



TRAFFIC CLUB OF CHICAGO
Business Development Forum
Tuesday, November 29, 2016
Wojcik Conference Center: Harper College



AGENDA

- 8:30 - 9:00 AM** **Registration/Check-in and Networking**
Continental breakfast provided
- 9:00 - 9:05 AM** **Welcome**
Denny Grim, Business to Business Communications
- 9:05 - 9:35 AM** **Keynote Speaker**
"The Future is Now" - Rick Blasgen, CEO, CSCMP
- 9:35 - 10:50 AM** **Panel Session - The Customer Experience: Expectations vs. Reality**
Moderated by: Bob Voltmann, President & CEO
Panelists: Michael Durkin, Dir. Of Transportation and Warehouse, Bay Valley Foods
Sandra Kempf, Logistics Manager, Crane Composites
Brian Kielbasa, Warehouse & Logistics Manager, Peerless-AV
Jeff LeClair, VP of Manufacturing and Supply Chain, Basin Industries, LLC
Todd Lepien, Transportation Manager, Nestle
Mike Smoczynski, Transportation Manager, Freudenberg Household Products
- 10:50 - 11:00 AM** **Break**
- 11:00 - 12:00 PM** **Top Behaviors of Elite Sales Professionals**
Bill Bartlett, Corporate Strategies & Solutions, Sandler Training
- 12:00 - 1:00 PM** **Lunch**
- 1:00 - 2:00 PM** **Panel Session - Purpose Driven Business**
Moderated by: Kathy Fulton, Executive Director, American Logistics Aid Network
Panelists: Robert Kostelny, President & Founder, AllGreen
Jeffrey Leppert, EVP Capacity Solutions, Redwood Logistics
Darrell Ortiz, President & CEO, CDM Software Solutions
Richard Roche, Managing Director, International Teams
Al Siders, CEO, Network Data Systems
- 2:00 - 2:10 PM** **Break**
- 2:10 - 3:00 PM** **Integrating Sales with Technology**
Brian Basilico, B2b Interactive Marketing
- 3:00 - 4:00 PM** **Carrier / 3PL Panel Session - Delivering on the Promise**
Moderated by: Scott Grady, Senior Vice President, Landstar
Panelists: George Abernathy, Head of Supply Chain Solutions, Pegasus TransTech
Brad Hall, VP of Sales, Florida East Coast Railway
Al Iannelli, Agency President, Polaris Intermodal
Mike McClelland, Senior Vice President, Knight Logistics
Phil Yeager, Executive Vice President, Hub Group
- 4:00 - 4:15 PM** **Meeting Summary and Closing**
Jason Olinger, YRC Freight