

63<sup>RD</sup> ANNUAL CONFERENCE MARCH 11<sup>TH</sup>-13<sup>TH</sup>, 2018

J.W. MARRIOTT DESERT RIDGE PHOENIX, ARIZONA

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## PROGRAM SPONSORS











































#### SPONSORS EVENT

















**XPOLogistics** 

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# EVOLUTION OF LOGISTICS: DEVELOPING OUR LEADERS OF TOMORROW

MARCH 11<sup>TH</sup> - 13<sup>TH</sup>, 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

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

gt Johnsonville Sausage
DanoneWave
ourne Batory Foods
cic ARMADA
agner DanoneWave
n C&S Wholesale/ES3
illiams Bimbo Bakeries, USA
agner DanoneWave
Food Shippers of America
u Strive Logistics
Classic Carriers

**Tandem Logistics** 

Food Shippers of America

## **2018 CHAIRS**

Third Party Advisor

Technical Advisor

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

Jim Mueller

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 Newbourne Mary Palmer Earnie Seibert Bison Transport Hirschbach Motor Lines Covenant Transport Solutions

KTS Logistics Sanderson Farms

## 2019 CONFERENCE CHAIRS

Co-Chair

Earnie Seibert Mary Kearney Sanderson Farms Hirschbach Motor Lines



### SATURDAY, MARCH 10<sup>TH</sup>, 2018

2:00 - 6:00 p.m.

#### **EARLY CONFERENCE REGISTRATION**

Note: Conference App assistance will be available

**Lobby Registration** 

#### SUNDAY, MARCH 11<sup>™</sup>, 2018

6:00 - 7:00 a.m.

**GOLF GRAB AND GO BREAKFAST** 

Sponsored by Burn Logistics **Burris Logistics** 







6:00 - 7:30 a.m.

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT

Wildfire Golf Club **Ballroom Lawn** 

**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** 

**Ballroom Lawn** 

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.



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

Sponsored by Hirschbach Motor Lines

Spa Herb Garden

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** 

**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** 

WELCOME BUFFET DINNER

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

**Ballroom Lawn** 

5:00 - 6:00 p.m.

2:00 6:00 p.m.

7:00 - 9:00 p.m.

7:00 - 8:00 a.m.

#### **CONTINENTAL BREAKFAST**

Sponsored by American Foods Group Vantix Logistics







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

**Ballroom Lawn** 

#### ALL CONFERENCE SESSIONS WILL BE HELD IN THE GRAND CANYON BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Tandem Logistics

Password: TandemLogistics



8:30 - 8:15 a.m.

8:15 - 8:30 a.m.

8:30 - 9:30 a.m.

9:30 - 10:00 a.m.

10:00 - 11:00 a.m.

UB 17 40 6

11:00 - 11:55 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<sup>™</sup> 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.



SESSION 1 - HOW FAR WOULD YOU GO TO UNLOCK YOU 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** 

**CONFERENCE BREAK** 

Sponsored by KTS Transportation



#### 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 3PL's, carrier and owner operators.



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

Panalist: Rridgetta Ri

Panelist: Bridgette Blitch Legal Transportation Expert JW Taylor and Associates



Panelist: Lindsay Glass Training Manager Iron Apple



Panelist: Steve Sinik
Business Transportation Lead

#### 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.



Panelist: Wendy Herrick VP Supply Chain U.S. Unilever

#### MONDAY, MARCH $12^{TH}$ , 2018

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.



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



**Panelist: Stacy Webb** Training Manager Sanderson Farms



**Panelist: Ken Braunbach** eCommerce Transportation Operations Walmart-U.S.

3:00 - 3:30 p.m.

Sponsored by PECO Pallet

**CONFERENCE BREAK** 



3:30 - 4:30 p.m.

4:30 - 4:45 p.m.

4:45 - 5:00 P.M.

5:00 - 6:00 p.m.

6:00 - 7:00 p.m.

7:00 - 8:30 p.m.

8:30 - 9:30 p.m.

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

winners. WINNERS MUST BE PRESENT TO WIN

**GOLF AWARDS PRESENTATION** Justin Allen, Sales Vice President Andrus Transportation, Food Shippers Golf Chairman will announce the 2018 Golf Tournament

#### **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.

#### **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** 

**COCKTAIL RECEPTION** 

Sponsored by PECO Pallet

**Ballroom Lawn** 



#### **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 **Fourkites** 

**Grand Canyon Ballroom** 





#### PLAN ON STAYING TO ENJOY "MICHAEL AND AMY DUELING PIANOS"

Enjoy music & clean comedy during this dueling pianos show. An award winning "feel-good-funentertainment-experience" for audiences of all ages. Michael and Amy's show has been described as "Unexpected", "Hysterical" with "Incredible Talent", and "SO MUCH FUN!" Enjoy the fun and excitement. Sponsored by Velocity Transport

**Grand Canyon Ballroom** 





7:00 - 8:00 a.m.

#### **CONTINENTAL BREAKFAST**

Sponsored by XPO Logistics
Schmieding Produce

## **XPOLogistics**



**Ballroom Lawn** 

#### ALL CONFERENCE SESSIONS WILL BE HELD IN THE GRAND CANYON BALLROOM

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TANDEM LOGISTICS

8:00 - 8:15 a.m.

#### **OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK**

The day begins with Food Shippers of America President Kelly Stoeckigt, 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.

1:15 - 11:30 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)



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



IMC Panelist: David Marsh Vice President, Hub Group



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

#### 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

#### 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:



J.W. Marriott Desert Springs Palm Desert, California

## February 2020



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

AgSpring Companies

Ahold USA Albertsons

American Foods Group Ardent Mills, LLC

Arizona Canning Company

ARMADA ARYZTA

Associated Wholesale Grocers

Batory Foods Inc
Bay Valley Foods
Bel Brands USA
Bimbo Bakeries, USA
Birchwood Foods
Bongards Creameries

Bonnoir

Brakebush Brothers
Bumble Bee Seafoods
Burris Logistics
Bush Brothers & Co.

C&S Wholesale Grocers/ES3 Campbell Soup Company

Cargill

CH Guenther & Son, Inc

Citrus World

Coca-Cola Refreshments Colorado Boxed Beef Conagra Foods/Lamb Weston

Constellation Brands CSM Bakery Solutions Dakota Specialty Milling Danone North America

Darigolo

Delhaize America Shared Services Group, LLC

Domino's Pizza LLC Dot Foods, Inc Driscoll's

Eagle Eye Produce
Faribault Foods
Feeding America
Ferrara Candy Company
Foster Poultry Farms
Fresh Express Inc.
G3 Enterprises

**General Mills** 

Glanbia Performance Nutrition

Gordon Food Service

Gorton's

Harvest Meat Company Inc.

Heineken

Henningsen Foods Hickory Farms HP Hood LLC Hy-Vee, Inc.

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

IQ Foods
J.R. Simplot
JJ Family of Farms
Johnsonville Sausage

Ken Foods
Keystone Foods.
Kraft Heinz Foods
Kwik Trip Inc.
Land O Lakes
Leclerc Foods USA
Leprino Foods
Mars North America

Massimo Zanetti Beverage USA

MBM Corporation McCain Foods USA, Inc McLane Foodservice Inc

Meijer

Miller Brothers Express

Mizkan America Inc.

MillerCoors

Mountain Valley Produce Naturipe Farms LLC Nellson Neutraceutical Nestle Purina Petcare Co.

Nestle USA

North Dakota Miller

Ocean Spray Cranberries, Inc Operation Blessing International

PEPSICO Perdue

Performance Food Group

Perrigo Company

Pizza Wholesale of Lexington, Inc.

Post Consumer Brands Prestige Food Distributors Protenergy Natural Foods Publix Super Markets

QSCC, Inc. (The Wendy's Purchasing Coop)

Red Gold

Reser's Fine Foods
Rich Products
Riviana Foods
Sanderson Farms Inc.
Saputo Cheese USA
Saputo Dairy Foods USA, LLC
Save A Lot Food Stores
Schmieding Produce

Scotlynn Group of Companies

Seaboard Foods

Schreiber Foods

Seneca Foods Corporation

Services Group of America (GAMPAC)

Shamrock Foods Smithfield

Sun-Maid Growers of California

Sunsweet Growers
SUPERVALU
Sysco Corporation
Taylor Fresh Foods Inc.
The Hershey Company
The J. M. Smucker Company
The Kellogg Company

The Morning Star Packing Company
The Neil Jones Food Company
The Schwan Food Company

Tip Top Poultry
Tova Industries
Transnational Foods Inc.

UniPro FoodService United Sugars Corporation

Ventura Foods Wal-Mart Wayne Farms Welch's

Tyson Foods

Whataburger Restaurants

WhiteWave Foods Zentis North America

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



