



66TH ANNUAL CONFERENCE

FEBRUARY 20 - 22, 2022

J.W. MARRIOTT GRANDE LAKES
ORLANDO, FLORIDA



REthink EVERYTHING

FSA CONFERENCE | 2022



**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

THANK YOU TO OUR 2022 SPONSORS

PRIMARY EVENT SPONSORS



EVENT SPONSORS



MAJOR GOLF SPONSORS

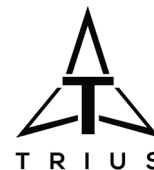
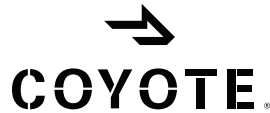


SUPPORT SPONSORS



THANK YOU TO OUR 2022 SPONSORS

PROGRAM SPONSORS





**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

REthink EVERYTHING

FEBRUARY 20 - 22, 2022

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.

2022 OFFICERS AND BOARD OF DIRECTORS

Chair of the Board
President
Vice-President
Secretary
Treasurer
Board Member
Board Member
Board Member
Board Member
Executive Director

Kelly Stoeckigt
Steve Stein
David Domencic
Mike Marquardt
Earnie Seibert
Darica Schneider
Lori Lammers
Rob Lyall
Peter Andrews
Paul Newbourn

Palermo's Pizza
Danone North America
ARMADA
Birchwood Foods
Food Shippers of America
Hormel
Dawn Foods
Simmons Foods
Schreiber Foods
Food Shippers of America



2022 BOARD ADVISORS

Motor Carrier Advisor
Railroad Advisor
Third Party Logistics Advisor
Technology Advisor
Media Advisor

Mary Kearney
Lyle Hayes
Peter Roessle
Jim Mueller
Chris Wilkes

Tucker Freight Lines
Burlington Northern Railway
Americold Logistics
Food Shippers of America
Celtic International

2022 CONFERENCE CHAIRS

Rob Lyall
Steve Wutke

Simmons Foods
Prime, Inc.

2023 CONFERENCE CHAIRS

Mark Purdy
Craig Paulsen

General Mills
Schneider

COVID-19 CONFERENCE PRECAUTIONS

Please:

- Practice Social Distancing
- Wear a face mask
- Wash your hands frequently

Honor the following button system:

Red: Please keep your distance

Yellow: I'm okay with talking but not touching

Green: I'm okay with handshakes and high fives

PLEASE BE CONSIDERATE OF FELLOW CONFERENCE GOERS

Masks sponsored by DAT Solutions, LLC



SATURDAY, FEBRUARY 19TH, 2022

1:00 - 6:00 P.M.

EARLY CONFERENCE REGISTRATION
Grand Registration Desk

NAME TAGS
MUST BE
WORN AT ALL
TIMES

SUNDAY, FEBRUARY 20TH, 2022

6:30 - 7:00 A.M.

GOLF GRAB AND GO BREAKFAST
Sponsored by Burns Logistics Solutions, Inc.
Trailer Corp.
Fairways Lawn



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
Grande Registration Desk

11:30 - 1:30 P.M.

WELCOME LUNCHEON

Upon your arrival and conference check in please join your fellow attendees at this luncheon to begin your conference networking experience while seeking out old friends and meeting new ones.

Sponsored by PLM Trailer Leasing
Covenant Logistics Group
Valenica Lawn Terrace



1:00 P.M.

FOOD SHIPPERS OF AMERICA AFTERNOON TOURNAMENT ROUND - SHOTGUN START
The Ritz-Carlton Golf Club - Grande Lakes

1:00 - 6:00 P.M.

CONTINUING IN 2022 - 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 which are available on a first come basis to assist in your networking efforts.

Cataluna 1-2

1:30- 2:30 P.M.

PANDEMIC PLANNING - HOW DO WE PREPARE FOR THE NEXT ONE?

Food Shippers of America has partnered with American Logistics Aid Network (ALAN) to offer an interactive workshop about lessons learned from the COVID-19 pandemic and how to be better prepared for the next disruptive event.

Palazzo A-B



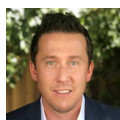
Kathy Fulton
Executive Director
American Logistics Aid
Network (ALAN)

2:45 - 3:45 P.M.

AN INTRODUCTION TO CLASS 8 ELECTRIC VEHICLE (EV) TRACTORS

This year Food Shippers of America, in conjunction with Daimler Trucks North America, offers a session on this rapidly expanding aspect of the motor carrier industry. Daimler Trucks will provide a brief overview of the EV industry along with their efforts to make this power alternative a viable option for motor carrier fleets. Daimler Trucks will have one of their eCascadia demo units on site for inspection.

Mediterranean 6-7 & Porte-Cochere



Alexander Voets
Sales and Marketing
Manager
eMobility

4:00 - 5:00 P.M.

6TH ANNUAL SISTERS WITHIN THE SUPPLY CHAIN AFTERNOON TEA

Sorry guys! This networking opportunity is for Ladies Only. This is our 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 Transportation Services, Inc.
Citrus Garden



SUNDAY, FEBRUARY 20TH, 2022

NAME TAGS
MUST BE
WORN AT ALL
TIMES

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 2022 Conference Co-Chairs.

Sponsored by **PLS Logistics Services**
Mediterranean Foyer & Porte-Cochere



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 **FreightPlus**
Tucker Company Worldwide

FREIGHTPLUS



Valenica 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 **Surge Transportation**
Alvys Inc.
Vector



Palazzo Ballroom

MONDAY, FEBRUARY 21ST, 2022

7:00 - 11:00 A.M.

CONFERENCE REGISTRATION

Grande Registration Desk

7:00 - 8:00 A.M.

CONTINENTAL BREAKFAST

Sponsored by **Royal Transportation Services, Inc.**
Werner Enterprises



WERNER

Mediterranean Foyer & Porte-Cochere

7:00 - 7:45 A.M.

SHIPPERS AND RECEIVERS PRIVATE BREAKFAST

This is designated time specifically for our Shipper and Receiver attendees to interact and hear the annual meeting update. Food Shippers of America President Steve Stein, Senior Manager Transportation East, Danone North America, will open the annual member meeting at 7:15 a.m. followed by the current Treasurer's report as required by the organization's by-laws.

Palazzo A-C

ALL CONFERENCE SESSIONS WILL BE HELD IN THE MEDITERRANEAN BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Universal Capacity Solutions
Password: FSA2022



8:00 - 8:05 A.M.

NATIONAL ANTHEM PRESENTATION

Joe Everson, Artist, Vocalist, Musician, and Photographer.



Joe Everson
Artist, Vocalist, Musician,
and Photographer

8:05 - 8:15 A.M.

WELCOME AND OPENING COMMENTS

Steve Stein, Senior Manager Transportation East, Danone North America and Food Shippers of America President will open the 66th Annual conference and introduce our 2022 Conference Co-Chairs.



Steve Stein
Senior Manager
Transportation East
Danone North America



Rob Lyall
Vice President Supply Chain
Simmons Foods



Steve Wutke
Vice President
Prime, Inc.

8:15 - 8:30 A.M.

11TH ANNUAL PRESENTATION OF THE JOHN J. MURPHY SCHOLARSHIP

We are pleased to have the 2022 recipient of the John J. Murphy Scholarship present to receive the award from Food Shippers of America Chairwoman of the Board, Kelly Stoeckigt, Director of Logistics, Palermo's Pizza. All 2022 award recipients will be acknowledged at this time.



FOOD
SHIPPERS
OF AMERICA

John J. Murphy Scholarship



Kelly Stoeckigt
Director of Logistics
Palermo's Pizza

8:30 - 9:30 A.M.

SESSION 1 - 66TH ANNUAL CONFERENCE KEYNOTE SPEAKER: TONY DUNGY

Tony Dungy has a rich history with the sport of football as both a player and a coach. Coach Dungy is credited for constructing the team that won Super Bowl XLI in 2007 with Peyton Manning and the Indianapolis Colts. He was voted into the Pro Football Hall of Fame as a coach in 2016.

Since 2009, Coach Dungy has served as a key part of the analyst team for NBC's Football Night in America. Coach Dungy is an accomplished NY Times best seller list author and active civic leader including having served on President Bush's Service and Civic Participation Council.

Note - Recording Mr. Dungy's presentation is not allowed without express written consent.



Tony Dungy
Football Analyst
NBC Sports

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

9:30 - 9:45 A.M.

CONFERENCE BREAK

Sponsored by **Hoosier Logistics, Inc.**
Mediterranean Foyer



HOOSIERLOGISTICS

9:45 - 10:45 A.M.

SESSION 2 - FOOD AND CONSUMER TRENDS IN A PANDEMIC WORLD: ANNE-MARIE ROERINK

The food industry has been in flux for years, as dollars shift from Boomers to Millennials. Trends such as healthy living, sustainability, technology and convenience are profoundly changing how and where shoppers spend their money. But retail change hit the fast track with the arrival of coronavirus in the U.S. and as a result, business doubled seemingly overnight. Consumers shopped different stores, bought different items and started preparing more meals at home and consumers quickly realized every link in the supply chain is essential. Join us as Anne-Marie will challenge the audience to ReThink Everything in food trends and consumer habits as we continue to navigate beyond the pandemic towards the new normal.



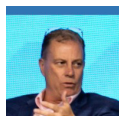
Anne-Marie Roerink
Principle
210 Analytics, LLC

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

10:45 - 12:00 P.M.

SESSION 3 - INDUSTRY ICONS: HOW SOME OF THE INDUSTRY'S BEST VIEW THIS NEW NORMAL

The supply chain has never seen the level of disruption it has experienced since the pandemic began in early 2020. From significant changes in demand patterns, to a constricted supply of labor and materials, the solutions in this new environment require all of us to think differently. Thom Albrecht will facilitate a discussion with key industry leaders to gain insight on how the industry has changed and how companies are driving change in what has become a very dynamic supply chain and logistics environment.



Moderator: Thom Albrecht
CFO & Chief Revenue Officer
Reliance Partners



Panelist: Shelley Simpson
CCO & Executive VP of
People & Human Resources
JB Hunt Transportation



Panelist: Robert Low
Founder
Prime, Inc.



Panelist: Todd Carter
Vice President,
Domestic Intermodal
BNSF Railway



Panelist: Kevin Knight
Founder
Knight Swift Transportation

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

MONDAY, FEBRUARY 21ST, 2022

**NAME TAGS
MUST BE
WORN AT ALL
TIMES**

12:00 - 12:05 P.M.

CONFERENCE HOUSEKEEPING

12:05 - 1:25 P.M.

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by Great Plains Transport, Inc.
CONVOY

Valencia Lawn Terrace

GREAT PLAINS
TRANSPORT INC.

CONVOY

12:05 - 1:25 P.M.

INVITATION ONLY: SPEAKER AND SPONSOR LUNCHEON

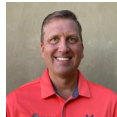
Palazzo A-C

1:25 - 1:30 P.M.

GOLF AWARDS PRESENTATION

Justin Allen, Sales Vice President, Andrus Transportation and Food Shippers of America Golf Chairman will announce the 2022 golf tournament winners.

WINNERS MUST BE PRESENT TO RECEIVE AWARDS



Justin Allen
Sales Vice President
Andrus Transportation

1:30 - 2:30 P.M.

SESSION 4 - THE DAY AFTER TOMORROW: PETER HINSSEN

Most of us focus on Today: on the meetings we will be having, the e-mails we will respond to, the price offers we need to send out while deadlines are breathing down our neck. And we should. Today is what pays our bills. We also think a lot about Tomorrow, about our future value and how our company will survive disruption. Tomorrow is what keeps us awake at night. In 'The Day After Tomorrow', Peter talks about the right model of operations, the right organizational structure, and the right culture to maximize your chances for survival in the Day After Tomorrow.



Peter Hinssen
Motivational Presenter

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

2:30 - 3:45 P.M.

SESSION 5 - STRAIGHT TALK FROM THE DRIVERS THAT DELIVER THE GOODS

All of us depend on drivers every day to make our production and transportation networks flow efficiently. They are essential to our companies and our country but few of us get enough opportunities to hear their feedback directly and unfiltered. Jack Porter will moderate an engaging conversation with a diverse panel of expert drivers as we explore how the evolving supply chain challenges have directly impacted them, and how to make our industry's most valuable assets even more safe and productive.



Moderator: Jack Porter
Principle
GPorter Group



Panelist: Gene Crawford
Professional Driver
Heyl Truck Lines



Panelist: Jason Schill
Professional Driver
Raider Express



Panelist: Dee Sova
Professional Driver
Prime, Inc.

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

3:45 - 4:00 P.M.

CONFERENCE CLOSE OF DAY

The day's highlights will be reviewed, along with conference housekeeping before the day ends in preparation for the evenings events by Conference Co-Chairs.



Rob Lyall
Vice President Supply Chain
Simmons Foods



Steve Wutke
Vice President
Prime, Inc.

MONDAY, FEBRUARY 21ST, 2022

NAME TAGS
MUST BE
WORN AT ALL
TIMES

4:00 - 4:30 P.M.

CONFERENCE BREAK

Sponsored by PECO Pallet, Inc.
Mediterranean Foyer



4:00 - 6:00 P.M.

BACK BY POPULAR DEMAND - OPPORTUNITY FOR STRATEGIC NETWORKING

We have scheduled additional formal networking time. Please use the Mediterranean Foyer and other parts of the hotel for your one on one networking discussions. Also, feel free to use the designated meeting areas available for one on one meetings in Catluna 1-2.

6:00 - 7:00 P.M.

COCKTAIL RECEPTION

Join in and enjoy a refreshing drink and continue to catch up with old friends and network for new connections while enjoying the Florida evening!

Sponsored by PECO Pallet, Inc.
Mediterranean Foyer & Porte-Cochere



7:00 - 8:30 P.M.

ANNUAL BANQUET EVENT

Continue your networking while enjoying an amazing sitdown dinner immediately following the Cocktail Reception.

Sponsored by Bay & Bay
CN
DTL Transport, Inc.



Mediterranean Ballroom

8:30 - 9:30 P.M.

AFTER DINNER DESSERT AND NETWORKING RECEPTION

New for this year is an additional opportunity to network with other conference attendees while enjoying tasty desserts, coffee or an after dinner drink.

Sponsored by CRST International, Inc.
Surge Transportation



Palazzo Ballroom

TUESDAY, FEBRUARY 22ND, 2022

7:00 - 8:00 A.M.

CONTINENTAL BREAKFAST

Sponsored by Visible Supply Chain Management
Mediterranean Foyer & Porte-Cochere



ALL CONFERENCE SESSIONS WILL BE HELD IN THE MEDITERRANEAN BALLROOM

INTERNET ACCESS WITHIN CONFERENCE HALL PROVIDED BY: Universal Capacity Solutions
Password: FSA2022



8:00 - 8:30 A.M.

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Conference Co-Chairs, Rob Lyall and Steve Wutke will start the day with a recap of the opening day's key takeaway points then Food Shippers of America President Steve Stein will present the organization's annual "Give Back" acknowledgments to:

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



Steve Stein
Senior Manager
Transportation East
Danone North America



Rob Lyall
Vice President Supply Chain
Simmons Foods



Steve Wutke
Vice President
Prime, Inc.

8:30 - 9:30 A.M.

SESSION 6 - CREATE A BETTER LIFE FOR MORE PEOPLE: HAMDI ULUKAYA

Hear the tremendously captivating and unlikely story from the current CEO of Chobani. Hamdi immigrated to the U.S. in 1994 to study English in upstate New York. With a loan from the SBA in 2005 he bought an old yogurt plant. Steve Wutke, Vice President of Prime Inc., will facilitate a conversation that unfolds this journey and we will learn how Hamdi has built a culture that fosters collaboration and teamwork to produce outstanding results while giving back in a way that helps many.



Moderator: Steve Wutke
Vice President
Prime, Inc.



Panelist: Hamdi Ulukaya
CEO
Chobani

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

9:30 - 10:30 A.M.

SESSION 7 - THINK DIFFERENTLY: DUNCAN WARDLE

In his over 25-year career at the world's most innovative organization – The Walt Disney Company – creativity speaker Duncan Wardle learned many important things about building a profitable business and winning creative culture. The most important? If you want to be different, you have to think different.

As one of the most impactful creativity speakers, Duncan will take the audience on a journey to learn practical methods that can drive creativity for you and your company as we move forward in this new supply chain environment.



Duncan Wardle
Creativity Speaker
iD8

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

10:30 - 11:30 A.M.

SESSION 8 - ANNUAL ECONOMIC UPDATE

Bob Costello, Chief Economist & Senior Vice President of International Trade Policy & Cross Border Operations for the American Trucking Associations returns to present a current economic update along with key commentary on the associated industry supply chain effects. This is a very informative session that will provide actionable information that you can take back to your organizations.



Bob Costello
Chief Economist &
Senior Vice President
American Trucking
Association

PLEASE COMPLETE THE SESSION SURVEY FOUND ON THE CONFERENCE APP

11:30 - 11:45 A.M.

CONFERENCE CLOSING

David Domencic, Director Transportation Procurement, ARMADA and incoming Food Shippers of America President will close the 66th Annual Conference.



David Domencic
Director
Transportation
Procurement
ARMADA

PLEASE COMPLETE THE CONFERENCE SURVEY FOUND ON THE CONFERENCE APP

CATALUNA 1-2 - MEETING ROOMS FOR CONFERENCE ATTENDEES

ROOM USE GUIDELINES: **Cataluna 1-2**

- Rooms are available to registered conference attendees
- Please limit meetings to 30-45 minutes each
- Be considerate of others waiting to use the space

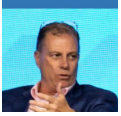
ROOM AVAILABILITY:

- | | |
|-----------|-------------------------|
| • Sunday | 1:00 p.m. to 6:00 p.m. |
| • Monday | 9:30 a.m. to 6:00 p.m. |
| • Tuesday | 8:00 a.m. to 11:00 a.m. |

QUESTIONS:

- Contact - Paul Newbourn at 847-302-1496 or Earnie Seibert at 847-732-2591

We would like to thank our Speakers for their participation and support of our 66th Annual Food Shippers of America Conference



Thom Albrecht has been involved with transportation since 1988 and is currently the CFO and Chief Revenue Officer of Reliance Partners. Thom has held a variety of logistics industry leadership positions including CFO/CCO, Chief Strategy Officer & EVP with Celadon Group, Managing Director at Sword & Sea Transport Advisors LLC, Managing Director at BB&T Capital Markets and Managing Director at Stephens, Inc. Thom has been quoted by the national media including the Wall Street Journal, Logistics Management, Transport Topics, and the Journal of Commerce. He has been a featured speaker at numerous supply chain industry conferences. Thom is a 7-time Wall Street Journal All Star and has been recognized 8 times as Best Analyst in his sector among regional/boutique firms by Institutional Investor magazine. He holds a B.S. in business administration with a Finance major from the University of Central Missouri.



Todd Carter, Vice President, Domestic Intermodal, for BNSF Railway. In this role, Todd leads the marketing, sales, pricing and strategic initiatives supporting BNSF's growing domestic intermodal business, which represents about 30 percent of BNSF's volumes. Todd has more than 30 years of experience in the freight logistics and trucking industries, including significant leadership positions at JB Hunt Logistics, APL Logistics/GATX Logistics, Celanese Chemicals, Ryder System, CEVA Holdings and DB Schenker.



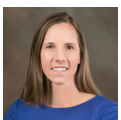
Bob Costello, Chief Economist and Senior Vice President of International Policy & Cross-Border Operations, American Trucking Association (ATA). Bob manages all of ATA's collection, analysis and dissemination of trucking economic information. This includes monthly trucking economic indicators, motor carrier financial and operating data, an annual freight transportation forecast, driver wage studies, weekly diesel fuel price and economic reports, a yearly trucking almanac and economic analyses of proposed regulations and legislation affecting the trucking industry. In his capacity leading International Trade Policy and Cross Border Operations, he works on issues related to NAFTA/USMCA, tariffs, customs, and immigration. Bob currently serves on the American Transportation Research Institute's Research Advisory Committee and is on the Board of Directors for the Border Trade Alliance.



Gene Crawford, Professional Driver, Heyl Truck Lines. Gene has been a professional truck driver for 6 years and has spent the last 5 years as a part of the Heyl Truck Lines family. Gene's career began in law enforcement where he spent 22 years with the Sheriff's Department in the State of Virginia. Gene was also a certified DOT inspector during this time. Gene's career includes several years running a construction company until his move into trucking in 2016. In his time at Heyl, Gene has accumulated over 650,000 accident free miles handling local, regional, and OTR loads. Gene currently serves as a driver trainer for Heyl.



Tony Dungy, Football Analyst, NBC Sports. Tony Dungy retired from a 31-year career in NFL having been the head coach of the Indianapolis Colts and Tampa Bay Buccaneers and amassing a 148-79 overall record while reaching the postseason an unprecedented ten straight times. Upon retirement from coaching, Dungy became an analyst for NBC's Football Night in America and was nominated for an Emmy Award in his very first season as a television commentator. Dungy has written several books including "Quiet Strength: The Principles, Practices, and Priorities of a Winning Life", a #1 New York Times best seller, a children's book entitled "You Can Do It!", which reached #1 on the New York Times list of best-selling children's picture books, "In Uncommon: Finding Your Path to Significance", a New York Times best seller in the hardcover advice category and "The Mentor Leader", another New York Times best seller in the hardcover advice category. More recently, Mr. Dungy and wife Lauren released a new book entitled "You Can Be a Friend", which teaches children what it means to be a good friend.



Kathy Fulton, Executive Director, American Logistics Aid Network (ALAN). Kathy leads ALAN in facilitating donations of logistics services and equipment that enable the delivery of millions of dollars of humanitarian aid each year. She works on national work groups, including those hosted by the Department of Homeland Security, National Emergency Management Association, The Transportation Research Board and others, each which is focused on efficient coordination of logistics activities during disasters. Prior to joining ALAN she lead IT infrastructure implementation and support, corporate systems and business continuity planning for Saddle Creek Logistics Services.



Peter Hinssen, Motivational Presenter. Mr. Peter Hinssen is a Managing Partner at Across Health, N.V. and a Manager at Newton Engineering BVBA. He is an author and keynote speaker specialized in radical innovation and the impact of digital technology on business and society, and a lecturer at London Business School and MIT Sloan School of Management. Mr. Hinssen has been an Entrepreneur in Residence at McKinsey & Company since 2000. He was a Venture Partner at Volta Ventures and Co-Founded Porthus N.V. and serves as its Chairman of the Board. He also founded Across Communications and Streamcase NV and has been involved in numerous other technology related ventures. Mr. Hinssen is also the author of business books such as 'Business/IT Fusion', 'The New Normal', 'The Network Always Wins' and 'The Day After Tomorrow'. Mr. Hinssen holds a Master's degree in Telecommunications and Electronical Engineering from the State University of Gent, Belgium. He earned a master in civil engineering from Ghent University in 1993.

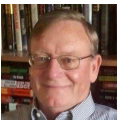
We would like to thank our Speakers for their participation and support of our 66th Annual Food Shippers of America Conference



Kevin Knight, Knight Swift Transportation. Kevin Knight, a founder of Knight Transportation in 1990, is the Executive Chairman of the Board for Knight-Swift Transportation Holdings, Inc (NYSE Ticker: KNX) which includes Knight Transportation, Swift Transportation, Knight Refrigerated, Swift Refrigerated, Barr-Nunn Transportation, Abilene Motor Express, AAA Cooper, and UTXL. He has been in the truckload transportation industry for over forty years since beginning with Swift Transportation in 1975. Kevin has served on multiple boards for various organizations over the years.



Robert Low, Prime, Inc. Robert E. Low founded Prime, Inc. in 1970 in Urbana, Missouri, as a 19 year-old engineering student at the University of Missouri. With nearly thirty years of experience, Robert's keen instincts and intuitive managerial style have propelled Prime to the forefront of the transportation industry by providing safe, on-time delivery of goods throughout North America. As the company grew from a one-truck operation to its current fleet size in excess of 7700 trucks and over 13800 trailers, Robert performed numerous tasks. Under Low's leadership, Prime's annual revenues have increased each year since 1986. Today, Prime Inc. is recognized as an international leader in transportation of refrigerated and flatbed operations.



Jack Porter, Principle, GPorter Group. Jack started his Truck Dealer Career in 1977 with Mack Trucks, and finally ended up being one of the Founders of Valley Freightliner in Washington. In 2002 he left Valley Freightliner to be a Founding Partner of Decisiv, Inc. and started his Consulting Career. In January 2014 he started GPorter Group. Jack developed the TCA Benchmarking Program in 2003 while with Decisiv. He has moderated multiple Trucking and Truck Dealership Groups over the past 20 years. Jack became Managing Director of the Truckload Profitability Program (TPP) in July of 2017. His duties remain moderating Groups, setting TPP Strategy, and Growing the Program inside the TCA. He is a self-appointed "Business Fertilizer" and fierce Trucking Activist.



Anne-Marie Roerink, Principle and Founder, 210 Analytics, LLC. Anne-Marie specializes in quantitative and qualitative market research. Prior to launching 210 Analytics, she served as the Director of Research for the Food Marketing Institute (FMI). Responsible for all research projects, she distilled complex research data into usable and easy-to-understand materials for business audiences ranging from America's largest retail chains to single-store family companies. Studies and presentations included shopper insights; retailer benchmarking and trending in financial, operational and tactical areas; and internally-focused research such as conference evaluations and member needs assessments. Before joining FMI, Anne-Marie served as the Director of Marketing and Research at the American Society of Travel Agents (ASTA) and oversaw all primary and secondary research efforts, as well as the association's membership and conference marketing.



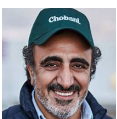
Jason Schill, Professional Driver, Raider Express. Jason is a third generation professional in the transportation industry. Beginning his career in warehousing, Jason looked for an opportunity to advance and ultimately chose the Raider Express driving school. Jason has been with Raider for seven years. He has accumulated over 1,000,000 accident-free miles and has the highest driving hour utilization rating in Raider's fleet. He is regularly called on by Raider's safety and operations departments to test new equipment and make recommendations on new customers or routes. Jason has won multiple performance awards at Raider, including Driver of the Quarter awards, Safe Driver of the Year, Platinum Tier Status, and is a Race For The Cup winner.



Shelley Simpson joined JB Hunt Transportation as an hourly customer service representative and currently serves as Chief Commercial Officer and Executive Vice President of People and Human Resources. She leads the strategic direction of marketing, sales, customer experience, and external product development, including J.B. Hunt 360. Shelley is also responsible for commercializing services internationally and oversees the Company's efforts to create a more inclusive culture and work environment.



Dee Sova, Professional Driver, Prime, Inc. Dee is a 30 year industry veteran and accumulated over 3 million accident-free miles. Dee assists in the development of future professional drivers at Prime's headquarters in Springfield, MO. She received Prime's 2017 Highway Diamond of the Year award and was a Real Women in Trucking "Queen of the Road" finalist that year. Dee was a member of Prime's Driver Advisory Board and Highway Diamond's program as well as being appointed to the American Trucking Associations' 2019-2020 America's Road Team. Dee founded Trucking Divas Rock, an online community that shares the stories of women in trucking and encourages more women to join the industry.



Hamdi Ulukaya, CEO, Chobani. Hamdi founded Chobani in 2005 with the mission of making better food more accessible and providing good food for all, while also improving local communities. After selling the first cup of Chobani yogurt in 2007, Chobani became the number one selling Greek Yogurt brand in the United States in less than five years. Hamdi is a committed philanthropist and signed the Giving Pledge and founded the Tent Foundation in 2016 to help end the global refugee crisis. He serves of the Board of La Colombe Torrefraction LLC, Pathfinder Village and the Tent Foundation.

We would like to thank our Speakers for their participation and support of our 66th Annual Food Shippers of America Conference



Alexander Voets, Sales and Marketing Manager, Daimler Trucks North America. Alexander works on Daimler's future electric commercial vehicles in North America. Under its Freightliner brand, Daimler Trucks will introduce class 6-8 battery-electric trucks to the market in 2022 and is currently working closely with its customers to actively shape these products. With its Innovation Fleet and Customer Experience Fleet pilot projects, Freightliner already has over 30 trucks in customer hands that deliver real freight on real routes today. Alexander has spent his career in areas where automotive and technology industries meet. He has launched several Connected Car projects, oversaw the Autonomous Driving team for an OEM and served as Software Development Manager for in-vehicle entertainment applications.



Duncan Wardle, Founder of iD8 & innov8. Duncan Wardle worked as the Head of Innovation and Creativity at Disney. Duncan and his team helped Imagineering, Lucasfilm, Marvel, Pixar and Disney Parks to innovate, creating magical new storylines and experiences for consumers around the world. As the founder of iD8 & innov8 he now brings this extensive experience to audiences around the world using a very unique approach to Decision Thinking that not only places the end user at the core of the creative thinking process, but also looks in new and unusual places to uncover insights for innovation, helping people capture unlikely connections, leading to fresh thinking and disruptive ideas. Duncan is a multiple Ted X speaker and contributor to Fast Company Magazine. He teaches Master Classes at Yale, the University of North Carolina, Duke University and the University of Florida. In 2008, he received the American Citizen of Choice Award at the White House.

A NEW LOOK. BETTER CONTENT. MORE OFTEN.



**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

EXCITING CHANGES ARE HAPPENING AT FOOD SHIPPERS OF AMERICA!

We surveyed our members and their service providers for input regarding what they wanted in our communication platforms and the answer was clear – more timely and relevant content.

Our website has been updated so check out what is new at www.foodshippersofamerica.org. We have increased the frequency of our new eNewsletter, Food for Thought, to twice a month.



Our logistics magazine, Food Chain Digest, will now come out three times a year in a more concise format.

Finally, we have stepped up our presence with informative posts on our LinkedIn, Twitter, Facebook and Instagram sites.

Food Shippers has partnered with MindShare Strategies to deliver these changes, so please mark your safe senders list to add @mindshare.biz to ensure you receive these FSA publications.



For more information please visit www.foodshippersofamerica.org.

THANK YOU TO OUR CONFERENCE VOLUNTEERS

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.

LIST AS OF JANUARY 12, 2022

Allen Lund Company LLC	Goodere, Braden	JH Rose Logistics	Dunnebacke, Tamara
Allen Lund Company LLC	Huberlie, Fred	K & J Trucking Inc.	Kemp, John
Allen Lund Company LLC	Stephenson, Ryan	KOOL PAK°	Smith, Ray
Alliance Shippers	Fowler, Jim	Kottke Trucking Inc	Brewster, Ada
American Foods Group	Rodarte, Xochil	Kottke Trucking Inc	Kottke, Kyle
American Foods Group - dba Midwest Express	Dixon, Lesa	Lineage Logistics	Cataneo, Barbara
Americold	Pettijohn, Kelly	Lineage Logistics	Khoury, Ibe
ARCO Design/Build	Provost, Cody	Live Logistics	Sanchez, Tony
ARMADA	Christy, Viola	Live Logistics	Wysocki, Brad
Bahr Transportation LLC	Bahr, Andy	LTI Trucking Services, Inc.	Bault, Lesa
Big M Transportation	Freeman, Lauren	LTI Trucking Services, Inc.	Gibala, Brian
BNSF Railway	Cassidy, Lisa	Merchants Distributors (MDI)	Matthews, Tracy
Burris Logistics	Whitehead, Keith	Merchants Distributors (MDI)	Ryan, Joe
Butterball LLC	Blank, Michelle	Modesto & Empire Traction Co.	Alves, Tracy
Cargobarn	Douglass, Chris	NFI Industries	Vogel, Steve
Cargobarn	Rohr, Chris	Norco Corporation	Hollenstein, Ellen
Choptank Transport	Keller, Charlene	Paper Transport, LLC	Shefchik, Joe
CN Railway	Fuller, Andrew	Pressure Systems International	Burckhard, Scott
Decker Logistics	Stuber Graham, Jenny	Q Products & Services	Lynch, Kevin
Denney Transport LTD	Denney, Erica	Q Products & Services	Wozniak, Stephen
DM Bowman	Simmons, Chris	Radiant Clipper	Sanford, Debbie
DOT Foods, Inc	McDonald, Clint	Redwood Logistics	Kosner, Brad
First Logistics Specialized Services	Galena, Karen	River Valley Logistics LLC	Koenig, Jeremy
Freight Solutons	MacDonald, Donald	River Valley Logistics LLC	Lanham, Mark
Giltner, Inc.	Copeland, Merridee	Riviana Foods Inc.	Phillips, Jennifer
Giltner, Inc.	Romjue, April	RLS	Gaudet, John
Go To Transport	Prokash, Terri	RLS Logistics	Krall, Colin
Gold Star Transportation	Janiak, Tony	Schreiber Foods	Tachick, Deneen
Great Plains Transport, Inc.	Neal, Lee	Select Carriers, Inc.	Egan, Cindy
Greenleaf Foods	Penrow, III, Charles	Sonwil Logistics Sonwil Transportation	Ickert, Jason
H&M Bay Inc.	Cheney, Crystal	Spot, Inc.	Davis, Sidney
Heyl Truck Lines	Koele, Bruce	Stokes Trucking LLC	Lawver, Mark
Holland Enterprises Inc.	Matykiewicz, Jay	Surge Transportation	May, Matthew
Hoosier Logistics, Inc.	Jacobs, Jason	Surge Transportation	Palmer, Mary
ICL Group LTD	Brink, Jessica	Surge Transportation	Singh, Omar
Integrity Express Logistics	Anderson, Jamie	Syfan Logistics	Anderson, Tre'
Integrity Express Logistics	Ventura, Matt	Telos Logistics	Nunez, Carlos
ITF Group	Trautwein, Rick	Transplace	Timms, Travis
J.S. Helwig & Son	Paulsen, Jeff	TRU-WAY LOGISTICS	Lunsford, DJ
J&B Group / Partners	O'Loughlin, Christine	Tucker Worldwide	Briggs, Ron
J&B Group / Partners	Ronning, Roxi	United States Cold Storage	Steinmetz, Marty
JBS USA LLC	Danler, Brandon	WEL Companies	Brieger, Mike
		White Arrow	Lagunas, Grace

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 DECEMBER 31, 2021

4D Farm Product Sales, Inc.	Fresh Mark Inc.	Palermo's Pizza
ADUSA Procurement	G3 Enterprises	PepsiCo
Agropur Ingredients	General Mills	Performance Food Group
Ajinomoto Foods North America, Inc.	Grupo Bimbo	Philadelphia Macaroni Company
American Foods Group	Hapco Farms	Pilgrims
Amick Farms, LLC	Hormel Foods, Inc.	Publix Super Markets, Inc
Ardent Mills	Hostess Brands LLC	Rainier Fruit Company
ARMADA	ICL Group LTD	Red Bull
ASR Group	J&B Group / Partners	Red Gold Inc.
Associated Milk Producers, Inc.	JBS USA LLC	Riviana Foods Inc.
Aurora Organic Dairy	John B. Sanfilippo & Son, Inc.	Royal Canin
BA Sports Nutrition	Johnsonville, LLC	Sanderson Farms, Inc.
Batory Foods	KeHe Distributors	Santa Cruz Nutritionals
Bay Valley Foods	Kellogg Company	Sartori Cheese
Ben B. Schwartz & Sons, Inc.	Keurig Dr Pepper	Schreiber Foods
Beyond Meat	KINEXO, Inc.	Schwan's Company
Bimbo Bakeries USA	Koch Foods	Scotlynn Group of Companies
Birchwood Foods Inc.	Kraft Heinz Company	Seaboard Foods LLC
BlackGold Farms	Kwik Trip, Inc.	Seneca Foods Inc
BODYARMOR	Lamb Weston	Sigma
Bongards Creameries	Land O' Lakes, Inc.	Simmons Foods, Inc.
Bonipak	Leprino Foods and Dairy Products Co	Skidmore Sales and Distribution
Brakebush Transportation, Inc.	Lipman Family Farms	Smithfield Foods, Inc.
Brill, A CSM Bakery Solutions Company	Mark Anthony Brands Inc.	Splendid Group
Burris Logistics	Mark Anthony Brewing	Sun-Maid Growers of California
Bush Brothers & Co.	Mars	Sunsweet Growers Inc.
Butterball LLC	McCain Foods	Sweetners Supply
Campbell Soup Company	Meijer	Target
Cargill	Merchants Distributors (MDI)	Tendergrass Farms
Chelsea Milling Company	Molson Coors	The Boston Beer Company
Coca Cola North America	Mom's Meals	The Chefs Warehouse
Dairy Farmers of America	Morning Star Packing Company	The Coca-Cola Company
Danone North America	Mountain Valley Produce, LLC	The Hershey Company
Darigold, Inc.	Mountaire Farms, Inc.	The Neil Jones Food Company
Dawn Food Products, Inc.	Musco Family Olives	The Perfect Puree of Napa Valley, LLC
Dole Fresh Fruit Inc.	National Food Group	Treehouse Foods
DOT Foods, Inc	National Sugar Marketing	Trident Seafoods
E.A. Sween	Naturipe Farms LLC	Tyson Foods, Inc
E.J. Poultry	Nestle USA	Unilever
Eagle Eye Produce	Nestle Waters North America	United Natural Foods
Faribault Foods Inc.	Newmans Own Inc.	United Sugars Corporation
Ferrara Candy Company	North Dakota Mill	US Foods, Inc.
Ferrero USA, Inc.	Northwest Naturals	Vantix Logistics
Florida Crystals Corporation	Nutrabolt	Ventura Foods, LLC
Florida's Natural Growers	Oatly	Walmart
Forbes Chocolate	OSI	Wayne Farms
Foremost Farms USA (FFUSA)	Pacific Coast Producers	West Liberty Foods

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

Paul Newbourn at 847-302-1496 or executivedirector@foodshippersofamerica.org



**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

www.foodshippersofamerica.org

© 2022 Food Shippers of America, Inc.



**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

SAVE THE DATE

FOR FOOD SHIPPERS OF AMERICA'S
UPCOMING CONFERENCES:

MARCH 5TH- MARCH 7TH, 2023

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	30	31	

J.W. MARRIOTT DESERT SPRINGS
PALM DESERT, CA

MARCH 3RD- MARCH 5TH, 2024

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
24/31	25	26	27	28	29	30

HILTON BONNET CREEK
ORLANDO, FL

MARCH 2ND- MARCH 4TH, 2025

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
23/30	24/31	25	26	27	28	29

J.W. MARRIOTT DESERT SPRINGS
PALM DESERT, CA

MARCH 1ST- MARCH 3RD, 2026

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	30	31				

HILTON BONNET CREEK
ORLANDO, FL