



2020 VISION FOR THE FUTURE

65TH ANNUAL CONFERENCE

FEBRUARY 23RD - FEBRUARY 25TH, 2020

J.W. MARRIOTT GRANDE LAKES | ORLANDO, FLORIDA

THANK YOU TO OUR 2020 SPONSORS

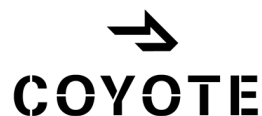
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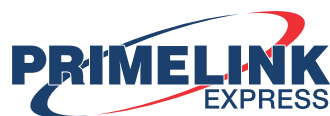
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TENTATIVE 2020 CONFERENCE AGENDA SUBJECT TO CHANGE

THANK YOU TO OUR 2020 SPONSORS

PROGRAM SPONSORS





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
Executive Director

Kelly Stoeckigt
Steven Stein
David Domencic
Earnie Seibert
Diane Van Wagner
Mike Marquert
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

NAME TAGS
MUST BE
WORN AT ALL
TIMES

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 Marquert
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

2020 VISION FOR THE FUTURE

TENTATIVE 2020 CONFERENCE AGENDA SUBJECT TO CHANGE

SATURDAY, FEBRUARY 22ND, 2020

1:00 - 6:00 p.m.

EARLY CONFERENCE REGISTRATION

Mediterranean Registration Desk

NAME TAGS
MUST BE
WORN AT ALL
TIMES

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 Frozen Food Express



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

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



Valencia Lawn Terrace

MONDAY, FEBRUARY 24TH, 2020

7:00 - 8:00 a.m.

CONTINENTAL BREAKFAST
Sponsored by 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: Password:

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 - 65TH 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



MONDAY, FEBRUARY 24TH, 2020

11:55 - 12:00 p.m.

CONFERENCE HOUSEKEEPING

12:00 - 1:00 p.m.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Fourkites
Great Plains Transport



Valencia Lawn Terrace

12:00 - 1:00 p.m.

INVITATION ONLY SPEAKER AND SPONSOR LUNCHEON

Palazzo A-E

1:00 - 2:00 p.m.

SESSION 4 - 20/20 VISION ENJOY THE RIDE

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.



Steve Gilliland
Motivational Presenter

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

2:00 - 3:00 p.m.

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.



Dale Chrystie
Corporate Strategist
FedEX Corporation

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

3:00 - 3:30 p.m.

CONFERENCE BREAK

Sponsored by PECO Pallet



Mediterranean Foyer

3:30 - 4:30 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.



Melissa Stockwell
Motivational Presenter

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

4:30 - 4:45 p.m.

CONFERENCE CLOSE OF DAY

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 Marquardt
Vice President of Logistics
Birchwood Foods



Kyle Kottke
General Manager
Kottke Trucking, Inc.

4:45 - 6:00 p.m.

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

6:00 - 7:00 p.m.

COCKTAIL RECEPTION

Sponsored by C&L Transport & Logistics
PECO Pallet



Valencia Lawn Terrace

7:00 - 8:30 p.m.

ANNUAL BANQUET EVENT

Sponsored by Surge Transportation



Mediterranean Ballroom

8:30 - 9:30 p.m.

EVENING ENTERTAINMENT

Sponsored by Becker
PECO Pallet



Mediterranean Ballroom

TENTATIVE 2020 CONFERENCE AGENDA SUBJECT TO CHANGE

TUESDAY, FEBRUARY 25TH, 2020

7:00 - 8:00 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: Password:



8:00 - 8:30 a.m.

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Conference Co-Chairs Mike Marquert 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.

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.

9:30 - 10:30 a.m.

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



Bridgette Blitch
Shareholder
Blitch Westley Barrette, S.C.

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.



Bob Costello
Chief Economist & Senior Vice President
American Trucking Association

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

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.



Steven Stein
Senior Transportation Manager
Danone North America

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

2020 VISION FOR THE FUTURE

TENTATIVE 2020 CONFERENCE AGENDA SUBJECT TO CHANGE



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

Mark Scharenbroich

Scharenbroich & Associates

Steven Stein

Senior Transportation Manager
Danone North America

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 |
|-----|-----|-----|-----|-----|-----|-----|
| | | 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 | | | | | |

J.W. Marriott Grande Lakes • Orlando, Florida

TENTATIVE 2020 CONFERENCE AGENDA SUBJECT TO CHANGE

55%

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:

65%

MEMBER COMPANIES AS OF SEPTEMBER 9, 2019

80%

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
Campbell Soup Company
Cargill
CH Guenther & Son, Inc
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.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
H.C. Schmieding Produce Company, LLC
Hain Celestial Foods
Halo Top Creamery
Hartung Brothers Inc.
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
Nelson 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.
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 Hershey 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
1144 East State Street, Suite A-288 • Geneva, IL 60134
executivedirector@foodshippersofamerica.org



www.foodshippersofamerica.org

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