

BGSA HOLDINGS SUPPLY CHAIN CONFERENCE → 2022

CONFERENCE AGENDA

DAY 1 – Wednesday, January 19th 2022

- 12:00 PM “Shotgun” Golf at the Breakers | Ocean Course – *Sponsored by Greenscreens.ai*
(Box Lunch Provided from 11:30 AM)
- 2:00 – 7:00 PM Registration | South Loggia West
- 5:30 – 8:30 PM Welcome Reception | Front Lawn (Back-up: Beach Club)

DAY 2 – Thursday, January 20th 2022

- 7:00 – 11:00 AM Registration Continues | South Venetian Foyer
- 7:00 – 8:15 AM Breakfast/Networking | Mediterranean Courtyard (Back-up: Mediterranean Ballroom)
Sponsored by SupplyChainRealEstate.com
- 8:15 AM Golf Award Presentation | Venetian Ballroom
- 8:30 AM Welcome Session: Ben Gordon | Venetian Ballroom
- 9:00 – 10:00 AM **2022 Outlook: What Will the Coming Year Hold for Transportation and Logistics?** | Venetian Ballroom
2021 was a volatile year. What will the coming year hold, and how can you position for growth and success in 2022?
Moderator: Ben Gordon – CEO, BGSA Holdings
 - Mark Holifield – CEO, LaserShip
 - Dr. Udo Lange – President & CEO, FedEx Logistics
 - Frank McGuigan – CEO, Transplace
 - Chris O’Brien – Chief Commercial Officer, C.H. Robinson
- 10:15 – 11:15 AM **State of the Industry: Logistics Perspective** | Venetian Ballroom
What innovations are top logistics companies pursuing in 2020? What is happening in truck brokerage, warehousing, freight forwarding, and value-added services?
Moderator: Jim Tompkins – Chairman, Tompkins Ventures
 - Mark Cabrera – CEO, Saddle Creek Logistics Services
 - Simon Cohen – President, Henco Global
 - Joe Dominijanni – President & COO, ARMADA
 - Denis Reilly – President & CEO, Kenco Group
- 11:30 AM – 12:30 PM **Supply Chain Technologies: What’s New and Exciting?** | Venetian Ballroom
What are the leading supply chain technology companies doing to expand their services and markets in 2022? How does technology drive business and improvements? What is the value of technology in logistics?
Moderator: Matt Smalley – Principal, Cambridge Capital
 - Sean Henry – Co-Founder & CEO of STORD
 - Dan Lewis – Co-Founder & CEO, Convoy
 - Shoab Makani – CEO, KeepTruckin
- 12:40 – 1:45 PM Lunch | Front Lawn (Back-up: Mediterranean Ballroom) – *Sponsored by Lean Solutions Group*
- 2:00 – 2:30 PM **Dealmaking Spotlight - Session 1** | Venetian Ballroom
We saw a spike in deal activity in 2021. Merger and acquisition activity in the industry is growing. Amidst all the market changes, what kinds of deals will be completed in 2022? What kinds of strategies make sense? Should you buy, sell, merge, raise capital, or pursue other scenarios? Hear from top CEOs, investors and practitioners on current deal approaches.
Moderator: Ben Gordon – CEO, BGSA Holdings
 - Tom Madine – CEO, Worldwide Express, Unishippers, and GlobalTranz
- 2:30 – 3:00 PM **Dealmaking Spotlight - Session 2** | Venetian Ballroom
 - Sid Brown – CEO, NFI

3:15 – 4:45 PM

The BGSA 2022 Supply Chain “Shark Tank” | Venetian Ballroom – Sponsored by FarEye

Participants will receive a 10-minute window to showcase their Big Idea live on stage in the fields of Transportation, Supply Chain, and Logistics to potential customers, mentors and investors. Finalists will be judged and voted on by both the attendees and the respected industry leader “Sharks.”

Finalists:

- Steve Johanson – President, Starboard Corp
- Sean Jones, CEO – QuickLoadz Intermodal Robotics
- Bruce Kulp – CEO, Deliver One LLC
- Matias Lonardi – CEO, Treggo
- Miles Mufuka Martin – Co-Founder & CEO, Relai
- Julia Pasternack – Founder, DriverFly

Moderator:

- Ben Gordon – CEO, BGSA Holdings

Judges:

- Ed Feitzinger – Founding Partner, Opportuna Advisors
- Jack Holmes – Executive Chairman, Emerge
- Rimas Kapeskas – Operating Partner, Cambridge Capital
- Doug Waggoner – Chairman & CEO, Echo Global Logistics

6:30 – 7:30 PM

Cocktail Reception | Ocean Lawn (Back-up: The Circle) – Sponsored by WNS

7:30 PM

Dinner | Ocean Lawn (Back-up: Venetian Ballroom) – Sponsored by DAT Freight & Analytics

“Shark Tank” winner to be announced

DAY 3 – Friday, January 21st 2022

7:00 – 8:30 AM

Breakfast/Networking | Ocean Lawn (Back-up: Seafood Bar) – Sponsored by Benesch Attorneys at Law

8:45 – 9:45 AM

Voice of the Customer | Venetian Ballroom

How are your customers’ businesses evolving, and how can you anticipate their future needs? Discover what supply chain logistics challenges lay ahead for your clients, and what they expect you to provide for them now, and in the future.

Moderator: Natalie Putnam – CEO, DeliveryCircle, LLC

- Brent Beabout – President/Founder, AirTerra
- Mary Long – Supply Chain Evangelist, University of Tennessee
- Susan Pellechio – Head of Transportation and Final Mile Delivery, BlueTriton Brands
- David Warrick – General Manager Devices Supply Chain, Supply Chain Technology Officer, Microsoft

10:00 – 11:00 AM

Managing Technology in this Era of Disruption | Venetian Ballroom

Technology is critical for business success, but the continued disruption by new software, artificial intelligence, advanced analytics, robotics, and several other advances require smart decisions and knowledge management. This Panel will provide strategies for dealing with disruptions, deciding on technological investments, and leveraging technologies for greater customer success.

Moderator: Matt Smalley – Principal, Cambridge Capital

- Michael Farlekas – CEO, E2open
- Sally Miller – CIO North America, DHL Supply Chain
- Karl Siebrecht – Founder & CEO, Flexe
- Dana von der Heide – Founder & Chief Commercial Officer, Parcel Perform

11:15 AM – 12:15 PM

State of the Industry: Trucking Perspective | Venetian Ballroom

Trucking is a leading indicator for the economy. Are we entering a downturn in trucking? More broadly, how will capacity providers respond to challenges including economic cycles, trade wars, technology threats, and environmental requirements?

Moderator: Jack Holmes – Executive Chairman, Emerge

- Bill Driegert – Head of Operations, Cofounder, Uber Freight
- Billy Hupp – COO & EVP, Estes Express Lines
- John Leach – CEO, FLS Transportation Services Limited
- Derek Leathers – Chairman, President & CEO, Werner Enterprises

12:15 – 12:20 PM

Closing Remarks | Venetian Ballroom

12:30 – 1:30 PM

Luncheon Spotlight with the 75th United States Postmaster General, Louis DeJoy | Mediterranean Courtyard (Back-up: Mediterranean Ballroom) – Sponsored by Cambridge Capital

2:00 – 4:00 PM

Pro Tennis Clinic | Reservations required*

Attendees and Registered Spouses Invited (Please RSVP if attending to Jennifer@bgsa.com)

4:30 – 7:30 PM

Sunset Cocktail Cruise & Dockside | Reservations required* - Meet in Breakers Lobby next to Concierge Desk for shuttles leaving at 4:15 and 4:45 – Sponsored by SnapFulfil

Join your colleagues Friday afternoon on the luxurious *Mariner III*. This unforgettable Palm Beach cruise shows you the best of the coastline at the most picturesque time of day. Space is limited. Please make your reservation by contacting Jennifer at (561) 932-1607 or Jennifer@bgsa.com.