



**FOOD
SHIPPERS
OF AMERICA**

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.



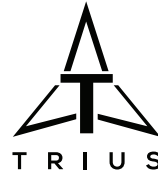
Celebrating Seventy Years
March 1-3, 2026
Orlando, Florida

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BE PRESENT!

The Food Shippers of America Annual Conference stands as the premier forum for leaders, innovators, and stakeholders shaping the future of food logistics. More than a gathering, it is a catalyst for strategic dialogue, collaboration, and progress across the supply chain.

In addition to unparalleled networking, the conference offers a platform to learn, exchange insights, and align on the industry's most pressing opportunities and challenges. We encourage all attendees to engage fully by participating in scheduled sessions and supporting our speakers and panelists—each discussion contributes to the collective advancement of our community.

Together, let's make the most of this opportunity to connect, collaborate, and lead the future of food logistics.

DEDICATED, PRIVATE NETWORKING AREA

Make the most of your conference experience by visiting our designated networking area, featuring comfortable, private meeting spaces perfect for connecting with colleagues, partners, and new contacts. These spaces offer a relaxed yet professional environment to share ideas and build relationships—without distraction. Access is reserved exclusively for registered attendees, so you can network confidently and focus on meaningful conversations.

WERNER®

GET BEHIND THE WHEEL!

Test out Werner's
Driver Simulator
on the Promenade.

March 1, 2026 from 1:30 - 6 p.m.





FOOD SHIPPERS OF AMERICA

PROVIDING NETWORKING & KNOWLEDGE SINCE 1955.

Together We Win
70TH ANNUAL CONFERENCE

2025-26 OFFICERS AND BOARD OF DIRECTORS

Chair of the Board	David Domencic	ARMADA
President	Darica Schneider	Univar Solutions
Treasurer & Vice President	Earnie Seibert	Food Shippers of America
Secretary	Lori Lammers	Dawn Foods
Board Member	Clyde Coleman	Performance Food Group
Board Member	Eddie Jimenez	Molson Coors
Board Member	Eric Kaufold	Smithfield Foods
Board Member	Jon Pruitt	Nutrabolt
Executive Director	Eric Missil	Food Shippers of America

BOARD ADVISORS

Motor Carrier	Andrew Hummer	Don Hummer Trucking Corp
Media	Mary Kearney	Kottke Trucking, Inc.
Railroad	Rusty Looney	BNSF Railway
3rd Party Logistics	Darlene Wolf	Arrive Logistics

COMMITTEE MEMBERS

Golf	Justin Allen	Cheema Freightlines LLC
Golf	Patrick McDuffee	PECO Pallet, Inc.
Media	Georoid Coughlan	Kerry
Media	Stace Knabel	Promise Delivered
Volunteer	Crystal Cheney	H&M Bay Inc.
Volunteer	John Gaudet	RLS Logistics
Volunteer	Lee Neal	Plains Dedicated

2026 CONFERENCE CHAIRS

Ada Brewster	Butler Transport
Eric Kruse	Kwik Trip, Inc.

2027 CONFERENCE CHAIRS

Jon Pruitt	Nutrabolt
Stace Knabel	Promise Delivered

SATURDAY, FEBRUARY 28, 2026

1:00 - 6:00 PM

EARLY CONFERENCE REGISTRATION

Bonnet Creek North Foyer

Sponsored by: **Armstrong Transport Group**



Name
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worn at
all times

SUNDAY, MARCH 1, 2026

6:30 - 7:30 AM

GOLF GRAB AND GO BREAKFAST

Sponsored by: **Optimal Dynamics, Inc.**
Trailiner Corp.



Optimal Dynamics
THE DECISION COMPANY



Waldorf Astoria Golf Club

7:30 AM

FOOD SHIPPERS OF AMERICA MORNING TOURNAMENT ROUND – SHOTGUN START

Waldorf Astoria Golf Club

11:00 AM - 6:00 PM

CONFERENCE REGISTRATION

Bonnet Creek North Foyer

Sponsored by: **Armstrong Transport Group**



11:30 AM - 1:30 PM

WELCOME LUNCHEON

Enjoy a delicious lunch and take this opportunity to connect with fellow attendees. It's a great moment to meet new people, share ideas, and begin building meaningful connections for the days ahead.

Sponsored by: **Covenant Logistics**
PLM Trailer Leasing



Covenant



TBD

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1:30 PM

FOOD SHIPPERS OF AMERICA AFTERNOON TOURNAMENT ROUND – SHOTGUN START

Waldorf Astoria Golf Club

1:30 - 6:00 PM

STRATEGIC NETWORKING

A designated meeting area will be available for one-on-one discussions throughout the conference. Tables and chairs will be provided on a first-come, first-served basis to support your networking and private meetings.

Sponsored by: **Cornerstone Systems, Inc.**

Floridian Ballroom A-C



1:30 - 6:00 PM

WERNER DRIVING SIMULATOR

Think you've got what it takes to be a pro behind the wheel? Climb into Werner's high-tech driving simulator and put your skills to the test! Tackle sharp turns, surprise obstacles, and wild road conditions—all without leaving the safety of the simulator seat. Are you up for the challenge?

Sponsored by: **Werner**

Conference Center Promenade



SUNDAY, MARCH 1, 2026

3:30 - 5:00 PM

UNLEASHING PRODUCTIVITY WITH GENERATIVE AI: A LEADERSHIP IMPERATIVE

Generative AI could boost the productivity of up to 40% of U.S. workers, potentially increasing output by one-third. Expert Dave Nelsen highlights seven leading AI systems and their practical applications, including content creation, summarization, deep research, and tech support. These tools facilitate faster problem-solving and better insights by leveraging vast domain-specific knowledge. Nelsen emphasizes that successful integration requires leaders to understand where AI excels—at the “jagged frontier” of capability—and where it falters. Ultimately, organizations must proactively adopt AI to remain competitive and foster innovation.

Floridian Ballroom G-I



Dave Nelsen

President

Dialog Consulting Group

**Name
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5:00 - 6:00 PM

FIRST TIME ATTENDEE RECEPTION

Welcome and introduce first-time attendees to the conference community in a relaxed, social setting. This cocktail party offers an ideal opportunity to network, make new connections, and feel at ease before the main conference activities begin.

Sponsored by: PLS Logistics Services
Promenade



6:00 - 7:00 PM

WELCOME RECEPTION

Kick off our 70th Annual Conference with an evening of great conversation, networking, and refreshments! Join fellow attendees, speakers, and sponsors in a relaxed setting to meet new colleagues, reconnect with familiar faces, and get ready for an exciting and inspiring conference ahead.

Sponsored by: FST Logistics
Transport Enterprise Leasing, LLC



Signature Island

7:00 - 9:00 PM

WELCOME BUFFET DINNER

Wrap up the day with good food and great company! Join fellow attendees for a relaxed buffet dinner featuring a variety of delicious dishes. It's the perfect chance to unwind, share highlights from the day, and enjoy some casual networking in a friendly atmosphere.

Sponsored by: Amazon Freight
Arrive Logistics
Tive, Inc.



Waterside Event Lawn

8:30 - 10:00 PM

CIGAR SOCIAL

Relax and unwind at our Cigar Social, where good conversation meets a laid-back atmosphere. Enjoy premium cigars, refreshments, and great company as you connect with fellow attendees in an informal, outdoor setting. Whether you're a cigar enthusiast or just looking to network in a relaxed environment, this is the perfect way to end the evening.

Sponsored by: Burns Logistics Solutions Inc.
Refrigerated Food Express



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Waterside Patio

MONDAY, MARCH 2, 2026

7:00 - 8:00 AM

CONTINENTAL BREAKFAST

Sponsored by: NFI Industries, Inc.
Royal Transportation Services Inc.

Waterside Ballroom



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7:00 - 8:00 AM

MEMBER COMPANIES PRIVATE BREAKFAST

The Annual Member Meeting brings together members to review the organization's progress, discuss key initiatives, and outline priorities for the year ahead. Leadership will share updates on financial performance, strategic goals, and major achievements.

Floridian Ballroom



Darica Schneider

Senior Director Transportation Operations, Univar Solutions
President, Food Shippers of America



Earnie Seibert

Treasurer & Vice President
Food Shippers of America



Mary Kearney

Director of Sales
Kottke Trucking, Inc.

ALL CONFERENCE SESSIONS WILL BE HELD IN THE BONNET CREEK BALLROOM

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8:00 - 8:05 AM

NATIONAL ANTHEM

Joe Everson is a multi-talented American artist best known as the country's only singing painter. He gained national attention for his live performances where he simultaneously sings—often the U.S. national anthem—while creating patriotic paintings, such as the iconic image of soldiers raising the flag on Iwo Jima.



Joe Everson

Painter & Singer

8:05 - 8:15 AM

WELCOME AND OPENING COMMENTS

The conference will officially open with a welcome from Darica Schneider, President of Food Shippers of America. Her remarks will include a greeting to all attendees, introduction of the Conference Co-Chairs, recognition of volunteers, and a brief overview of the conference's goals and focus.



Darica Schneider

Senior Director Transportation Operations, Univar Solutions
President, Food Shippers of America



Ada Brewster, Co-Chair

Director of Sales
Butler Transport



Eric Kruse, Co-Chair

Supply Chain Logistics Manager
Kwik Trip Inc.

8:15 - 8:30 AM

JOHN J MURPHY SCHOLARSHIP PRESENTATION

The John J. Murphy Scholarship Award is presented annually to recognize exceptional students or professionals demonstrating promise, dedication, and achievement in the fields of logistics, supply chain, and food distribution. The award honors John J. Murphy’s legacy by supporting the development of the next generation of leaders in the industry. This scholarship reflects the organization’s commitment to fostering talent, encouraging professional growth, and advancing excellence in the industry.



David Domencic

Senior Director Transportation Procurement, ARMADA
Chair of the Board, Food Shippers of America



8:30 - 9:30 AM

70TH ANNUAL CONFERENCE KEYNOTE SPEAKER: BILL COWHER

Bill Cowher is a former professional football player and coach, best known for his tenure as head coach of the Pittsburgh Steelers from 1992 to 2006. Under his leadership, the Steelers won Super Bowl XL, and Cowher became known for his intense coaching style, strategic expertise, and ability to motivate players. After retiring from coaching, he transitioned into sports broadcasting as an analyst at CBS, continuing to contribute his insights to the game.



Bill Cowher

Football Coach, NFL Analyst, and Author

Note – Recording presentations is not allowed without express written consent.



9:30 - 9:45 AM

CONFERENCE BREAK

Sponsored by: Capstone Logistics
Bonnet Creek Foyer

9:45 - 10:45 AM

TRANSPORTATION OUTLOOK WITH ERIC STARKS

Eric Starks is a leading authority in freight transportation intelligence. With over two decades of experience in analyzing freight movements and transportation equipment demand, Eric is widely recognized for his deep insights into the economic forces shaping the trucking, rail, and intermodal sectors.



Eric Starks

Chairman, FTR

10:45 - 11:45 AM

TOGETHER WE WIN

In today's tough freight market, success depends on collaboration. This session dives into how shippers, carriers, and 3PLs balance data with relationships, leverage QBRs, establish mutually aligned initiatives, simplify tech, and share contractual accountability to retain strong strategic partnerships. Hear real-world success stories, explore what "Shipper of Choice" really means to all parties, and walk away with at least one key takeaway to drive "together we win" results in your own organization.



Mike Reagan
Chief of Relationship Development and Co-Founder
TranzAct Technologies, Inc.



Peter Andrews
Director of Transportation
Schreiber Foods



Dan Egan
Vice President - Sales, Global Logistics
MODE Transportation



Mark Lawver
General Manager
Stokes Trucking



Craig Paulsen
VP of Commercial Development for Intermodal
Schneider



Mark Purdy
Director of North American Transportation
General Mills



11:45 - 12:00 PM

CONFERENCE HOUSEKEEPING

12:00 - 1:00 PM

CONFERENCE ATTENDEE BUFFET LUNCH

Sponsored by: **Fuel Transport** **[Fuel]** **XPO**
XPO

Waterside Ballroom

12:00 - 1:00 PM

INVITATION ONLY: SPONSOR LUNCHEON

Floridian Ballroom G-I

MONDAY, MARCH 2, 2026

1:00 - 2:00 PM

KNOW YOUR SHIPPER

Join supply chain leaders from Food Shipper member companies for a candid panel discussion tackling the “elephants in the room.” Topics include replacing incumbents despite strong service, changes in fuel surcharge pegs, extended payment terms, and how shippers assess rates in light of CSA alerts, equipment age, insurance coverage, and trailer pools. The panel will also explore the value of “premium” versus “average” service, among other pressing issues. Don’t miss this opportunity to gain firsthand insights into shippers’ perspectives and decision-making.



Thom Albrecht

Chief Revenue Officer
Reliance Partners, LLC



Peter Callagy

Senior Manager of Transportation
Seaboard Foods



Jim Carver

Senior Director of Supply Chain
Michael Foods



Meghan Charboneau

Director of Transportation
Mars



Scott Haldeman

Director, Transportation
The Marzetti Company



Robert Morris

Senior Director Transportation
WK Kellogg Co.



Mike Schwersenska

Vice President of Transportation
Brakebush Transportation, Inc.

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2:00 - 3:00 PM

FRAUD AND THEFT

How well do you know your business partners? With the ongoing challenges regarding theft and fraud in the supply chain, learn how the technology used by freight brokers, shippers, and carriers can help verify partner identities, reduce fraud, and build trust in digital transactions. Efficient use of technology can enable safer, more efficient, and transparent freight operations – streamlining carrier onboarding and offering real-time compliance monitoring.



Michael Caney

Chief Commercial Officer
Highway

3:00 - 3:15 PM

CONFERENCE BREAK

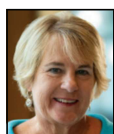
Sponsored by: PECO Pallet
Bonnet Creek Foyer



3:15 - 4:15 PM

Trucking's Top 10 – Cracking the Code

The trucking industry continues to face significant challenges, including rising costs, depressed rates, workforce shortages, and the need for infrastructure investment. Research from the American Transportation Research Institute (ATRI) provides trucking stakeholders with valuable insights to navigate these critical issues and make informed decisions.



Rebecca Brewster

President and Chief Operating Officer
American Transportation Research Institute (ATRI)

MONDAY, MARCH 2, 2026

4:15 - 4:30 PM

CONFERENCE CLOSE OF DAY

Thank you to our speakers and attendees for making today's conference a success. We hope you are inspired, connected, and ready to turn insights into action.

4:30 - 6:00 PM

STRATEGIC NETWORKING

A designated meeting area will be available for one-on-one discussions throughout the conference. Tables and chairs will be provided on a first-come, first-served basis to support your networking and private meetings.

Bonnet Creek Center Foyer

Sponsored by: Cornerstone Systems, Inc.



6:00 - 7:00 PM

COCKTAIL RECEPTION

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Trimble, Inc.



Waterside Event Lawn

7:00 - 8:15 PM

ANNUAL BANQUET EVENT

Sponsored by: CN
DTL Transport Inc.
Giltner, Inc.



Bonnet Creek Ballroom

8:15 - 10:00 PM

AFTER DINNER DRINK AND DESSERT RECEPTION

Sponsored by: Descartes
Schulz Logistics, LLC



Waterside Veranda

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TUESDAY, MARCH 3, 2026

7:00 - 8:15 AM

CONTINENTAL BREAKFAST

Sponsored by: AiLO Logistics
GS Enterprises



Floridian Ballroom G-L

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8:15 - 8:40 AM

OPENING COMMENTS AND FOOD SHIPPERS GIVES BACK

Food Shippers of America President Darica Schneider will start the day with a recap of the opening day's key takeaway points. Following her recap, Darica will present the organization's annual "Give Back" acknowledgments to:

- American Logistics Aid Network (ALAN)
- Feeding America
- United Against Poverty



TUESDAY, MARCH 3, 2026

8:40 - 9:00 AM

GOLF AWARDS PRESENTATION

Justin Allen, VP of Sales and Strategic Partnerships, Cheema Freightlines and Food Shippers of America Golf Chair will announce the golf tournament winners.

WINNERS MUST BE PRESENT TO RECEIVE AWARDS.



Justin Allen

VP of Sales and Strategic Partnerships
Cheema Freightlines LLC

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9:00 - 10:00 AM

70TH ANNUAL CONFERENCE KEYNOTE SPEAKER: JOHN RATZENBERGER

John Ratzenberger is an acclaimed actor, entrepreneur, and philanthropist, widely recognized for his role as Cliff Clavin on *Cheers*. Beyond acting, he has lent his voice to every Pixar film, becoming a beloved figure in animation. John is also a passionate advocate for American manufacturing and small businesses, using his platform to promote entrepreneurship, innovation, and community impact.



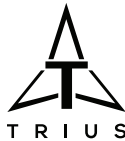
John Ratzenberger

Actor

10:00 - 10:15 AM

BREAK

Sponsored by: **Trius Trucking**
Bonnet Creek Foyer



10:15 - 11:15 AM

ECONOMIC UPDATE WITH BOB COSTELLO

Bob Costello, Chief Economist and Senior Vice President of the American Trucking Associations, returns to present the latest economic data and its impact across the supply chain. This essential session provides actionable insights you can bring back to your teams and executive leadership—don't miss it!



Bob Costello

Chief Economist and Senior Vice President of International Policy & Cross-Border Operations
American Trucking Associations (ATA)

11:15 - 11:30 AM

CONFERENCE CLOSING

Darica Schneider, President of Food Shippers of America, will deliver the closing remarks at the 70th Annual Conference.



Darica Schneider

Senior Director Transportation Operations, Univar Solutions
President, Food Shippers of America

Please complete the conference survey found on the Conference APP as your feedback is important and valued.

WE WOULD LIKE TO THANK OUR SPEAKERS, MODERATORS AND PANELISTS FOR THEIR PARTICIPATION AND SUPPORT OF OUR 70TH ANNUAL FOOD SHIPPERS OF AMERICA CONFERENCE



Thom Albrecht, Chief Revenue Officer, Reliance Partners, LLC

Thom Albrecht has been involved in the transportation industry since 1988 and currently serves as Chief Revenue Officer at Reliance Partners, a role he has held exclusively since June 2024. He originally joined Reliance in April 2020 as both CFO and Chief Revenue Officer. As CFO, Thom played a pivotal role in transforming the company's financial operations—leading two acquisitions, securing three new credit facilities, guiding the company through its first two audits, bringing in a private equity partner, and driving premium growth from ~\$120 million to over \$500 million.

Prior to Reliance, Thom was with Celadon Group from 2017 to 2019. Initially serving as CFO, Chief Strategy Officer, and EVP, he led major restructuring efforts—selling seven business units, resolving multiple class action and derivative lawsuits, spearheading a multi-year restatement, and settling DOJ and SEC investigations. In mid-2019, he transitioned to Chief Commercial Officer while retaining his strategy and EVP roles.

Before his corporate executive tenure, Thom spent twenty-eight years on Wall Street, working at four firms where he covered truckload, LTL, intermodal, and equipment sectors. He served twelve years as Managing Director at BB&T Capital Markets and was a CFA from 1993 to 2017. He holds a B.S. in Business Administration with a Finance major from the University of Central Missouri.

Thom also served for seven years on the Federal Reserve Board's Beige Book Committee in Richmond, VA, and has been involved in over forty IPOs and secondary offerings. His expertise spans capital markets, financial strategy, business development, data analysis, marketing, economic research, and business disruption.



Peter Andrews, Director of Transportation, Schreiber Foods

Peter Andrews is the Director of Transportation at Schreiber Foods, bringing 22 years of experience in the transportation industry across both carrier and shipper roles. He leads strategy and operations for sourcing, execution, systems, pricing, analytics, and settlement across domestic and export transportation.

Peter also serves on the Wisconsin Freight Advisory Committee, where he helps identify issues affecting freight mobility and advocates for the freight sector in the development of policies, processes, and projects.

Outside of work, Peter is the President of the Board of Directors for The First Tee of Northeast Wisconsin, a nonprofit organization that empowers kids and teens through golf—building game changers both on and off the course.



Rebecca Brewster, President and Chief Operating Officer, American Transportation Research Institute (ATRI)

Rebecca Brewster is the President and Chief Operating Officer of the American Transportation Research Institute (ATRI). ATRI is the trucking industry's not-for-profit research organization, dedicated to conducting research that improves the industry's safety and productivity.

Rebecca has received several prestigious awards, including DC Velocity's 2025 Rainmakers, the 2013 Influential Woman in Trucking award from the Women in Trucking Association, and the 2010 J.R. Bob Halladay Award, presented by the 50 state trucking associations.

She has been with ATRI for over 32 years. Prior to that, she served as the Public and Governmental Affairs Director for the Cary, North Carolina Chamber of Commerce, and as a Fleet Analyst with Moen, Inc. Rebecca holds a B.A. in English from Wofford College and is a Fellow of the North Carolina Institute of Political Leadership.

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Peter Callagy, Senior Manager of Transportation, Seaboard Foods

Peter Callagy serves as Senior Manager of Transportation at Seaboard Foods, where he leads a high-performing team responsible for managing the movement of more than 2 billion pounds of premium pork annually across the United States. With over 15 years of experience in transportation, logistics, and supply chain management, Peter is recognized for driving operational excellence, strengthening carrier relationships, and leading strategic initiatives that enhance service, efficiency, and cost performance.

Since joining Seaboard Foods in 2013, Peter has progressed through multiple leadership roles, including Contract Carrier Manager and Manager of Transportation. He has played a pivotal role in optimizing Seaboard's transportation network, implementing cost-control strategies, and fostering collaboration with internal stakeholders and external partners to support the company's long-term growth.

Prior to Seaboard Foods, Peter gained valuable experience in business development, customer service, and operations through roles at Trinity Logistics, Cintas, and Best Buy. His passion for leadership, process improvement, and continuous learning continues to shape his work and his contributions to the broader transportation and logistics industry.



Michael Caney, Chief Commercial Officer, Highway

Michael Caney serves as the Chief Commercial Officer at Highway, where he oversees marketing, sales, sales engineering, customer success, and partnerships. He brings extensive experience in building and scaling both freight brokerages and supply chain technology companies.

Before joining Highway, Michael held senior leadership roles at both startups and established enterprises, guiding teams from early-stage operations to sustained market leadership. His background as an operator gives him a grounded, execution-focused approach to strategy, team building, and category creation.



Jim Carver, Senior Director of Supply Chain, Michael Foods

Jim Carver is a supply chain leader with over 20 years of experience in defining, leading, and executing strategy across complex business models in the food industry, utilizing a wide range of transportation modes. He is a results-oriented people leader with experience across both shipper supply chains and carrier/fleet operating environments, including within Fortune 150 companies.

For the past 18 years, Jim has managed a variety of supply chain functions in the food industry, complemented by 10 years of managing carrier operations. This dual experience has given him a comprehensive understanding of both carrier and shipper environments, enabling him to build and lead sustainable strategies that support both internal and external stakeholders.

Jim currently leads the Supply Chain Logistics team at Michael Foods, an independent business unit of Post Holdings Inc. He is a collaborative partner, supporting the MFI business with focused execution that drives success across multiple platforms and functions, delivering outstanding results.

He consistently achieves strong performance in an unpredictable marketplace, meeting critical service and cost goals essential to organizational growth. Jim is known for building strong relationships and for developing and empowering high-performing teams to achieve business goals—benefiting the overall health of Michael Foods, the MFI supply chain, and its external partners.

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Meghan Charboneau, Director of Transportation, Mars

Meghan Charboneau serves as the Director of Transportation at Mars Snacking, where she leads the organization's transportation strategy and oversees initiatives that drive operational excellence, network optimization, and cost efficiency. In this role, she provides strategic direction and actionable insights that strengthen Mars' transportation and supply chain performance globally.

Over the course of her 15-year career with Mars, Meghan has held a diverse range of leadership roles spanning factory operations management, warehouse management, direct and indirect procurement, and network design. This breadth of experience has equipped her with a comprehensive understanding of supply chain dynamics and the ability to integrate strategy with execution.

Meghan is deeply committed to creating value through innovation, collaboration, and continuous improvement. Recognized for her strategic mindset and inclusive leadership style, she fosters strong cross-functional partnerships and empowers teams to deliver sustainable results. Her focus on operational excellence and long-term capability building continues to advance Mars' supply chain performance in an increasingly complex business environment.



Bob Costello, Chief Economist and Senior Vice President of International Policy & Cross-Border Operations, American Trucking Associations (ATA)

Bob oversees ATA's collection, analysis, and dissemination of trucking economic information. His responsibilities include producing monthly trucking economic indicators, motor carrier financial and operating data, an annual freight transportation forecast, driver wage studies, weekly diesel fuel and economic reports, a yearly trucking almanac, and regulatory and legislative economic analyses affecting the trucking industry.

In addition, as the leader of International Trade Policy and Cross-Border Operations, Bob addresses issues related to NAFTA/USMCA, tariffs, customs, and immigration. He serves on the American Transportation Research Institute's Research Advisory Committee and sits on the Board of Directors for the Border Trade Alliance.



Bill Cowher, Football Coach, NFL Analyst, and Author

Bill Cowher served as only the second head coach of the Pittsburgh Steelers since 1969, succeeding the legendary Chuck Noll on January 21, 1992, at the age of 34. In 1995, at 38, he became the youngest head coach at the time to lead his team to the Super Bowl, guiding the Steelers to Super Bowl XXX against the Dallas Cowboys. A decade later, Cowher led Pittsburgh to its first Super Bowl championship in 26 years with a victory in Super Bowl XL (2005).

During his 15-season tenure, Cowher's Steelers teams earned 10 postseason berths, captured eight division titles, advanced to six AFC Championship Games, and made two Super Bowl appearances, winning one. He led the team to playoff appearances in each of his first six seasons—tying an NFL record set by Paul Brown—and remains one of only six coaches in league history to win at least eight division titles. Under his leadership, the Steelers tied New England for the most division titles during that period and posted the NFL's best overall regular-season record.

In recognition of his impact, Cowher was inducted into the Steelers Hall of Honor in 2019 and enshrined in the Pro Football Hall of Fame in 2020.

Following his coaching career, Cowher joined CBS Sports in 2007 as an analyst on The NFL Today, bringing his experience, insight, and passion for the game to viewers nationwide. He will begin his 19th season with CBS in Fall 2025.

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Dan Egan, Vice President – Sales, Global Logistics, MODE Transportation

Dan Egan is the Vice President of Sales, Global Logistics at MODE Transportation, with nearly 35 years of leadership experience in sales, operations, and capacity management across all modes of transportation. He is a recognized authority in multimodal strategies, carrier development, and scalable cold chain solutions, including MODE COLD—the company's national temperature-controlled LTL platform.

An eight-time MODE President's Club honoree and a 2021 Food Logistics Rock Star of the Supply Chain, Dan is widely known for driving innovation, growth, and strong carrier partnerships. Prior to joining MODE, he held senior executive positions at MW Logistics, Swift Transportation, and Exel. Dan earned his degree in Transportation and Logistics from Iowa State University's Ivy College of Business. He resides in Scottsdale, Arizona, with his wife, Julie, and their daughters, Sydney and Brianna.



Joe Everson, Painter & Singer

Joe Everson is a renaissance man — artist, vocalist, musician, and photographer. His viral videos of singing while painting a live-action artwork have over 300 million views.

Joe travels the nation performing for professional sports teams, Fortune 500 companies, and celebrities.

Corporate clients include Hard Rock Hotels, General Mills, Toyota North America, Orlando Magic, Milwaukee Bucks, NASCAR, DeWalt, Atlanta Falcons, Bass Pro Shops, Detroit Tigers and more.

He has been featured on FOX News, ESPN SportsCenter, Fox Sports, SB Nation, NHL.com, Washington Times, CBS sports, USA Today, Huffington Post and has had nationwide coverage from media



Scott Haldeman, Director, Transportation, The Marzetti Company

Scott Haldeman serves as Director of Transportation at The Marzetti Company, where he leads a team managing inbound, intracompany, and outbound logistics. Over the past seven years, Scott has held multiple roles within Marzetti's transportation and logistics operations, building on early career experience in pricing, capacity management, and bid strategy across intermodal, LTL, brokerage, and truckload sectors.

At Marzetti, Scott has been instrumental in selecting and implementing key technologies, including a new TMS, ERP system, truckload visibility platform, and fuel program. He remains deeply curious about emerging tools and industry innovations, yet firmly believes transportation is a relationship-driven field—built on trust and strategic collaboration.

A graduate of The Ohio State University, Scott lives in Columbus, OH. Outside of work, he enjoys family adventures at Disney with his three daughters, and unwinding with a golf club or fishing pole in hand.



Mark Lawver, General Manager, Stokes Trucking

Mark Lawver is the General Manager of Stokes Trucking, a Tremonton, Utah-based fleet specializing in food transportation across the western and midwestern United States. With more than 25 years of industry experience—including over 15 years at Stokes—he has driven the company's growth, advanced its sustainability initiatives, and positioned it among the nation's top green fleets. Mark is deeply committed to building lasting relationships with customers, drivers, and community partners, including Stokes' long-standing support of Utah State University Football and Wreaths Across America. Guided by accountability, innovation, and a strong safety culture, he ensures Stokes Trucking remains a trusted link in the food supply chain.

WE WOULD LIKE TO THANK OUR SPEAKERS, MODERATORS AND PANELISTS FOR THEIR PARTICIPATION AND SUPPORT OF OUR 70TH ANNUAL FOOD SHIPPERS OF AMERICA CONFERENCE



Robert Morris, Senior Director Transportation, WK Kellogg Co.

Robert Morris is the Senior Director of Transportation at WK Kellogg Co, the cereal startup formed from the spin-off of Kellogg's. With over twenty years of experience across both shipper and supplier roles, he brings a deep understanding of supply chain dynamics and a customer-centric approach to logistics strategy.

Since joining Kellogg in September 2022, Robert has led key customer transportation initiatives, driving operational excellence and service innovation. Prior to the spin-off, he oversaw supply planning for several iconic brands, including Pop-Tarts, Rice Krispies Treats, and RXBAR.

Throughout his career, Robert has held leadership roles at Houghton Mifflin Harcourt, Dairy Farmers of America, Subaru, and PepsiCo. He is recognized for his ability to transform transportation networks and enhance supply chain performance.

Robert holds a degree from Purdue University and is passionate about building agile, high-performing teams that deliver value across the supply chain.



Dave Nelsen, President, Dialog Consulting Group

Dave Nelsen is President of Dialog Consulting Group, helping business leaders raise their Technology Quotient (TQ). An engineer by training, Dave believes every company today is a technology company.

A sought-after speaker, Dave has presented at nearly 2,000 corporate and association events. He writes a monthly column for TEQ Magazine and co-hosted a two-hour entrepreneurship radio show on WMNY for almost a decade.

Dave earned a B.S. in Systems Engineering from the University of Arizona and an M.S. in Operations Research from Stanford. He began his career at Bell Labs and AT&T, leading marketing and product management for InterSpan® Data Services. In 1994, he joined networking start-up FORE Systems, helping it become a major player in Internet data transport.

In 1998, Dave co-founded CoManage Corp., serving as CEO until its acquisition by Syndesis. During this time, he was named Ernst & Young Entrepreneur of the Year (2000) and Tech Council CEO of the Year (2004). In 2005, he founded TalkShoe.com, pioneering live interactive podcasting. TalkShoe was acquired in 2016 and remains a vibrant platform today.

Currently, Dave is launching Locaitor.ai, tackling business information overload. Over 25+ years in startups, he has raised more than \$70 million in federal, angel, and venture funding.

Since 2009, Dave has educated executives on leveraging technology for profit. He was recognized as Vistage Speaker of the Year (2011) and TEC Canada Top Speaker (2018). He has served on public and private boards, including the National Foundation for Teaching Entrepreneurship, the Pittsburgh Symphony Orchestra, and NPSI (NASDAQ) until its 2007 acquisition.

An avid skier and mountain biker, Dave jokes he's "never broken more than two bones at a time."



Craig Paulsen, Vice President of Commercial Development for Intermodal, Schneider

Craig Paulsen currently serves as the Vice President of Commercial Development for Intermodal at Schneider, a premium provider of transportation, intermodal, and logistics services. In this role, he leads the Intermodal Sales organization and is accountable for developing the North American strategic marketing plan, as well as creating insights and differentiators. His marketing plan helps determine the target markets and verticals to enable expansion in emerging markets and drive profitable growth. Craig is an established professional in the transportation industry, with over thirty-seven years of experience.

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Mark Purdy, Director of North American Transportation, General Mills

Currently serving as the Director of North American Transportation, Mark Purdy leads strategic initiatives and oversees operations across a complex logistics network. Prior to this role, he held several key positions within General Mills' transportation organization and at Kemp's LLC, where he served as Transportation and Warehousing Manager.

Earlier in his career, he worked at 3M as a Modal Manager for both global and domestic transportation. Mark began his career at Werner Enterprises, gaining foundational experience in a variety of transportation roles that shaped his approach to logistics, carrier relations, and operational excellence.

Mark holds a BA from the University of Nebraska at Omaha and brings a strong passion for optimizing transportation networks, driving continuous improvement, and leading high-performing teams across the supply chain.



John Ratzenberger, Actor

John Ratzenberger is best known for playing mail carrier Cliff Clavin on one of the most popular sitcoms of all time, *Cheers*. He originally auditioned for the role of Norm Peterson, but after the reading, he sensed he wasn't going to get the part. Seizing the moment, he asked the producers if they had written a "bar know-it-all" character. They loved the idea—and Cliff Clavin was born. Cliff became famous for his outlandish stories, filled with plausible half-truths, irrelevant trivia, and wildly inaccurate misinformation. He was known as an overall pretentious blowhard—and fans loved him for it.

Star Wars fans around the world recognize John for his role as Major Derlin in *The Empire Strikes Back*. Those same fans might also spot him in another iconic franchise – *Superman I & II*. Horror fans remember him from *House II* and *Motel Hell*, which are a far cry from the roles today's younger audiences know him for.

John's popularity has transcended sitcoms, sci-fi, and fantasy, reaching a new generation through his work in Disney/Pixar animated films. He holds the record as the only actor to voice a character in 23 Pixar movies. This ongoing "gag" was something he and director John Lasseter came up with together. John never tells fans which character he plays—he prefers they figure it out themselves when watching the film. His Pixar credits include all the *Cars* movies, *Coco*, *The Incredibles 1 & 2*, and his beloved role as Hamm in all four *Toy Story* films. His personal favorite? P.T. Flea from *A Bug's Life*.



Mike Regan

Chief of Relationship Development and Co-Founder, TranzAct Technologies, Inc.

Mike Regan is a recognized leader in the logistics industry, having served on the boards of prominent organizations such as the American Society of Transportation & Logistics, NASSTRAC, and the National Industrial Transportation League (NITL).

He has received numerous industry accolades, including the Gail Rutkowski Transportation Excellence Award from the Council of Supply Chain Management Professionals (CSCMP) in 2023, the CSCMP Distinguished Service Award in 2014, and the McCullough Executive of the Year Award from NITL.

A respected voice in the field, Mike has contributed to leading industry publications including *Logistics Management*, *The Wall Street Journal*, and *the Journal of Commerce*. He is also a frequent guest on SiriusXM's Road Dog Trucking radio program.

Before founding TranzAct, Mike held roles at Bank of America, Pricewaterhouse, and Union Pacific Corporation. He is a licensed CPA and holds a BSBA from the University of Illinois at Urbana-Champaign.

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Mike Schwersenska, Vice President of Transportation, Brakebush Transportation, Inc.

Mike Schwersenska is Vice President of Transportation at Brakebush Transportation, Inc. (BTI), where he leads one of the nation's most respected private fleets. Since joining BTI in 1999, he has expanded the operation from just over 20 trucks to more than 100 power units across multiple terminals. Under his leadership, BTI now manages over 40,000 shipments annually and has earned national recognition for fleet safety, operational excellence, network design, and fuel efficiency.

In his role, Mike directs all outbound finished goods and inbound raw materials while shaping BTI's long-term logistics strategy. His focus on safety, innovation, and efficiency has delivered significant cost savings and a consistently high level of customer service.

A recognized leader in the transportation industry, Mike serves as Treasurer of the Board of Directors and Chairman of the Board of Governors for the National Private Truck Council (NPTC)—the first person in the council's history to chair both boards. He also serves on the Wisconsin Motor Carrier Association Board of Directors and was named Private Fleet Executive of the Year in 2018.



Eric Starks, Chairman, FTR

Eric is Chairman of FTR, the industry leader in freight transportation forecasting. With a career spanning the entire freight transportation sector, he is a leading researcher in freight modal share analysis and forecasting. His expertise encompasses both rail and truck freight movements as well as asset equipment purchases, making him one of the premier forecasters of transportation equipment demand for railcars, commercial trucks, and trailers.

Eric is frequently invited to speak at Wall Street analyst meetings, industry associations, and private events, thanks to his ability to clearly explain how the macro-economy, logistics, freight, and equipment demand affect business operations. His presentations are both relatable and engaging. Residing in Bloomington, Indiana, Eric is an active member of the transportation community. He is a former board member of NITL and played a key role in establishing the Indiana University Transportation Board.

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 support the conference. (As of December 1, 2025)

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Affiliated Warehouse Companies Inc

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Affiliated Warehouse Companies Inc

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Alabama Motor Express (AMX)

Allen Lund Company LLC

Allen Lund Company LLC

Allen Lund Company LLC

Allen Lund Company LLC

American Chain Of Warehouses

Americold

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AP Freight Solutions LLC

Arrive Logistics

Arrive Logistics

AWC Logistics

Axle Logistics, LLC

Becker Logistics, LLC

Bettaway Beverage Distributors

Bettaway Supply Chain Services

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Dynamic Logistix

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Membership in the Food Shippers of America trade association is limited to individuals engaged in the business of shipping or receiving food and related products in the Food and Beverage Industry where an individual is someone who conducts business on behalf of a company who has, or maintains, physical ownership of these products within the supply chain. This would include food manufacturing, processing, grocery, restaurant, food distributor, and food service companies.

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(As of December 1, 2025)

4D Farm Product Sales, Inc.
8th Avenue Food & Provisions
Abbott Nutrition
ADUSA Procurement
Agropur Ingredients
Ajinomoto Foods North America, Inc.
ALDI
Always Fresh
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Ardent Mills
ARMADA
ASR Group
Associated Milk Producers, Inc.
Associated Wholesale Grocers
Aurora Organic Dairy
B&G Foods
Baldwin Richardson Foods
Basic America Foods
Basin Gold Cooperative
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Ben E Keith Foods
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Blue Diamond Growers
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Horizon Organic Dairy
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KeHe Distributors
Keith Connell Inc.
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Kerry
Keurig Dr Pepper
KINEXO, Inc.
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Kings Hawaiian
Kraft Heinz Company
Kroger
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Lactalis
Lakeview Farms LLC
Lala U.S., Inc.
Land O' Lakes, Inc.
Lange Companies, Inc.
Lassonde
Leprino Foods
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Lipman Family Farms
Little Leaf Farms
Loblaw Group of Companies
Los Gatos Tomato Products
Mark Anthony Brands Inc.
Mars
Martin's Famous Pastry Shoppe, Inc.
McCain Foods
McCall Farms
McLane Company, Inc
Meijer
Merchants Distributors (MDI)
MGM Marketing, Inc.
Michael Foods
Michigan Milk Producers Association
Molson Coors
Mom's Meals
Monogram Foods
Morgan Foods
Morning Star Packing Company
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The Neil Jones Food Company
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Trade Cafe Group
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Trident Seafoods
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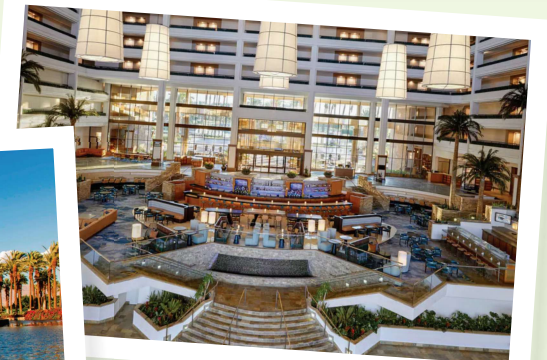


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