

BG STRATEGIC
ADVISORS



SUPPLY CHAIN 2011 CONFERENCE

THE INDUSTRY'S ONLY CEO-LEVEL CONFERENCE
FOCUSED ON ALL SEGMENTS OF THE SUPPLY CHAIN

January 26–28, 2011

The Breakers Hotel
Palm Beach, Florida



CONFERENCE OVERVIEW

Conference Overview

The BGSA Supply Chain Conference is considered the foremost CEO-level event in the transportation, logistics, and supply chain sector. Last year, 150 senior supply chain and operations executives joined us in Palm Beach. SC2011 is a one of a kind event designed to recognize top supply chain companies and also encourage the sharing of insights among an exclusive group of executives from a variety of industries. Our annual conference provides an intimate, media-free and candid setting where we can privately network and discover ideas as we explore how the world's top companies are building industry-leading supply chains.

Speakers for this year's event include:

- **AirNet Systems Inc.** - John Dupuy, Chief Executive Officer
- **American Shipping Group** - Anthony Chiarello, President
- **APL Logistics, Inc.** - Jim McAdam, President
- **Arkansas Best Corporation** - Judy McReynolds, President and Chief Executive Officer
- **Avantair** - Steven Santo, Chief Executive Officer
- **CHEP Americas** - Jim Ritchie, Group President
- **C.R. England** - Dean England, Chief Executive Officer
- **Damco** - Jeremy Haycock, President, North America
- **Descartes** - Art Mesher, Chief Executive Officer
- **DEX Systems, Inc.** - Chip Dickinson, President
- **DSC Logistics** - Ann Drake, Chief Executive Officer
- **Echo Global Logistics** - Douglas Waggoner, Chief Executive Officer
- **Freightquote.com** - Tim Barton, Chief Executive Officer
- **GENCO ATC** - Herb Shear, Chief Executive Officer
- **GENCO ATC** - Todd Peters, Vice Chairman
- **Greatwide Logistics Services** - Leo Suggs, Chairman and Chief Executive Officer
- **Ingram Micro Logistics** - Robert Gifford, EVP, Global Logistics
- **Integrated Distribution Services, Inc.** - Mark DeFabis, President and Chief Executive Officer
- **Jacobson Companies, Inc.** - Brian Lutt, President and Chief Executive Officer
- **Jefferies Capital Partners** - Seth Wilson, Managing Director
- **MIQ Logistics** - Joey Carnes, Chairman and Chief Executive Officer
- **ModusLink Global Solutions, Inc.** - Joe Lawler, Chief Executive Officer
- **Network Global Logistics** - Raymond Garcia, Chief Executive Officer
- **Purolator International Forwarding** - John Costanzo, President
- **Saddle Creek Corporation** - Cliff Otto, President
- **Schenker, Inc. USA** - David Bouchard, Chief Operating Officer
- **Transformational Strategies Consulting, Inc.** - Fernando Salgado, Chief Executive Officer
- **Transplace** - Tom Sanderson, Chairman and Chief Executive Officer
- **United States Congress** - Todd Rokita, (R. Ind.) and Ron Klein, (D,Fl.) *Retired*
- **UPS Freight** - Jack Holmes, President
- **Werner Enterprises** - Derek Leathers, Chief Operating Officer

The BGSA Supply Chain Conference is known for many things: top CEOs; interactive debates on hot supply chain issues; Palm Beach sunshine; and Breakers panache. But above all, BGSA Supply Chain is known as the central place where the leading supply chain CEOs gather every January to share their views on strategy, M&A, industry trends, and ideas for building and growing their businesses.

Unlike any other event in the marketplace, the BGSA Supply Chain Conference gathers the top executives from all segments of the supply chain sector, ranging from warehousing and freight forwarding, to specialty areas like packaging, to niche supply chain technologies that will revolutionize the industry. BGSA Supply Chain provides an intimate setting to explore ideas, learn about industry trends and network with top industry executives. In addition, the conference takes a unique focus on key strategic ideas driving change in the supply chain marketplace, such as consolidation and global expansion, strategic international opportunities and ideas for positioning supply chain businesses for success.

Five Reasons to Attend

- 1 Exclusive networking opportunities
- 2 First-rate speakers from all segments of the supply chain
- 3 Emphasis on issues and trends most important to all participants
- 4 Opportunity for individual sessions with, and advice from, BGSA executives
- 5 Palm Beach in January? It is an unbeatable location for a conference and golf!



Ben Gordon
Managing Director
BG Strategic Advisors

Conference Schedule at a Glance:

DAY 1 – Wednesday, January 26, 2011

- 2:00 – 8:00 PM **Registration**
- 5:30 – 7:30 PM **Welcome Reception**

DAY 2 – Thursday, January 27, 2011

- 7:00 – 11:00 AM **Registration Continues**
- 7:00 – 8:30 AM **Breakfast/Networking**
- 8:30 – 8:45 AM **Welcome/Introduction**
- 9:00 – 10:00 AM **2011 Outlook: Are You Positioned for a Rebound?**
- 10:00 – 11:00 AM **State of the Industry: Logistics Perspective**
- 11:15 – 12:15 PM **State of the Industry: Trucking Perspective**
- 12:30 – 2:00 PM **Lunch - Keynote Speaker Lieutenant General William (Gus) Pagonis**
- 2:00 – 3:00 PM **Financial Markets: Attracting Capital to Fund Your Growth**
- 3:15 – 4:15 PM **Stretching the Boundaries: Creative Growth Strategies in New Markets**
- 4:15 – 5:15 PM **Politics and the Supply Chain: The Increasing Regulation of Transportation and Logistics**
- 6:30 – 7:30 PM **Cocktail Reception**
- 7:30 PM **Dinner**

DAY 3 – Friday, January 28, 2011

- 7:00 – 8:30 AM **Breakfast/Networking**
- 8:30 – 9:30 AM **Dealmaking in the Supply Chain Market: Who is Winning and How?**
- 9:30 – 10:30 AM **Supply Chain Technologies: What's New?**
- 10:45 – 11:45 AM **Global Logistics: Views from Europe and Asia**
- 11:45 – 12:00 PM **Closing Remarks**
- 1:00 PM **Golf Option at The Breakers (Box Lunch Provided)**
"Shotgun"

Conference Agenda

This year's conference features interactive, CEO-led panels on the topics that last year's attendees requested.

DAY 1 – Wednesday, January 26, 2011

2:00 – 8:00 PM **Registration**

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7:00 – 11:00 AM **Registration Continues**

7:00 – 8:30 AM **Breakfast/Networking**

8:30 – 8:45 AM **Welcome/Introduction**

9:00 – 10:00 AM **2011 Outlook: Are You Positioned for a Rebound?**

2010 was a year of rapid change. We went from over-capacity to under-capacity. Shipper volumes have grown, while capacity prices have spiked. What will the coming year hold, and how can you position for growth and success in 2011?

- *Jack Holmes, President, UPS Freight*
- *Joe Lawler, Chief Executive Officer, ModusLink Global Solutions, Inc.*
- *Jim Ritchie, Group President, CHEP Americas*
- *Derek Leathers, Chief Operating Officer, Werner Enterprises*

10:00 – 11:00 AM **State of the Industry: Logistics Perspective**

As outsourcing continues to grow, various logistics segments continue to experience expansion, change, and consolidation. What innovations are top logistics companies pursuing in 2011?

- *Cliff Otto, President, Saddle Creek Corporation*
- *Ann Drake, Chief Executive Officer, DSC Logistics*
- *Anthony Chiarello, President, American Shipping Group*
- *Joey Carnes, Chairman and Chief Executive Officer, MIQ Logistics*

11:15 – 12:15 PM **State of the Industry: Trucking Perspective**

Trucking led the markets into recession in 2006. In 2010, trucking helped lead the recovery. What will change in 2011? What are the smartest trucking companies doing to pursue growth?

- *Dean England, Chief Executive Officer, C.R. England*
- *Judy McReynolds, President and Chief Executive Officer, Arkansas Best Corporation*
- *Leo Suggs, Chairman and Chief Executive Officer, Greatwide Logistics Services*

12:30 – 2:00 PM **Lunch - Keynote Speaker Lieutenant General William (Gus) Pagonis**

2:00 – 3:00 PM **Financial Markets: Attracting Capital to Fund Your Growth**

The financial markets have gone through three of the most volatile years since the Great Depression. How should you finance your growth? Hear from top capital providers about what they look for and how they view the industry today.

- *Steven Santo, Chief Executive Officer, Avantair*
- *Seth Wilson, Managing Director, Jefferies Capital Partners*
- *John Dupuy, Chief Executive Officer, AirNet Systems Inc. and Operating Partner, HIG Bayside Capital*



3:15 – 4:15 PM **Stretching the Boundaries: Creative Growth Strategies in New Markets**

Where are the best new markets to grow? New technologies, new markets, and new services can all produce opportunities. Hear from CEOs of niche leaders, along with CEOs who have spearheaded growth into new arenas.

- *Raymond Garcia, Chief Executive Officer, Network Global Logistics*
- *John Costanzo, President, Purolator International Forwarding*
- *Tim Barton, Chief Executive Officer, Freightquote.com*
- *Robert Gifford, EVP, Global Logistics, Ingram Micro Logistics*

4:15 – 5:15 PM **Politics and the Supply Chain: The Increasing Regulation of Transportation and Logistics**

What new regulations are coming, and how are they likely to impact your business? Hear from top government officials and policy experts on this important topic.

- *Herb Shear, Chief Executive Officer, GENCO ATC*
- *Mark DeFabis, President and Chief Executive Officer, Integrated Distribution Services, Inc.*
- *Todd Rokita, U.S. Congressman (R, Ind.)*
- *Ron Klein, U.S. Congressman (D, Fl.) Retired*

6:30 – 7:30 PM **Cocktail Reception**

7:30 PM **Dinner**

DAY 3 – Friday, January 28, 2011

7:00 – 8:30 AM **Breakfast/Networking**

8:30 – 9:30 AM **Dealmaking in the Supply Chain Market: Who is Winning and How?**

Amidst all the market changes, what kinds of deals are getting done in 2011? What kinds of strategies make sense? Should you buy, sell, merge, raise capital, or pursue other scenarios? Hear from top CEOs and practitioners on current deal approaches.

- *Brian Lutt, President and Chief Executive Officer, Jacobson Companies, Inc.*
- *Tom Sanderson, Chairman and Chief Executive Officer, Transplace*
- *Douglas Waggoner, Chief Executive Officer, Echo Global Logistics*

9:30 – 10:30 AM **Supply Chain Technologies: What's New?**

What are the leading supply chain technology companies doing to expand their services and markets in 2011?

Panel Moderator – Gene Tyndall of Tompkins Associates

- *Chip Dickinson, President, DEX Systems, Inc.*
- *Art Mesher, Chief Executive Officer, Descartes*
- *Todd Peters, Vice Chairman, GENCO ATC*
- *Fernando Salgado, Chief Executive Officer, Transformational Strategies Consulting, Inc.*

10:45 – 11:45 AM **Global Logistics: Views from Europe and Asia**

What is changing in the global markets? Hear from top global logistics companies on their strategies for growth in Europe, Asia, and elsewhere in the world.

- *Jim McAdam, President, APL Logistics, Inc.*
- *Jeremy Haycock, President, North America, Damco*
- *David Bouchard, Chief Operating Officer, Schenker, Inc. USA*

11:45 – 12:00 PM **Closing Remarks**

1:00 PM **Golf at the Breakers (Box Lunch Provided)**
“Shotgun”

Here's what attendees are saying about last year's Supply Chain 2010 Conference...

"Best conference of its type that I've recommended. Keeps getting better every year. Adds a lot of value."

- Jack Holmes, President UPS Freight

"The BGSA Supply Chain event was well organized with timely topics."

- Leo Suggs, Chairman, Greatwide Logistics

"Always unparalleled! This continues to be the best pragmatic approach to business event of the year. Hundreds of years of experience to share!"

- Jeff Rinkus, COO, ABB Concise

"Each year seems to be better than the last, which is saying something since I loved the last one."

- Bert Evans, President, Evans Network of Companies

"The BGSA conference offers a private press-free environment with the opportunity to have candid discussions and share ideas. It is an extremely informative event and features one of the best forums."

- Wayne Danson, President and Chief Executive Officer, Encompass Group Affiliates, Inc.

"Best gathering of CEOs in our Industry."

- Reggie Dupré, CEO, Dupré Logistics

"The BGSA Conference offers a program so unique that it achieved the near impossible: bringing 150 of the most talented and accomplished leaders from the world of supply chain together for 3 days. It is the only annual conference I look forward to, knowing that I will leave with valuable business insight."

- Steve Northman, President, Sam-Son Distribution

"Truly a class organization and venue, the team at BGSA did an exceptional job. Everyone made sure the attendees were well accommodated. Great event!"

- Spencer Squier, President, All State Express

"Perfect size attendance. Got the chance to meet most people – and it is at the Breakers! My wife won't let us miss it!"

- Ted Alling, President, Access America Transport

"Ben did an outstanding job on questions to panels!"

- Clyde Keaton, President/CEO, ATC

"Being new to the industry, this provided a different perspective this year than last, but just as important and effective. Thanks for another great conference!"

- Gerry Burns, President and CEO, Data2 Logistics

"Always 1st Class."

- Joel Anderson, President and CEO, IWLA

"Very well organized. Great level of attendees."

- Michael Katz, CEO, Choice Logistics

The BGSA Supply Chain 2011 Conference is the premiere CEO-level supply chain event in the industry. Therefore, due to the high demand and limitations on space, this event is by invitation only.

For more information, or to register, please go to www.bgstrategicadvisors.com/conference2011.

Please feel free to call us at (561) 932-1607 or email us at conference@bgstrategicadvisors.com should you have any questions.

Conference Registration Form

BG Strategic Advisors Supply Chain 2011 Conference

January 26-28, 2011 The Breakers Hotel, Palm Beach, FL



On-line registration is available. Please visit www.bgsa.com/conference2011

Registrant Information:

Registration Password _____

Mrs /Ms /Mr /Dr. _____
First Name Last Name

Title _____

Company _____

Street _____ City _____

State/Region _____ Zip/Postal _____ Country _____

Tel _____ Fax _____

Email _____ *(Your confirmation materials will be sent to this email address.)*

Please indicate which category best describes your industry:

- | | | | |
|--|---|---|--|
| <input type="checkbox"/> Warehousing | <input type="checkbox"/> Freight Forwarding | <input type="checkbox"/> Shipping | <input type="checkbox"/> Supply Chain Technology |
| <input type="checkbox"/> Trucking | <input type="checkbox"/> Contract Packaging | <input type="checkbox"/> Private Equity | <input type="checkbox"/> Recycling |
| <input type="checkbox"/> Truck brokerage | <input type="checkbox"/> Other (please specify) | | |

Please provide a short description of your company, which will be included in our materials: _____

Payment/Billing Information:

VISA MC AMEX

Name on Credit Card _____

Card # _____ Security Code _____ *(3 or 4 digit number on back of card)*

Expiration Date _____ Signature _____

Billing Address *(if different than above)*

Street _____ City _____

State/Region _____ Zip/Postal _____ Country _____

Do you plan to attend the Welcome Reception (Wednesday)? YES NO

Do you plan to attend the Conference Dinner (Thursday)? YES NO

If you plan to bring a spouse, please provide the following for badges and activity planning purposes.

Spouse's Name: _____

Spouse's Email: _____

Cancellations:

Cancellations received by email prior to November 26, 2010 are fully refundable. Cancellations received between November 27 and December 24, 2010 will receive a 90% credit to be used toward another BGSA conference. Cancellations received after December 24, 2009 are non-refundable. You may substitute a colleague at any time.

Questions? Call Elizabeth

Phone: (561) 932-1608

Fax: (561) 828-2790

Email: conference@bgsa.com

	Rate (per person)	
<input type="checkbox"/> Supply Chain Senior Executive Registration	\$1,995	\$
<input type="checkbox"/> Non-Supply Chain Senior Executive Registration	\$2,995	\$
<input type="checkbox"/> Early-Bird Supply Chain Senior Executive Registration <i>(Prior to October 1, 2010)</i>	\$1,495	\$
<input type="checkbox"/> Early Bird Non-Supply Chain Senior Executive Registration <i>Private Equity, Technology, etc. (Prior to October 1, 2010)</i>	\$2,495	\$
<input type="checkbox"/> Supply Chain 2011 Panelist Registration	\$1,295	\$
<input type="checkbox"/> Spouse Option <i>(Evening Events and Spouse Outing)</i>	\$395	\$
<input type="checkbox"/> Golf Option <i>(Handicap _____)</i>	\$295	\$
<input type="checkbox"/> Club Rental <i>(Check for left-handed clubs _____)</i>	\$95	\$
<input type="checkbox"/> Spouse Golf Option <i>(Handicap _____)</i>	\$295	\$
<input type="checkbox"/> Spouse Club Rental <i>(Check for left-handed clubs _____)</i>	\$95	\$
Total		\$

If you are registering multiple attendees from the same company, please submit a separate registration form for each person.