

FOODSERVICE DISTRIBUTION: ISSUES, OUTLOOK AND IMPLICATIONS

DECEMBER 10, 2019 8:00AM – 3:30PM

The Gleacher Center
450 Cityfront Plaza Drive
Chicago, Illinois 60611

Pentalllect's annual Summit, **Foodservice Distribution: Issues, Outlook and Implications**, will address evolving trends across the food distribution channel, assess implications for supply chain partners – manufacturers, distributors, sales agencies, operators and investors – and identify specific imperatives for organizations to succeed in the new market realities.

The Summit is designed for General Managers, Sales, Marketing and Finance leadership team members to hear from industry experts, share perspectives and take away specific action items to position their organizations for success.

Agenda

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8:00 – 8:30 am	Registration and Coffee	
8:30 – 8:45 am	Welcome and Introductions	Pentalllect Partners
8:45 – 9:15 am	Distribution Channel Outlook <ul style="list-style-type: none"> What to expect; includes evolving dynamics, future operating models and implications 	Pentalllect Partners
9:15 – 9:45 am	The Changing Face of GPOs <ul style="list-style-type: none"> GPOs capturing market share, especially in the chain & independent restaurant segments 	Scott Sanders Chief Operating Officer - Foodservice <i>Foodbuy USA</i>
9:45 -10:15 am	Distribution M&A Outlook <ul style="list-style-type: none"> A view of evolving M&A dynamics within the distribution channel 	Bill Beattie Matt Austin Managing Directors <i>Keiter Advisors</i>
10:15 -10:45 am	Networking Break	
10:45 -11:15 am	Driving Growth with Independent Operators <ul style="list-style-type: none"> Independent operators' expectations from their manufacturer, distributor and agency partners 	Susan Szymanski Vice-President; Publisher <i>Plate Magazine</i>
11:15 -11:45 am	Technology to Transform Distribution <ul style="list-style-type: none"> A distribution disruptor's business model and future outlook for non-traditional distribution 	Chris Elliott COO and Co-Founder <i>Cheetah Technologies</i>
11:45 -12:45 pm	Lunch	
12:45 – 1:15 pm	Distributor Success Models <ul style="list-style-type: none"> How independents will succeed in an evolving food distribution marketplace 	Nicole Mouskondis Co-CEO <i>Nicholas and Company</i>
1:15 – 1:45 pm	Improving Order-to-Ship Conversion Rates <ul style="list-style-type: none"> Understanding industry dynamics and best practices for improved performance 	Chris Martin Founder General Manager <i>Tibersoft Technologies</i>
1:45 – 2:00 pm	Networking Break	
2:00 – 2:30 pm	Cross-Enterprise Artificial Intelligence <ul style="list-style-type: none"> Harnessing internal and external data to stimulate "pull" demand for your brands 	Stephen Webster CPG/Consumer Goods Market Leader <i>r4 Technologies</i>
2:30 – 3:00 pm	The Future of Distribution <ul style="list-style-type: none"> Implications of consolidation, including the role of independents and emerging alternatives in distribution 	John Reisigl Executive Vice-President <i>Cheney Brothers</i>
3:00 – 3:30 pm	Wrap Up	Pentalllect Partners