

65TH ANNUAL CONFERENCE

FEBRUARY 23RD - FEBRUARY 25TH, 2020

J.W. MARRIOTT GRANDE LAKES | ORLANDO, FLORIDA

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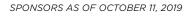






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20/20 VISION FOR THE FUTURE

FEBRUARY 23RD- 25TH, 2020 J.W. MARRIOTT GRANDE LAKES | 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.

2019 FOOD SHIPPERS OF AMERICA BOARD

President
Vice-President
Secretary
Treasurer
Chairman of the Board
Board Member

Board Member
Board Member
Board Member
Board Member
Board Member
Executive Director

Kelly Stoeckigt Steven Stein David Domencic Earnie Seibert Diane Van Wagner Mike Marquardt Patrick McDonald Jennifer Phillips Earnie Seibert Paul Newbourne

Palermo's Pizza
Danone North America
ARMADA
Sanderson Farms
Danone North America
Birchwood Foods
Darigold
Riviana Foods
Sanderson Farms
Food Shippers of America



2019 BOARD ADVISORS

Motor Carrier Advisor Railroad Advisor Third Party Logistics Technology Media Advisor Russ Gottemoeller John Murray John Gaudet Jim Mueller Chris Wilkes Continental Express Pioneer RailCorp RLS Logistics Food Shippers of America Celtic International

2020 CONFERENCE CHAIRS

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

Mike Marquardt Kyle Kottke Patrick McDuffee Justin Allen Crystal Cheney John Gaudet Lee Neal Birchwood Foods Kottke Trucking, Inc. PECO Pallet Andrus Transportation H&M Bay, Inc. RLS Logistics Great Plains Transport

2021 CONFERENCE CHAIRS

Peter Andrews Ricky Stover Schreiber Foods C.R. England



SATURDAY, FEBRUARY 22ND, 2020

1:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Mediterranean Registration Desk

SUNDAY, FEBRUARY 23RD, 2020

6:00 - 7:00 a.m.

GOLF GRAB AND GO BREAKFAST

Sponsored by Burns Logistics Trailiner Corp.

Valencia Lawn Terrace





7:00 a.m.

FOOD SHIPPERS OF AMERICA MORNING TOURNAMENT ROUND - SHOTGUN START

The Ritz-Carlton Golf Club - Grande Lakes

11:00 - 6:00 p.m.

CONFERENCE REGISTRATION

Note: Conference APP assistance will be available

Mediterranean Registration Desk

11:30 - 1:30 p.m.

WELCOME LUNCHEON

Upon your arrival and conference check in this luncheon is a great start for you to seek out old friends , meet new ones and start your networking!

Sponsored by Cedar Grove Warehouse Inc.

Frozen Food Express Trinity Logistics







Valencia Lawn Terrace

12:00 p.m.

FOOD SHIPPERS OF AMERICA AFTERNOON TOURNAMENT ROUND- SHOTGUN START

The Ritz-Carlton Golf Club - Grande Lakes

2:00 - 4:00 p.m.

ARE YOU PREPARED? SUPPLY CHAIN DISASTER SIMULATION EXERCISE

There's nothing fun about an actual disaster. But that doesn't mean learning how to deal with one can't be. Disasters can be overwhelming if your business isn't prepared. Join American Logistics Aid Network (ALAN) for an interactive, game-based session in which you'll play the role of an organization working hard to deliver food, water, and medicine to a community following a disruptive event. Race the clock to keep supplies moving and experience what it's like to confront many of the frustrating challenges that are common after disasters. You'll come away with a better understanding of how you and your business can improve outcomes for disaster survivors. Bring your smart phone or tablet to play along!

Palazzo Ballroom

4:00 - 5:00 p.m.

5TH 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

Citrus Gardens

Hirschbach

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 Members and Advisors of Food Shippers of America along with the 2020 Conference Co-Chairs.

Mediterranean Porte-Cochere

2:00 - 6:00 p.m.

CONTINUING IN 2020 - OPPORTUNITY FOR STRATEGIC NETWORKING

We have available designated meeting areas for you to schedule 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.

Palazzo Ballroom

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 the Florida twilight.

Sponsored by Surge Transportation

Valencia Lawn Terrace



7:00 - 9:00 p.m.

WELCOME BUFFET DINNER

Continue your networking and catching up with old (and new) friends while enjoying a buffet dinner immediately following the Welcome Reception.

Sponsored by 3Gtms Trimble





Valencia Lawn Terrace



MONDAY, FEBRUARY 24TH, 2020

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by C.H. Robinson Worldwide, Inc. PLM Trailer







Mediterranean Foyer

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 Logistics, Palermo's Pizza, will open the annual member meeting at 7:15 a.m. followed by Treasurer's report as required by organizational by-laws.

Palazzo F-H

ALL CONFERENCE SESSIONS WILL BE HELD IN THE MEDITERRANEAN BALLROOM

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

8:00 - 8:15 a.m.

WELCOME AND OPENING COMMENTS

Kelly Stoeckigt, Director of Logistics, Palermo's Pizza and Food Shippers of America President will open the 65th Annual Conference and introduce our 2020 Conference Co-Chairs.



Kelly Stoeckigt
Director of Logistics
Palermo's Pizza



Mike Marquardt
Vice President of Logistics
Birchwood Foods



Kyle Kottke General Manager Kottke Trucking, Inc.

8:15 - 8:20 a.m.

GOLF AWARDS PRESENTATION

Justin Allen, Sales Vice President, Andrus Transportation and Food Shippers Golf Chairman will announce the 2020 Golf tournament winners.

WINNERS MUST BE PRESENT TO WIN

8:20 - 8:30 a.m.

10TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2020 recipient of the John J Murphy Scholarship present to receive the award from Food Shippers of America Chairwoman of the Board, Diane Van Wagner, Danone North America. All 2020 award recipients will be acknowledged at this time.



8:30 - 9:30 a.m.

SESSION 1 - 65[™] ANNUAL CONFERENCE KEYNOTE SPEAKER: BILLY BEANE

William Lamar Beane III (Billy) is a former American professional baseball player. He is the executive vice president of baseball operations and minority owner of the Oakland Athletics of Major League Baseball; he is also minority owner of Barnsley FC of EFL Championship. He joined the Oakland Athletics' front office as a scout in 1990, was named general manager after the 1997 season, and was promoted to executive vice president after the 2015 season. His out of the box approach was 20/20 vision well ahead of it's time.



Billy Beane Keynote Speaker

PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.

9:30 - 10:00 a.m.

CONFERENCE BREAK

Sponsored by Hooiser Logistics



10:00 - 11:00 a.m.

SESSION 2 - THE DIGITAL SUPPLY CHAIN JOURNEY: A PRACTICAL GUIDE TO GETTING STARTED

There is a lot of discussion today across all industries about digital transformation. It is a call to action for companies and their trading partners to move away from "the way we've always done things" toward more efficient, scalable, and smarter ways of working together in order to remain relevant and competitive in today's fast-changing and demanding business environment. But what does "digital transformation" mean exactly? Why is it imperative, especially for companies in the food industry? How do you get started and get buy-in from senior management and trading partners? What are the business benefits of digital transformation? In this presentation, Adrian will explore those questions and provide recommendations for how companies in the food industry can move up the digital transformation maturity curve.



Moderator: Adrian Gonzalez President at Adelante SCM Founder/Host of Talking Logistics

11:00 - 11:55 a.m.

SESSION 3 - SHIPPER, RECEIVER AND CARRIER RELATIONSHIPS: CAN'T THIS JUST BE DONE DIGITALLY? NOT!

This session will be a discussion on how important relationships are in building an efficient logistics network. Each key supply chain participant should treat each other like trusted advisors, like a customer. Relationships matter, and with all of the pressures on transportation, nothing is more important than effective and efficient operations. Rick Blasgen, President and CEO of CSCMP with 25+ years of Supply Chain Leadership experience at Nabisco, Kraft and ConAgra will moderate a panel of industry executives. This panel will offer real examples of how to do it right, what works, and how to create trust between shippers, receivers and carriers.



Moderator: Rick Blasgen President and CEO CSCMP

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

MONDAY, FEBRUARY 24TH, 2020

12:00 - 1:00 p.m. **CONFERENCE ATTENDEE BUFFET LUNCH**

Sponsored by Fourkites

Great Plains Transport







Valencia Lawn Terrace

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON 12:00 - 1:00 p.m.

Palazzo A-E

SESSION 4 - 20/20 VISION ENJOY THE RIDE 1:00 - 2:00 p.m.

> A blueprint for getting the most out of life, funny motivational speaker Steve Gilliland's ENJOY THE RIDE™ is a hilarious and brilliantly conceived presentation that causes people to examine where they are personally and professionally. It lifts people up and inspires them to evolve and appreciate, rather than simply maintain and exist.



PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.

SESSION 5 - BLOCKCHAIN GOES GLOBAL

"It could be argued that Blockchain is boring and useless"... Dale Chrystie. Dale Chrystie is a corporate strategist with FedEx corporation and the current chairman of BITA (Blockchain in Transportation Alliance) Standards Council. Dale simplifies Blockchain and explores the many uses now being considered such as global clearance, the global supply chain, health care, food safety and transportation. "Where authenticity is critical, Blockchain will become transformative" Dale and company will share their vision on how Blockchain will be built out across industries both internationally and domestically. Don't miss this timely dive into a topic being explored by so many companies around the globe.



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CONFERENCE BREAK 3:00 - 3:30 p.m.

Sponsored by PECO Pallet



Mediterranean Foyer

2:00 - 3:00 p.m.

3:30 - 4:30 p.m.

4:45 - 6:00 p.m.

6:00 - 7:00 p.m.

7:00 - 8:30 p.m.

8:30 - 9:30 p.m.

SESSION 6 - VISION FROM A WOUNDED WARRIOR TO A WORLD CHAMPION

Melissa Stockwell, War Veteran · 2x Paralympian · Bronze Medalist · Triathlon Coach · Dare2tri Co-founder · Mother · Patriot, talks about overcoming obstacles, perseverance and how we all have the ability to choose our own path in life. She will share her beliefs that anyone can do anything that they put their mind to and hopes her audience walks away with a greater appreciation of life and an 'I can do anything' attitude.



PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.

CONFERENCE CLOSE OF DAY 4:30 - 4:45 p.m.

Conference Co-Chairs Mike Marquardt, Birchwood Foods and Kyle Kottke, Kottke Trucking, Inc will review the day's highlights along with conference housekeeping items before the day ends in preparation for the evening events.



Mike Marguardt Vice President of Logistics Birchwood Foods



Kyle Kottke General Manager Kottke Trucking, Inc.

BACK BY POPULAR DEMAND - OPPORTUNITY FOR STRATEGIC NETWORKING

We will have available designated meeting areas for you to schedule your one on one meetings.

Palazzo Ballroom

COCKTAIL RECEPTION

Sponsored by C&L Transport & Logistics PECO Pallet





Valencia Lawn Terrace

ANNUAL BANQUET EVENT

Sponsored by Surge Transportation



Mediterranean Ballroom

EVENING ENTERTAINMENT

Mike Super's life has been characterized by an obsession and passion for magic. His performance can only be summed up with one word... LAVENOUS! The secret to Mike's success is his natural ability to entertain and fascinate people. He has pioneered a new form of magic with his own inimitable, down-to-earth style. He transcends the "trick" and connects personally with his audience. His appeal to both young and old has made him one of the most sought after mystifies in the world!

Sponsored by Becker Logistics **PECO Pallet**







TUESDAY, FEBRUARY 25TH, 2020

7:00 - 8:00 a.m.

8:00 - 8:30 a.m.

CONTINENTAL BREAKFAST

Sponsored by Visible Supply Chain Management, LLC







Mediterranean Foyer

ALL CONFERENCE SESSIONS WILL BE HELD IN THE MEDITERRANEAN BALLROOM

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

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Conference Co-Chairs Mike Marquardt and Kyle Kottke will start the day with a recap of the opening day's key takeaway points then Food Shippers of America President Kelly Stoeckigt will present the organization's annual "Give Back" acknowledgments to:

- Feeding America
- Second Harvest Food Bank of Central Florida
- ALAN (American Logistics Aid Network)







8:30 - 9:30 a.m.

9:30 - 10:30 a.m.

SESSION 7 - NICE BIKE: CREATING AUTHENTIC CONNECTIONS

Mark Scharenbroich is an expert in creating authentic connections and inspiring his audience to transform corporate cultures. By discovering the power of connections, leaders are moved to connect more effectively with their team and the team in turn connecting with the customer. Mark's "Nice Bike" metaphor is a memorable principle that helps create raving fans one customer at a time.



Mark Scharenbroich Scharenbroich & Associates

PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.

SESSION 8 - NAVIGATING RISK IN A CHANGING TRANSPORTATION ENVIRONMENT

Change and uncertainty are constant but even more so in the recent freight environment. This expert panel discussion will be moderated by a shipper industry leader to help identify and reduce risk associated with regulatory, legal, and cost uncertainty. A Q&A session will be included to address your concerns that are most relevant and critical to your success. Bring your crystal ball and join us!



Moderator: Katie Freisen Sr. Director **Distribution & Transportation** for The Hershey Company



Panelist: Bridgette Blitch Shareholder Blitch Westley Barrette, S.C.



Panelist: Kyle Lintner Principal & Director of Markets K-Ratio

PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.

10:30 - 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 its effects throughout the Supply Chain. Don't miss this session for up to date invaluable information to take back and share.



Chief Economist & Senior Vice President American Trucking Association

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11:30 - 11:45 a.m.

CONFERENCE CLOSING

Steven Stein, Senior Transportation Manager Danone North America and incoming Food Shippers of America President will close the 65th Annual Conference.



Senior Transportation Manager Danone North America

PLEASE COMPLETE THE SESSION SURVEY FOUND ON CONFERENCE APP AS YOUR FEEDBACK IS IMPORTANT AND VALUED.





20/20 VISION FOR THE FUTURE

We would like to thank our speakers for their participation and support of our 65th Annual Food Shippers of America Conference

Billy Beane

Keynote Speaker

Rick Blasgen

President and CEO CSCMP

Bridgette Blitch

Shareholder Blitch Westley Barrette, S.C.

Dale Chrystie

Corporate Strategist FedEX Corporation

Bob Costello

Chief Economist & Senior Vice President American Trucking Association

Katie Freisen

Sr. Director of Distribution & Transportation The Hershey Company

Steve Gilliland

Motivational Presenter

Adrian Gonzalez

President at Adelante SCM Founder/Host of Talking Logistics

Kyle Lintner

Principal & Director of Markets K-Ratio

Mark Scharenbroich

Scharenbroich & Associates

Melissa Stockwell

Motivational Presenter



SAVE THE DATES

FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

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

February 20th - February 22th, 2022

SUN	MON	TUE	WED	THU	FRI	SAT
			2	3	4	5
6	7	8	9	10	11	12
13	14	15 ш	16	17	18	19
20	21	22	23	24	25	26
27	28			ود		

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:

MEMBER COMPANIES AS OF OCTOBER 2, 2019

Abbott Laboratories Agropur Ingredients Agspring, LLC

Ajinomoto Foods North America, Inc.

Albertsons Almark Foods

American Foods Group ARCOP (Arby's Supply Chain)

Ardent Mills ARMADA

Associated Milk Producers, Inc.

Batory Foods Bay Valley Foods Bel Brands USA Bell Carter Foods, Inc. Bimbo Bakeries USA Birchwood Foods Inc

Blommer Chocolate Company

Bongards Creameries Bronco Wine Company Bumble Bee Foods, LLC **Burris Logistics** Butts Foods, Inc. **C&S** Wholesale Grocers

Cargill

CH Guenther & Son, Inc

Campbell Soup Company

Conagra

Concord Foods LLC Continental Mills Convoy of Hope Corbion (Caravan/Purac)

Craft Brew Alliance Inc.

CTI Foods

Dairy Farmers of America Danone North America

Darigold Inc. Dawn Foods Delta Air Lines DOT Foods, Inc Doumak Inc. Driscoll's E.A, Sween E.J. Poultry Eagle Eye Produce Europastry US **Faribault Foods** Feeding America Ferrero USA, Inc.

Flagship Food Group

Fresh Mark, Inc.

From the Hearth Holdings, LLC

G3 Enterprises gategroup General Mills

Giumarra Bros. Fruit Co. Inc.

Gordon Food Service

Gorton's **Grain Craft Griffith Foods** Hain Celestial Foods Halo Top Creamery Hartung Brothers Inc.

H.C. Schmieding Produce Company, LLC

Hostess Brands LLC ICL Group, LTD Idahoan Foods, LLC

Independent Purchasing Cooperative, Inc.

Indiana Sugars Inc. Ingredion Incorporated

JBS USA LLC Jennie-O Turkey Store

Jensen Meat Co. Inc. John B Sanfilippo & Son, Inc.

Johnsonville, LLC JR Simplot Company Kraft Heinz Company Kwik Trip, Inc.

Lakeview Farms LLC Lamb Weston Land O' Lakes, Inc. Leclerc Foods USA

Leprino Foods and Dairy Products Co Lindt & Sprungli North America

Lipman Family Farms Litehouse, Inc.

Martin Preferred Foods McLane Foodservice

Meijer

Merchants Distributors (MDI)

MillerCoors

Mount Franklin Foods Mountaire Farms Inc Naturipe Farms LLC Nellson Nutraceutical North Dakota Mill

Novamex Ocean Spray Cranberries, Inc. Operation Blessing International Organic Valley/CROPP Cooperative Palermos Pizza PepsiCo

Performance Food Group

Perrigo Company

Philadelphia Macaroni Company

Post Consumer Brands **Premier Nutrition Company** Rainier Fruit Company

Red Gold Inc. Rembrandt Foods Reser's Fine Foods Rich Products Corporation Rise Baking Company Riviana Foods Inc. Sanderson Farms Inc. Santa Cruz Nutritionals Saputo Cheese USA

Schreiber Foods Schwan's Company

Scotlynn Group of Companies

Seaboard Foods Seneca Foods Inc. Shearer's Snack Foods LLC South Mill Champs

Sun-Maid Growers of California

Sunsweet Growers Inc. Superior Dairy Superior Farms, Inc. SUPERVALU Inc. Sysco Corporation

T.Marzetti Company Target

Taylor Fresh Foods The Hershev Company The J.M. Smucker Company The Kellogg Company

The Neil Jones Food Company

TNT Crust, Inc. Torani

Traditional Medicinals, Inc.

Tree Top. Inc. Truco Enterprises Unilever, U.S.

United Sugars Corporation

US Foods Ventura Foods LLC

Walmart

West Liberty Foods

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

Food Shippers of America

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