition earned an invitation to appear at the renowned Comedy and Magic Club in Los Angeles, where on their first night they were approached by the "Tonight Show" talent scout and booked for their first national television appearance in September 1990. Additional television appearances include performing on America's Got Talent in 2016.

Bonnet Creek Ballroom



TUESDAY, MARCH 7TH, 2017

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST
Hosted by Q Products & Services



8:00 - 8:15 a.m.

GOOD MORNING
Our 2nd day will open with important takeaways and outline of Tuesday's sessions.



Conference Co-Chair, Michael Lowe
Transportation Manager
Bush Brothers & Co.



Conference Co-Chair, Kevin Lynch
Director of Sales, Food & Beverage
Q Products and Services

8:15 - 9:15 a.m.

SESSION 5 - RELATIONSHIP POWER! HOW TO WIN BUSINESS & INFLUENCE PEOPLE
Building business relationships is not a matter of playing golf, the gift of gab or being a rubberstamp on others' ideas. There is an art and a science to being a relationship master at work. Studies show that it can boost your sales by 40%, drive your talent's productivity by 25% and cut regrettable turnover in half. In this program Tim Sanders reveals winning ways to create and maintain real connections inside and outside your company.



Tim Sanders

9:15 - 10:15 a.m.

SESSION 6 - ECONOMIC UPDATE
John Larkin, CFA, Managing Director Research, Stifel Financial Corporation looks at future trucking and logistics trends. He will review the impact of shorter supply chains, increased e-commerce and manufacturing activity and the anticipation of the next cyclical capacity shortage expected as we move forward into 2017.



John Larkin

10:15 - 11:30 a.m.

SESSION 7 - U.S. TRANSPORTATION CAPACITY - WHAT'S NEXT?
Come listen and learn as knowledgeable industry experts talk about what lies ahead for U.S. truckload transportation capacity as a result of regulatory and demographic changes that will have a direct impact on shippers and receivers in 2017 and beyond.



Moderator: Bob Costello
Chief Economist & Senior Vice President
American Trucking Association



Panelist: Kevin Abbott
Vice President Truckload
CH Robinson Worldwide



Panelist: Mike Cafarelli
Vice President of Network & Sales
Swift Refrigerated



Panelist: Zach England
COO
CR England



Panelist: Kelly Stoeckigt
Director of Transportation
Johnsonville Sausage, LLC

11:30 - 12:00 p.m.

CONFERENCE CLOSING
Michael Lowe, Transportation Manager, Bush Brothers & Co. and incoming Food Shippers of America President will close the 62nd Annual Conference as he begins his term. Outgoing President Diane Van Wagner will be honored for her contribution to Food Shippers of America.

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

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

March 2019

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
24/31	25	26	27	28	29	30

J.W. Marriott Desert Springs
Palm Desert, California

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 February 3, 2017

Agropur	Foster Poultry Farms	Performance Food Group
AgSpring Companies	Fresh Express Inc.	Perrigo Company
Ahold USA	General Mills	Pizza Wholesale of Lexington, In
Albertsons	Glanbia Performance Nutrition	Post Consumer Brands
American Foods Group	Gorton's	Protenergy Natural Foods
Ardent Mills, LLC	Harvest Meat Company Inc.	Red Gold
Arizona Canning Company	Heineken	Reser's Fine Foods
ARMADA	Hickory Farms	Riviana Foods
Associated Wholesale Grocers	HP Hood LLC	Sanderson Farms Inc.
Batory Foods Inc	Hy-Vee, Inc.	Saputo Dairy Foods USA, LLC
Bay Valley Foods	ICL Performance Group	Save A Lot Food Stores
Bel Brands USA	Idahoan Foods, LLC	Schreiber Foods
Bimbo Bakeries	Indiana Sugars Inc	Scotlynn Group of Companies
Birchwood Foods	Ingredion Incorporated	Seaboard Foods
Bongards Creameries	J.R. Simplot	Seneca Foods Corporation
Bumble Bee Seafoods	JJ Family of Farms	Services Group of America
Burris Logistics	Johnsonville Sausage	Shamrock Foods
Bush Brothers & Co.	Keystone Foods.	Smithfield
C&S Wholesale Grocers/ES3	Kraft Heinz Foods	Sun-Maid Growers of California
Campbell Soup Company	Kwik Trip Inc.	Sunsweet Growers
Cargill	Land O Lakes	SUPERVALU
CH Guenther & Son, Inc	Mars North America	Sysco Corporation
Citrus World	Massimo Zanetti Beverage USA	Taylor Fresh Foods Inc.
Coca-Cola Refreshments	MBM Corporation	The Hershey Company
Conagra Foods/Lamb Weston	McCain Foods USA, Inc	The J. M. Smucker Company
Constellation Brands	McLane Foodservice Inc	The Neil Jones Food Company
Danone North America	Meijer	The Schwan Food Company
Darigold	MillerCoors	Tip Top Poultry
Delhaize America	Naturipe Farms LLC	Tova Industries
Domino's Pizza LLC	Nellson Neutraceutical	Tyson Foods
Dot Foods, Inc	Nestle Purina Petcare Co.	United Sugars Corporation
Driscoll's	Nestle USA	Ventura Foods
Eagle Eye Produce	Ocean Spray Cranberries, Inc	Whataburger Restaurants
Faribault Foods	Operation Blessing International	WhiteWave Foods
Feeding America	PEPSICO	

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

Royce Fisk

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