

POSITIVE ATTITUDES AND STRONG RELATIONSHIPS:



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

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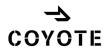








































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POSTITIVE ATTITUDES & STRONG RELATIONSHIPS: KEY TOOLS FOR SUCCESS

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 Vice President Secretary Treasurer **Board Member Board Member Board Member Board Member Executive Director** Media Advisor Motor Carrier Advisor Railroad Advisor Third Party Advisor **Technical Advisor**

Diane Van Wagner Michael Lowe Kelly Stoeckigt Nancy Newbourne Jeremy Blum **Kevin Ridings** Steven Stein Stephanie Williams

Royce Fisk Kevin Lynch Ed Ruhe Sam Hughes Adam Moreau Jim Mueller

The Dannon Company Bush Brothers & Co. Johnsonville Sausage **Batory Foods**

GAMPAC div. Services Group of America

C&S Wholesale/ES3 The Dannon Company Nestle USA

Food Shippers of America Q Products & Services Classic Carriers Union Pacific Railroad

Strive Logistics

Food Shippers of America

2017 CHAIRS

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

Michael Lowe Kevin Lynch Jim Fowler Patrick McDuffee Justin Allen Tim Fox

Phil Sneed

Bush Brothers & Co. Q Products & Services Alliance Shippers, Inc. PECO Pallet

Andrus Transportation Stech Group **Tandem Logistics**

2017 CONFERENCE PLANNING COMMITTEE

Ross Cook **Bison Transport** Patrick McDonald Talking Rain Beverages Paul Newbourne **Covenant Transport Solutions** Kelle's Transport Services Mary Palmer Jennifer Phillips EBRO North America Cori Purrington C&S Wholesale/ES3 Chris Wilkes Yusen Logistics Stephanie Williams Nestle USA

2018 CONFERENCE CHAIRS

Co-Chair Co-Chair Cori Purington Chris Wilkes

C&S Wholesale/ES3 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

6:30 - 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 here!

LOGISTICS

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 South Foyer

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 and Advisors of Food Shippers of America along with 2017 Conference Chairs and Planning Committee.

Signature Island

Come enjoy a cocktail, reconnect with old friends and reach out to make

new ones while enjoying Florida twilight.

Hosted by KJM Capital

WELCOME RECEPTION

Signature Island

7:00 - 9:00 p.m. WELCOME BUFFET DINNER

6:00 - 7:00 p.m.

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

Hosted by

Floridian Ballroom



MONDAY, MARCH 6TH, 2017

7:00 - 8:15 a.m.

CONTINENTAL BREAKFAST

Hosted by M&W Logistics Group, Inc.



North Bonnet Creek Foyer

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, The Dannon Company, 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



MUST BE ORN AT ALL



Diane Van Wagner
Director of Transportation
The Dannon Company
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

8:30 a.m.

SPOUSE AND SIGNIFICANT OTHER GRAB AND GO BREAKFAST

Convention Center Porte Corche

8:45 - 9:45 a.m.

SESSION 1 - WHY NOT YOUR BEST?

Terry Bradshaw has been 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.

9:00 a.m.

SPOUSE AND SIGNIFICANT OTHER TOUR DEPARTURE

Convention Center Porte Corche

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.

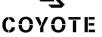


10:00 - 10:30 a.m.

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.

12:00 - 1:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m. CONFERENCE ATTENDEE BUFFET LUNCH Hosted by C.R. England, LLC

Pavilion



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

Micheal 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.



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, The Dannon Company, presents our donation contributions to Feeding Amercia, 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 Multimodal 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, Michale 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's events with a review of session highpoints of day's sessions as well as a preview of 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 avaiable on a first come basis to assist in your networking efforts.

Bonnet Creek South Foyer

6:00 - 7:00 p.m.

COCKTAIL RECEPTION

Hosted by PECO Pallet

PECO

7:00 - 8:30 p.m.

ANNUAL BANQUET

Signature Island

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





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. TL 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



C00 **CR** England



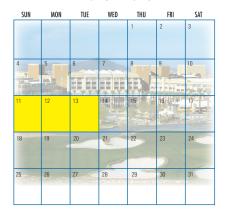
11:30 - 12:00 p.m.

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.

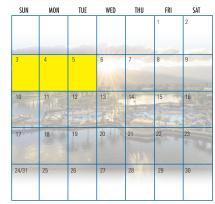
SAVE THE DATES FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

March 2018



J.W. Marriott Desert Ridge Phoenix, Arizona

March 2019



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:

Abbott Nutrition

Agropur

AgSpring Companies

Ahold USA

American Foods Group

Andrew & Sons Ardent Mills, LLC

Arizona Canning Company

ARMADA ARYZTA

Associated Wholesale Grocers

Batory Foods Inc
Bay Valley Foods
Bell Carter Foods
Birchwood Foods
Bongards Creameries
Bumble Bee Seafoods
Burris Logistics

Bush Brothers & Co.
Brakebush Brothers, Inc
C&S Wholesale Grocers/ES3
Calbee North America
Campbell Soup Company

Caraill

Coca-Cola Refreshments Colorado Boxed Beef

Conagra Foods/Lamb Weston

Constellation Brands Continental Mills

Delhaize America Shared Services

Group, LLC

Diamond Foods, Inc Eagle Eye Produce Faribault Foods

Ferrara Candy Company Foster Poultry Farms Fresh Express Inc. G3 Enterprises Giant Eagle

2017

General Mills

Glanbia Performance Nutrition

Gorton's

Grimmway Enterprises, Inc. Harvest Meat Company Inc.

Hickory Farms HP Hood LLC

ICL Performance Group Idahoan Foods, LLC Indiana Sugars Inc Ingredion Incorporated

J.R. Simplot J&B Group

Johnsonville Sausage Kraft Heinz Foods Kwik Trip Inc.

La Terra Fina USA, Inc.

Land O Lakes Leclerc Foods USA Leprino Foods

Massimo Zanetti Beverage USA

Mastronardi Produce MBM Corporation McCain Foods USA, Inc McLane Foodservice Inc

Meijer MillerCoors

Mondelez International Mountain Valley Produce Musco Olive Products Naturipe Farms LLC Nellson Neutraceutical

Nestle USA

New World Pasta (Ebro)

Nutrisystem

Ocean Spray Cranberries, Inc Operation Blessing International

OSI Industries PEPSICO

Performance Food Group

Perrigo Company

Post Consumer Brands Protenergy Natural Foods

Publix Super Markets

Rich Products Ruiz Foods

Sanderson Farms Inc. Saputo Cheese USA Savannah Food Company

Schreiber Foods

Scotlynn Group of Companies

Seafood Foods

Seneca Foods Corporation Services Group of America Sun-Maid Growers of California

Sunsweet Growers SUPERVALU

Sysco Corporation

Talking Rain Beverage Co. Taylor Fresh Foods Inc. The Dannon Company The Hershey Co

The J. M. Smucker Company

The Kellogg Company

The Neil Jones Food Company
The Schwan Food Company

Tova Industries
Tyson Foods
Unified Grocers
UniPro FoodService
United Sugars Corporation

Wal-Mart Wayne Farms

West Liberty Foods LLC WhiteWave Foods

Wm. Wrigley Jr. Company

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

Royce Fisk

Food Shippers of America 5363 Gould Circle • Castle Rock, CO 80109 (303) 319-5215 • rfisk@foodshippersofamerica.org



www.foodshippersofamerica.org

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