

THE INFINITE GAME: STAYING AHEAD OF

CHANGE



64TH ANNUAL CONFERENCE
MARCH 3RD - MARCH 5TH, 2019
J.W. MARRIOTT DESERT SPRINGS
PALM DESERT, CALIFORNIA

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THE INFINITE GAME: STAYING AHEAD OF CHANGE

MARCH 3RD - 5TH, 2019

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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
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Board Member
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Board Member
Chairperson of the Board
Executive Director
Media Advisor
Motor Carrier Advisor
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Russ Gottemoeller
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NAME TAGS
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TIMES

2019 CHAIRS

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

2019 CONFERENCE PLANNING COMMITTEE

Paul Newbourn

Covenant Transport Solutions

2020 CONFERENCE CHAIRS

Conference Co-Chair
Conference Co-Chair

Mike Marquert
Kyle Kottke

Birchwood Meats
Kottke Trucking, Inc.

SATURDAY, MARCH 2ND, 2019

2:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Note: Conference App assistance will be available

Center/North Registration Desk

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SUNDAY MARCH 3RD, 2019

5:30 - 6:30 a.m.

GOLF GRAB AND GO BREAKFAST

Sponsored by Burns Logistics
Burris Logistics



Golf Clubhouse

5:30 - 6:30 a.m.

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

11:30 - 12:30 p.m.

REGISTRATION FOR FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT AFTERNOON ROUND

Golf Clubhouse

12:30 p.m.

FOOD SHIPPERS OF AMERICA GOLF TOURNAMENT SHOTGUN AFTERNOON ROUND

Valley Course

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
Vantix



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.

Springs Salon A-E

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

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

2:00 - 6:00 p.m.

CONTINUING IN 2019 - 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

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 California twilight.

Sponsored by AGForce
Primelink
Tucker



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

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by CH Robinson
PLM Trailer



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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, Director of Logistics, Palermo's Pizza, will open the annual member meeting at 7:15 a.m. followed by a report from Treasurer Nancy Newbourn, 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, Director of Logistics, Palermo's Pizza and Food Shippers of America President will open the 64th Annual Conference and introduce our Conference Co-Chairs.



Kelly Stoeckigt
Director of Logistics
Palermo's Pizza



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

8:20 - 8:30 a.m.

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 Newbourn, Director of Inventory Planning, Batory Foods. All 2019 scholarship award recipients will be acknowledged at this time.



8:30 - 9:30 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.

CONFERENCE BREAK

Sponsored by Q Products & Services



10:00 - 11:00 a.m.

SESSION 2 - SHIPPER / CARRIER COLLABORATIVE VICTORIES – PART 1 SHIPPER / RECEIVER PERSPECTIVE:

Shippers, Receivers and Carriers need to work together to be successful keeping an efficient flow and thus costs in line. What can or needs to be done?



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

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Cheema Freight Lines
Great Plains Transport



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12:00 - 1:00 p.m.

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON

Springs Salon A-E

1:00 - 2:00 p.m.

SESSION 4 - CARRIER / SHIPPER COLLABORATIVE VICTORIES - PART 2 CARRIER PERSPECTIVE:

Carriers, Shippers and Receivers need to work together to be successful keeping an efficient flow and thus costs in line. What can or needs to be done?



Moderator: Joe Yessen

Vice President of Transportation & Warehousing
Danone North America



Panelist: Russ Gottemoeller

President
Continental Express



Panelist: Ben Moeller

General Manager
Moeller Trucking



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.



Captain Jim Lovell

NASA Legend and Apollo 13 Commander

3:00 - 3:30 p.m.

CONFERENCE BREAK

Sponsored by PECO Pallet



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.

Sponsored by Surge Transportation

Desert Ballroom



Mark Eddie
Guitarist & Comedian

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST

Sponsored by Red Classic
Visible



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 life 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 re-enter the workforce.



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.



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
JB Hunt

10:15 - 11:15 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

11:15 - 11:30 a.m.

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.**



THE INFINITE GAME: STAYING AHEAD OF CHANGE

We would like to thank our speakers for their participation and support of our 64th Annual Food Shippers of America Conference

David Brooks

Vice President Operations- Field Services
ARMADA

Kyle Carpenter

Medal of Honor Recipient

Beth Carroll

Managing Principal
Prosperio Group

Bob Costello

Chief Economist & Senior Vice President
American Trucking Association

Lance Dixon

Werner Senior Vice President,
Mexico and Canada Temp Control Division

Traci Earls

General Manager
Cargill, Butler Wisconsin

Mark Eddie

Guitarist & Comedian

Chris Ginest

Network Transformation Manager
Mars Petcare North America

Russ Gottemoeller

Founder and President
Continental Express

Charles Hodges

Senior Director, Events & Programs
U.S. Chamber Foundation

Steve Hoekstra

President and Owner
Hoekstra Transportation

Jim Lovell

Captain Apollo 13 Commander

Archie Manning

Keynote Speaker

Ben Moeller

General Manager
Moeller Trucking

Brad Pinchuk

President
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Mike Regan

Chief of Relationship Development
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Michael Roeth

Lead Trucking Efficiency for NACFE and the CWR

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C&S Wholesale Grocers

Steve Wutke

Vice President of Sale- Refrigerated Division
Prime Inc.

Joe Yessen

Vice President of Transportation & Warehousing
Danone North America



THANK YOU TO OUR CONFERENCE VOLUNTEERS

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SAVE THE DATES

FOR FOOD SHIPPERS OF AMERICA'S UPCOMING CONFERENCES:

February 22nd - 25th, 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

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
Americian 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
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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
Nelson 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 Macaroni 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

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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