THE INFINITE GAME: STAYING AHEAD OF



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Tentative conference agenda subject to change











































THE INFINITE GAME: STAYING AHEAD OF CHANGE

MARCH 3RD - 5TH, 2019 J.W. MARIOTT DESERT SPRINGS | PALM DESERT, CALIFORNIA

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.

2019 FOOD SHIPPERS OF AMERICA BOARD

President
Vice-President
Secretary
Treasurer
Board Member
Board Member
Board Member
Board Member
Chairperson of the Board
Executive Director
Media Advisor
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David Domencic
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Cori Purrington
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Royce Fisk
Adam Moreau
Russ Gottemoeller
John Murray
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Johnsonville Sausage
Danone North America
ARMADA
Batory Foods
Birchwood Meats
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Riviana Foods
C&S Wholesale/ES3
Danone North America
Food Shippers of America
Strive Logistics
Continental Express
Florida East Coast Railroad



2019 CHAIRS

Railroad Advisor

Third Party Advisor

Technical Advisor

Conference Co-Chair Conference Co-Chair Entertainment Co-Chair Golf Chairman Volunteer Co-Chair Volunteer Co-Chair Earnie Seibert Mary Kearney Patrick McDuffee Justin Allen Crystal Cheney Tim Fox Sanderson Farms Hirschbach Motor Lines PECO Pallet Andrus Transportation H&M Bay, Inc. Stech Group

Tandem Logistics

Food Shippers of America

2019 CONFERENCE PLANNING COMMITTEE

Paul Newbourne Covenant Transport Solutions

2020 CONFERENCE CHAIRS

Conference Co-Chair Conference Co-Chair Mike Marquert Kyle Kottke Birchwood Meats Kottke Trucking, Inc.

Tentative conference agenda subject to change

SATURDAY, MARCH 2ND, 2019

Tentative conference agenda subject to change

BURRIS

LOGISTICS

2:00 - 6:00 p.m.

5:30 - 6:30 a.m.

12:30 p.m

4:00 - 5:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Center/North Registration Desk

SUNDAY MARCH 3RD, 2019

GOLF GRAB AND GO BREAKFAST 5:30 - 6:30 a.m.

Sponsored by Burns Logistics **Burris Logistics**

Golf Clubhouse

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT MORNING ROUND

Golf Clubhouse

6:30 a.m. FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN START MORNING ROUND

Valley Course

11:00 - 6:00 p.m. CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Center/North Registration Desk

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT AFTERNOON ROUND 11:30- 12:30 p.m.

Golf Clubhouse

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN AFTERNOON ROUND

Valley Course

WELCOME LUNCHEON 12:00 - 2:00 p.m.

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 Great Plains Transport, Inc.

PECO Pallet

Springs Patio & Ballroom

2:00 - 4:00 p.m. ARE YOU PREPARED? SUPPLY CHAIN DISASTER SIMULATION EXERCISE

How would you respond to a crisis to supply items desperately needed after a disaster? Food Shippers of America in partnership with American Logistics Aid Network (ALAN) offer this game-based session putting you in the role of a business, non-profit, or government organization working to deliver critical commodities to a community following a disruptive event. You'll race against time to keep supplies moving while confronting challenges common to disaster. Performance metrics will be reviewed using data visualizations, and attendees will explore strategies for addressing real world supply chain risks simulated during the session.

Attendees should bring a WIFI enabled smartphone or tablet to participate in this session.

Location TBA

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

The Pointe

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 2019 Conference Chairs and Planning Committee.

Santa Rosa Ballroom

CONTINUING IN 2019 - OPPORTUNITY FOR STRATEGIC NETWORKING 2:00 - 6:00 p.m.

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.

North Foyer

WELCOME RECEPTION 6:00 - 7:00 p.m. Come enjoy a cocktail, reconnect with old friends and reach out to make new ones while enjoying California twilight.

Sponsored by AGForce agforce

J.W. Pavilion

7:00 - 9:00 p.m. WELCOME BUFFET DINNER Continue your networking from the reception while enjoying a buffet dinner.

Sponsored by 3GTMS

Capital Logistics

The Grove





MONDAY, MARCH 4th, 2019

Tentative conference agenda subject to change

ubject to change

NAME TAGS

MUST BE Worn at all

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by PLM Trailer



Springs Patio

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, Senior Business Analyst, 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.

Springs Salon A-E

ALL CONFERENCE SESSIONS WILL BE HELD IN THE DESERT BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Cavalry Logistics Password: cavalrylogistics

8:00 - 8:15 a.m.

WELCOME AND OPENING COMMENTS

Kelly Stoeckigt, Senior Business Analyst, Johnsonville Sausage, LLC and Food Shippers of America President will open the 64th Annual Conference and introduce our Conference Co-Chairs.



Kelly Stoeckigt Senior Business Analyst Johnsonville Sausage, LLC



Conference Co-Chair, Earnie Seibert Sanderson Farms



Conference Co-Chair, Mary Kearney Hirschbach Motor Lines

8:15 - 8:20 a.m.

GOLF AWARDS PRESENTATION

Justin Allen, Sales Vice President Andrus Transportation, Food Shippers Golf Chairman will announce the 2019 Golf tournament winners.

WINNERS MUST BE PRESENT TO WIN

9TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2019 recipient of the John J Murphy Scholarship present to receive the award from Food Shippers of America Treasurer Nancy Newbourne, Director of Inventory Planning, Batory Foods.

All 2019 scholarship award recipients will be acknowledged at this time.



8:30 - 9:30 a.m.

8:20 - 8:30 a.m.

SESSION 1 - 64TH ANNUAL CONFERENCE KEYNOTE SPEAKER

Elisha Archibald Manning III is a former American football quarterback who played professionally for 13 seasons in the National Football League. He played in the NFL for the New Orleans Saints from 1971 to 1982, also with the Houston Oilers and Minnesota Vikings. In college, he played for the Ole Miss Rebels football team at the University of Mississippi, and was later inducted into the College Football Hall of Fame. Manning is the father of Cooper Manning, former quarterback Peyton Manning, and current New York Giants quarterback Eli Manning. Peyton and Eli have each won two Super Bowls.



Elisha Archibald Manning III

9:30 - 10:00 a.m.

10:00 - 11:00 a.m.

Sponsored by Q Products & Services

CONFERENCE BREAK



SESSION 2 - OVERCOMING BARRIERS OF DAILY OPERATIONAL CHALLENGES IN TRANSPORTATION- PART 1 SHIPPERS/RECEIVERSWorking together to improve better utilization from multiple points of view. Discussion on what can be done to help carriers and drivers be more productive and successful (including but not limited to capacity, multiple stops, driver delay, layovers, hours of service, live unloads vs drop trailers) which will help shippers and receivers keep costs in line.



Moderator: Mike Regan Chief of Relationship Development TranzAct Technologies, Inc.



Panelist: David Brooks
Vice President Operations- Field Services
ARMADA

Panelist: Chris Ginest
Network Transformation Manager
Mars Petcare North America

11:00 - 11:55 a.m.

SESSION 3 - LET'S TALK: COMPENSATION IN TODAY'S SUPPLY CHAIN WORLD

Beth Carroll, CCP, GRP, CSCP, Managing Principal of Prosperio Group, a consulting firm that provides compensation design services, custom and industry surveys, and implementation support to companies who want to strategically align compensation with their organizational goals will address the rising costs within the Supply Chain industry and the challenges in securing quality candidates. This panel will discuss trend lines and what companies are doing to overcome those obstacles to staff positions throughout the Supply Chain.



Moderator: Beth Carroll Managing Principal Prosperio Group



Panelist: Steve Hoekstra President and Owner Hoekstra Transportation



Panelist: Brad Pinchuk President Hirschbach Motor Lines

MONDAY, MARCH 4TH, 2019

Tentative conference agenda subject to change

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Cheema Freight Lines

12:00 - 1:00 p.m.

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON **Springs Salon A-E**

1:00 - 2:00 p.m.

SESSION 4 - OVERCOMING BARRIERS OF DAILY OPERATIONAL CHALLENGES IN TRANSPORTATION- PART 2 CARRIERS

Continuation of Session 2 on what can be done to help carriers and drivers be more productive and successful (including but not limited to capacity, multiple stops, driver delay, layovers, hours of service, live unloads vs drop trailers) which will help shippers and receivers keep costs in line.



Moderator: Joe Yessen Vice President of Transportation & Warehousing Danone North America



Panelist: Russ Gottemoeller President Continental Express



Panelist: Ben Moeller General Manager Moeller Trucking



NAME TAGS MUST BE WORN AT ALL

Panelist: Steve Wutke Vice President of Sales Refrigerated Division, Prime Inc.

2:00 - 3:00 p.m.

SESSION 5 - "HOUSTON, WE HAVE A PROBLEM."

These memorable words were spoken by Captain Jim Lovell just over 46 years ago aboard the Apollo 13 spacecraft. Commander of that famous ill-fated moon mission, Lovell embodies the skills, courage, and leadership required to transform any mission into a success. Taking audiences through his harrowing flight to the moon and back, he demonstrates the spirit that has made him a hero to millions worldwide.



3:00 - 3:30 p.m.

CONFERENCE BREAK Sponsored by PECO Pallet



Captain Jim Lovell NASA Legend and Apollo 13 Commander

3:30- 4:30 p.m.

SESSION 6 - TODAY, TOMORROW: WHAT'S AVAILABLE AND WHAT'S NEXT IN EQUIPMENT AND INNOVATION

This session will explore current and future technologies for equipment today that will help improve fleet efficiencies and future initiatives for tomorrow. The panel will also discuss alternative energy options, energy efficiency and various technologies that will not only impact today's drivers but throughout the Supply Chain.



Christopher Trajkovski Vice President of Transportation, Fleet Maintenance C&S Wholesale Grocers



Michael Roeth Lead Trucking Efficiency for NACFE and the CWR

4:30 - 4:45 p.m.

CONFERENCE CLOSE OF DAY

Day's highlights will be reviewed, along with conference housekeeping before the day ends in preparation for the evenings events. Conference Co- Chair, Earnie Seibert, Sanderson Farms

Conference Co- Chair, Mary Kearney, Hirschbach Motor Lines

4:45 - 5:30 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.

North Foyer

5:30 - 7:00 p.m.

COCKTAIL RECEPTION Sponsored by PECO Pallet

Springs Patio

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 FourKites

Desert Ballroom



8:30 - 9:30 p.m.

ENTERTAINMENT

Not to be missed! Mark Eddie is a guitarist & comedian with a musician's view on everything from pop music to parenting. With his signature voice & happy-go-lucky spirit, Eddie has thoroughly entertained audiences the world over. His one-of-a-kind RockComedy show features songs, jokes, rock & roll history & spot-on singing impressions. Eddie is known for nailing the very essence of artists such as Al Green, Neil Diamond, Shaggy, Dave Mathews, Bruce Springsteen, Van Morrison & many more.



Desert Ballroom





Guitarist & Comedian

NAME TAGS MUST BE WORN AT ALL TIMES

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by Red Classic

Springs Patio



ALL CONFERENCE SESSIONS WILL BE HELD IN THE DESERT BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Cavalry Logistics Password: cavalrylogistics

8:00 - 8:30 a.m.

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Conference Co-Chairs Mary Kearney and Earnie Seibert will start the day by introducing Joe Everson. Joe Everson will open Tuesday's sessions with singing of the National Anthem while creating a Patriotic themed painting. This exceptional skill and talent has to be seen in person to truly appreciate. His artwork will be awarded to one lucky conference attendee by random drawing at close of conference.

MUST BE PRESENT TO RECEIVE THIS ONE OF A KIND ART PIECE

Food Shippers is proud to be able to Give Back to these worthwhile organizations:

- · Feeding America
- FIND Food Bank
- ALAN (American Logistics Aid Network)

In addition to Honor and show appreciation to the men and women that serve in the military we will contribute to

· Wounded Warriors

8:30 - 9:15 a.m.

SESSION 7 - OVERCOMING ADVERSITY

Corporal William Kyle Carpenter, retired United States Marine, received the United States' highest military honor, the Medal of Honor, for his actions in Marjah, Helmand Province, Afghanistan in 2010. As the youngest Medal of Honor recipient Kyle will talk about overcoming adversity from his injuries on November 21, 2010 presenting a strong perspective of how lives differ from those less fortunate circumstances, to make the most out of like and that all of their actions have repercussions—good and bad. He will also discuss how he is helping military veterans today and helping others



Corporal William Kyle Carpenter Medal of Honor Recipient Retired United States Marine

9:15 - 10:15 a.m.

SESSION 8 - VETERANS: ONE OF OUR COUNTRIES GREATEST RESOURCES

Join the panel as they discuss best practices in hiring and retaining Veterans in the Supply Chain. Challenges, successes and resources that all attendees can benefit from.



re-enter the workforce.

Moderator: Charles Hodges Senior Director, Events & Programs U.S. Chamber Foundation



Panelist: Lance Dixon
Werner Senior Vice President,
Mexico and Canada Temp Control Division



Panelist: Traci Earls General Manager Cargill, Butler Wisconsin



Panelist: Lloyd Trader
Vice President of Driver Personnel
.IB Hunt

10:15 - 11:15 a.m.

11:15 - 11:30 a.m.

SESSION 9 - 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 it's 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

CONFERENCE CLOSING

Conference Co- Chair, Earnie Seibert, Sanderson Farms Conference Co- Chair, Mary Kearney, Hirschbach Motor Lines

Will close the 64th Annual Conference including a drawing for the original artwork created by Joe Everson during Opening Comments. **MUST BE PRESENT TO WIN**.



SAVE THE DATES

Tentative conference agenda subject to change

FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

February 22nd - 25th. 2020

SUN	MON	TUE	WED	THU	FRI	SAT
					in .	1
2	3	4	5	6	7	8
9	10	11 11 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

February 28th- March 2nd, 2021

SUN	MON	TUE	WED	THU	FRI	SAT
Feb. 28	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 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 OCTOBER 1, 2018

Advance Pierre Foods

Agropur

AgSpring Companies Ajinomoto Foods Ajinomoto Windsor

Albertsons Almark

Amercian Foods Group

ARCOP, Inc. Ardent Mills ARMADA

Associated Wholesale Grocers

Batory Foods Inc Bay Valley Foods Bell Carter Foods, Inc

Bimbo Bakeries

Birchwood Foods Inc Bongards Creameries Bumble Bee Foods Burris Logistics Bush Brothers & Co. C&S Wholesale Grocers Campbell Soup Company

Caravan Ingredients./Purac America Inc.

Cargill CH Guenther & Son, Inc Colorado Boxed Beef

ConAgra

Continental Mills Convoy of Hope

Corbion (Caravan Purac) Country Pure Foods Craft Brew Alliance, Inc.

CTI Foods

Dairy Farmers of America Dakota Specialty Milling Danone North America

Darigold

Dole Fresh Vegetables Domino's Pizza DOT Foods Doumak, Inc Driscoll's

Eagle Eye Produce Faribault Foods Feeding America Ferrero USA, Inc Flagship Food Group

G3 Enterprises gategroup General Mills

Gonella Baking Company Gordon Food Service

Gorton's Grain Craft

Gregory Family Express/Nickey

Gregory

Griffith Foods Inc. Harvest Meat Company

Hickory Farms
Hills's Pet Nutrition
Hostess Brands LLC
HP Hood, LLC
ICL Group, LTD
Idahoan Foods, LLC

Indiana Sugars, Inc
Ingredion Incorporated

IP Coop

IP Coop Subway J.R. Simplot Company

JBSSA

Jennie-O Turkey Jensen Meat Co. Johnsonville Sausage KEHE Distributors

Kelloggs
Kens Food Inc
Kraft Heinz Company
Kwip Triip Inc
Lamb Weston

Land O' Lakes

Leclerc Foods USA

Leprino Foods & Dairy Products Lindt-Spruengli North America Maines Paper & Food Service

Massimo Zanetti MBM Corporation McLane Food Service

Meijer

Merchants Distributors (MDI)

Miller Brothers Express

MillerCoors

Mount Franklin Foods
Mountain Valley Produce
Mountaire Farms Inc
Naturipe Farms LLC
Nellson Neutraceutical
Nestle Purina Petcare Co.
North Dakota Miller

Ocean Spray Cranberries, Inc

OK Foods

Operation Blessing International

OSI Group PEPSICO Perdue Farms

Performance Food Group

Perrigo Company

Philadelphia Macroni Company Pizza Wholesale of Lexington

Post Consumer Brands

Pourshins Protenergy Foods Rainier Fruit Company

Red Gold Inc

Reinhart FoodService Reser's Fine Foods Restaurant Depot

Rich Products Corporation

Riviana Foods
Sanderson Farms
Saputo Cheese USA
Save A Lot Food Stores

Schmieding Produce Schreiber Foods Schwan's Company

Scotlynn Group of Companies

Seaboard Foods Seneca Foods Inc Service Group of America

(GAMPAC)

Shearer's Snacks, LLC

Sun-Maid Growers of California

Sunsweet Growers Inc Superior Dairy SUPERVALU

Sysco Corporation T. Marzetti Company

Target

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 SYGMA Network Inc

Tova Industries

Transnational Foods Inc

Tree Top, Inc. Truco Enterprises Turri's Italian Foods

U.S. Foods Unilever, U.S.

United Sugars Corporation

Ventura Foods Wayne Farms LLC West Liberty Foods Whatburger Restaurants

Winona Foods Zentis North America

Tentative conference agenda subject to change

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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