



EVOLUTION OF LOGISTICS: Developing our Leaders of Tomorrow



63RD ANNUAL CONFERENCE | MARCH 11TH-13TH, 2018
J.W. MARRIOTT DESERT RIDGE | PHOENIX, ARIZONA

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EVOLUTION OF LOGISTICS: DEVELOPING OUR LEADERS OF TOMORROW

MARCH 11TH - 13TH, 2018

J.W. MARRIOTT DESERT RIDGE | PHOENIX, ARIZONA

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.

2018-2019 FOOD SHIPPERS OF AMERICA BOARD

President
Secretary
Treasurer
Board Member
Board Member
Board Member
Board Member
Chairperson of the Board
Executive Director
Media Advisor
Motor Carrier Advisor
Third Party Advisor
Technical Advisor

Kelly Stoeckigt
Steven Stein
Nancy Newbourn
David Domencic
Diane Van Wagner
Cori Purington
Stephanie Williams
Diane Van Wagner
Royce Fisk
Adam Moreau
Ed Ruhe
Phil Sneed
Jim Mueller

Johnsonville Sausage
DanoneWave
Batory Foods
ARMADA
DanoneWave
C&S Wholesale/ES3
Bimbo Bakeries, USA
DanoneWave
Food Shippers of America
Strive Logistics
Classic Carriers
Tandem Logistics
Food Shippers of America

2018 CHAIRS

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

Cori Purington
Chris Wilkes
Patrick McDuffee
Ed Ruhe
Justin Allen
Crystal Cheney
Tim Fox

C&S Wholesale/ES3
Yusen Logistics (Americas), Inc.
PECO Pallet
Classic Carriers
Andrus Transportation
H&M Bay, Inc.
Stech Group

2018 CONFERENCE PLANNING COMMITTEE

Ross Cook
Mary Kearney
Paul Newbourn
Mary Palmer
Earnie Seibert

Bison Transport
Hirschbach Motor Lines
Covenant Transport Solutions
KTS Logistics
Sanderson Farms

2019 CONFERENCE CHAIRS

Co-Chair
Co-Chair

Earnie Seibert
Mary Kearney

Sanderson Farms
Hirschbach Motor Lines



SATURDAY, MARCH 10TH, 2018

2:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Lobby Registration



SUNDAY, MARCH 11TH, 2018

6:00 - 7:00 a.m.

GOLF GRAB AND GO BREAKFAST

Sponsored by **Burn Logistics**
Burris Logistics



Ballroom Lawn

6:00 - 7:30 a.m.

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT

Wildfire Golf Club
Ballroom Lawn

7:30 a.m.

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN START

Faldo and Palmer Signature Courses
Wildfire Golf Club

11:00 - 6:00 p.m.

CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Lobby Registration

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 **PECO Pallet**
Great Plains Transport, Inc.



Ballroom Lawn

3:00 - 4:00 p.m.

WHAT YOU ALWAYS WANTED TO KNOW ABOUT FOOD SHIPPERS BUT WEREN'T SURE WHO TO ASK

Food Shippers is only as strong as its members and volunteers. Please take the time to stop by for a unique opportunity to meet the current Officers and Board for one on one interactions and to gather information about how you can further support the organization.

Canyon 4-5

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**



Spa Herb Garden

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 2018 Conference Chairs and Planning Committee.

Ballroom Lawn

2:00 - 6:00 p.m.

CONTINUING IN 2018 - 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.

Grand Sonoran

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 Arizona twilight.

Sponsored by **PrimeLink Express**



Sunset Terrace and Lawn

7:00 - 9:00 p.m.

WELCOME BUFFET DINNER

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

Ballroom Lawn

MONDAY, MARCH 12TH, 2018

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST
Sponsored by American Foods Group
Vantix Logistics



Ballroom Lawn

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, Director of Transportation, 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.

Sonoran A-D

ALL CONFERENCE SESSIONS WILL BE HELD IN THE GRAND CANYON BALLROOM

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



8:30 - 8:15 a.m.

WELCOME AND OPENING COMMENTS

Kelly Stoeckigt, Director of Transportation, Johnsonville Sausage, LLC and Food Shippers of America President will open the 63rd Annual Conference and introduce our Conference Co-Chairs.



Kelly Stoeckigt
Director of Transportation
Johnsonville Sausage, LLC



Conference Co-Chair, Cori Purington
Sr. Director of Transportation
C&S Wholesale/ES3



Conference Co-Chair, Chris Wilkes
Manager, Strategic Business Development
Yusen Logistics (America), Inc.

8:15 - 8:30 a.m.

8TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2018 recipient of the John J Murphy Scholarship present to receive the award from Food Shippers of America Chairperson of the Board and Board Member Diane Van Wagner, Director of Transportation, DanoneWave. All 2018 scholarship award recipients will be acknowledged at this time.



8:30 - 9:30 a.m.

SESSION 1 - HOW FAR WOULD YOU GO TO UNLOCK YOUR TRUE LEADERSHIP POTENTIAL?

World champion athlete and acclaimed corporate motivational speaker Robyn Benincasa knows what it takes to win. Robyn Benincasa has made an art form of extreme performance by competing and winning at the highest levels of sport and business. All it takes is a step-by-step approach to achieve just that. Her eight-step method has been thoroughly battle-tested – from the harsh environment of endurance racing to the high-stakes environments of the business world.



Robyn Benincasa

9:30 - 10:00 a.m.

CONFERENCE BREAK

Sponsored by KTS Transportation



10:00 - 11:00 a.m.

SESSION 2 - ADDRESSING FSMA AND THE SANITARY TRANSPORTATION RULE

Don Durm, Vice President Customers Solutions, Rollins College and author of "How to Comply with FSMA's Sanitary Transportation of Human and Animal Food" will moderate this session as we continue to understand, adapt and prepare our companies for these challenging regulations. Diving into FSMA's Sanitary Transportation Rule the panelist will present what is being found in the marketplace regarding risks, compliance challenges and enforcement, training and how this rule is impacting not only shippers and receivers, but 3PLs, carrier and owner operators.



Moderator: Don Durm
Vice President Customers Solutions,
PLM Trailer Leasing



Panelist: Bridgette Blitch
Legal Transportation Expert
JW Taylor and Associates



Panelist: Lindsay Glass
Training Manager
Iron Apple



Panelist: Steve Sinik
Business Transportation Lead
Cargill

11:00 - 11:55 a.m.

SESSION 3 - WHAT'S NEXT? THE FUTURE OF LOGISTICS TECHNOLOGY – DISRUPTION AND AUTOMATION

This panel will explore the many technology developments we face as an industry and the rapid pace at which we have to prepare for them. From both a shipper and carrier perspective, we will dive into not only the expanding technology, but the expanding partner expectations as well.



Moderator: Adam Moreau
Vice President Business Development,
Strive Logistics and
Media Advisor Food Shippers of America



Panelist: Chad Lindbloom
Chief Information Officer
C H Robinson Worldwide, Inc.

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Canadian National Railway



Ballroom Lawn

12:00 - 1:00 p.m.

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON

Sonoran A-D

1:00 - 2:00 p.m.

SESSION 4 - 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 its 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

2:00 - 3:00 p.m.

SESSION 5 - WHO'S NEXT? NEXT GENERATION OF LOGISTICS

This session will explore who will become the future leaders in our companies and what will attract them to not only join organizations and the industry, but retain them. Many companies will be challenged to redefine how they change corporate cultures and structures to attract the best talent in many functional areas within the Food Industry. Our panel will discuss how their respective companies have proactively worked towards this evolving dynamic and our industry with a review of what has worked successfully and the lessons learned. The overall challenge specific to Logistics is how to prepare the future talent to understand the rapidly changing landscapes in Supply Chain globally. What do the future leaders expect in the short and long term in their journey to understand their companies core business and how they can impact the specific Logistics functions.



Moderator: Mike Knox

Transportation, Logistics & Supply Chain Practice
Global Executive Solutions Group



Stacy Webb

Training Manager
Sanderson Farms

3:00 - 3:30 p.m.

CONFERENCE BREAK

Sponsored by PECO Pallet



3:30 - 4:30 p.m.

SESSION 6 - INDUSTRY SPEAKER IN ONE OF THE GROWING ASPECTS OF THE SUPPLY CHAIN: HOME GROCERY DELIVERY

4:30 - 4:45 p.m.

GOLF AWARDS PRESENTATION

Justin Allen, Sales Vice President Andrus Transportation, Food Shippers Golf Chairman will announce the 2018 Golf Tournament winners. **WINNERS MUST BE PRESENT TO WIN**

4:45 - 5:00 P.M.

CONFERENCE CLOSE OF DAY

Conference Co- Chair, Cori Purrington, Director of Transportation, C&S Wholesale/E&S and Conference Co- Chair, Chris Wilkes, Manager, Strategic Business Development, Yusen Logistics (Americas), Inc. will close the day's events with a review of key takeaway points from the day's sessions and any necessary conference housekeeping.

5:00 - 6:00 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.

Grand Sonoran A-D

6:00 - 7:00 p.m.

COCKTAIL RECEPTION

Sponsored by PECO Pallet



Ballroom Lawn

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 Surge Transportation

Grand Canyon Ballroom



8:30 - 9:30 p.m.

ENTERTAINMENT

Sponsored by

Grand Canyon Ballroom

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST
Sponsored by XPO Logistics
Schmieding Produce

XPO Logistics



Ballroom Lawn

ALL CONFERENCE SESSIONS WILL BE HELD IN THE GRAND CANYON BALLROOM

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



8:00 - 8:15 a.m.

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

The day begins with Food Shippers of America President Kelly Stoëckigt, Director of Transportation, Johnsonville Sausage, LLC and Food Shippers of America President, presenting our donation contributions to Feeding America, St. Mary's Food Bank and ALAN (American Logistics Aid Network).



8:15 - 9:15 a.m.

SESSION 7 - CLEARED HOT! VERNICE "FLY GIRL" ARMOUR- AMERICA'S FIRST AFRICAN AMERICAN FEMALE COMBAT PILOT

America's first african american female combat pilot by the Department of Defense. You HAVE Permission to Engage Employee engagement, customer engagement, team engagement, personal engagement. No matter what area an organization is strategically trying to improve, individuals have to be engaged and execute in order for the plan to move forward! The key is giving the permission to engage from the inside out. Once that happens, your organization will be CLEARED HOT! There's no secret...a solid flight plan is the key. Give your attendees a fast paced message that will show them how to:

- Harness the power of a 'Breakthrough Mentality' mindset
- Leverage functional and individual diversity as a strategic advantage
- Lead through mentorship
- Create breakthroughs for their teams with five simple steps



Vernice "Fly Girl" Armour

9:15 - 10:15 a.m.

SESSION 8 - MOVING FORWARD IN INTERMODAL

Come join industry experts for an update on the state of U.S. intermodal market and hear how these companies are preparing for the future with talent management initiatives.



Moderator: Rick Blasgen
CEO Council of Supply Chain Management Professionals (CSCMP)



Drayage Panelist: Ken Kellaway
President, RoadOne



Rail Panelist: Liz Hill
General Director Consumer Products Marketing, BNSF



Bi-Modal Panelist: Zach England,
COO, CR England



IMC Panelist: David Marsh
Vice President, Hub Group

10:15 - 11:15 a.m.

SESSION 9 - 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

11:15 - 11:30 a.m.

CONFERENCE CLOSING

Conference Co- Chair, Cori Purrington, Director of Transportation, C&S Wholesale/E&S
Conference Co- Chair, Chris Wilkes, Manager, Strategic Business Development, Yusen Logistics (Americas), Inc.
Will close the 63rd Annual Conference with key takeaway points.

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

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

February 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

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 1, 2017

Agropur	Glanbia Performance Nutrition	Post Consumer Brands
AgSpring Companies	Gordon Food Service	Prestige Food Distributors
Ahold USA	Gorton's	Protenergy Natural Foods
Albertsons	Harvest Meat Company Inc.	Publix Super Markets
American Foods Group	Heineken	QSCC, Inc. (The Wendy's Purchasing Coop)
Ardent Mills, LLC	Henningsen Foods	Red Gold
Arizona Canning Company	Hickory Farms	Reser's Fine Foods
ARMADA	HP Hood LLC	Rich Products
ARYZTA	Hy-Vee, Inc.	Riviana Foods
Associated Wholesale Grocers	ICL Performance Group	Sanderson Farms Inc.
Batory Foods Inc	Idahoan Foods, LLC	Saputo Cheese USA
Bay Valley Foods	Indiana Sugars Inc	Saputo Dairy Foods USA, LLC
Bel Brands USA	Ingredion Incorporated	Save A Lot Food Stores
Bimbo Bakeries, USA	IQ Foods	Schmieding Produce
Birchwood Foods	J.R. Simplot	Schreiber Foods
Bongards Creameries	JJ Family of Farms	Scotlynn Group of Companies
Bonnoir	Johnsonville Sausage	Seaboard Foods
Brakebush Brothers	Ken Foods	Seneca Foods Corporation
Bumble Bee Seafoods	Keystone Foods.	Services Group of America (GAMPAC)
Burris Logistics	Kraft Heinz Foods	Shamrock Foods
Bush Brothers & Co.	Kwik Trip Inc.	Smithfield
C&S Wholesale Grocers/ES3	Land O Lakes	Sun-Maid Growers of California
Campbell Soup Company	Leclerc Foods USA	Sunsweet Growers
Cargill	Leprino Foods	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
Colorado Boxed Beef	McCain Foods USA, Inc	The J. M. Smucker Company
Conagra Foods/Lamb Weston	McLane Foodservice Inc	The Kellogg Company
Constellation Brands	Meijer	The Morning Star Packing Company
CSM Bakery Solutions	Miller Brothers Express	The Neil Jones Food Company
Dakota Specialty Milling	MillerCoors	The Schwan Food Company
Danone North America	Mizkan America Inc.	Tip Top Poultry
Darigold	Mountain Valley Produce	Tova Industries
Delhaize America Shared Services Group, LLC	Naturipe Farms LLC	Transnational Foods Inc.
Domino's Pizza LLC	Nellson Neutraceutical	Tyson Foods
Dot Foods, Inc	Nestle Purina Petcare Co.	UniPro FoodService
Driscoll's	Nestle USA	United Sugars Corporation
Eagle Eye Produce	North Dakota Miller	Ventura Foods
Faribault Foods	Ocean Spray Cranberries, Inc	Wal-Mart
Feeding America	Operation Blessing International	Wayne Farms
Ferrara Candy Company	PEPSICO	Welch's
Foster Poultry Farms	Perdue	Whataburger Restaurants
Fresh Express Inc.	Performance Food Group	WhiteWave Foods
G3 Enterprises	Perrigo Company	Zentis North America
General Mills	Pizza Wholesale of Lexington, Inc.	

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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