

POSITIVE ATTITUDES AND STRONG RELATIONSHIPS:



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 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

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Danone North America Bush Brothers & Co. Johnsonville Sausage **Batory Foods**

GAMPAC div. Services Group of America

C&S Wholesale/ES3 Danone North America Bimbo Bakeries

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 Darigold

Paul Newbourne **Covenant Transport Solutions** Kelle's Transport Services Mary Palmer Jennifer Phillips Riviana Foods

Cori Purrington C&S Wholesale/ES3 Chris Wilkes Yusen Logistics Stephanie Williams Bimbo Bakeries

2018 CONFERENCE CHAIRS

Co-Chair Cori Purington Co-Chair 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.

BURRIS

LOGISTICS

Come start your networking and search for old friends here!

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

coldcarriers

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.

Hosted by

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.



MUST BE WORN AT ALL

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.

9:45 - 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.

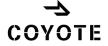


10:00 - 10:30 a.m.

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.

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH Hosted by C.R. England, LLC



Florida Ballroom

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, Danone North America, 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: 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 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 avaiable 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



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





Pavilion

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.



9:15 - 10:15 a.m.

10:15 - 11:30 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.



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



Panelist: Zach England C00 CR England

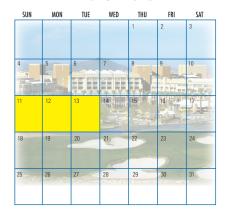
11:30 - 12:00 p.m.

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.

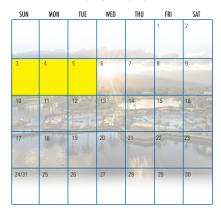
SAVE THE DATES FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

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

Diamond Foods, Inc Eagle Eve Produce Faribault Foods

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

2017

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 **Keystone Foods** Kraft Heinz Foods Kwik Trip Inc.

La Terra Fina USA, Inc. Land O Lakes

Leclerc Foods USA Leprino Foods Mars North America

Massimo Zanetti Beverage USA

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

Meiier MillerCoors

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

Nestle USA Riviana Foods 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 Saputo Dairy Foods USA Savannah Food Company

Schreiber Foods

Scotlynn Group of Companies

Seaboard 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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