

DISTRIBUTOR PRODUCTIVITY SUMMIT SCHEDULE

LA CANTERA RESORT - SAN ANTONIO, TX

JULY 31-AUGUST 1, 2017

Monday Evening Cocktail Reception, July 31, 2017

3:30 – 5:00pm Registration

5:00 – 7:00pm Welcome Reception

Tuesday General Session, August 1, 2017

7:30 – 8:30am Breakfast

8:30 – 8:45am Opening Remarks: Harry Schuhmacher

8:45 – 9:15am Building a New Warehouse? Tips from the Pros - Andrew Sitton, managing director, HDA Architects

9:15 – 9:45am Truth from the Trenches About Warehouse Automation: Darin Spence, general manager, Encompass; Eric Joseph, vp of operations, Del Papa; Steve Holtsclaw, director of information technology, Del Papa

9:45 - 10:15am Presentation - Eddie Murray, Freedom CNG

10:15 – 10:30am Coffee Break

10:30 – 11:00am Sales Solutions to Drive Operational Efficiency - Wes Verno, consultant, Verno Consulting

11:00 – 11:30am Presentation - Lester Jones, chief economist, National Beer Wholesalers Association; Kimberly Clements, co-founder, PINTS, LLC

11:30 – 12:15pm Craft-Distributor Relationships: Expectation vs. Reality: Dan Garrison, proprietor, Garrison Brothers Distillery, Paul “PK” Kirbabas, sales chief, SweetWater Brewing Company; Scott Metzger, founder, Freetail Brewing; John Henry, El Buho Mezcal

12:15 – 1:45pm Luncheon

1:45 – 2:30pm Distributor Best Practices: John Ross, vp of information technology, Andrews Distributing, John Friel, distribution director, Republic National Distributing Company; Tim Krull, vp of corporate operations, Breakthru Beverage Group;

2:30 – 3:00pm The DSOE Cycle: Maximizing Communication and Tools to drive Display Execution - Tracy Neal, president/founder, CPG Data

3:00 – 3:15pm Break

3:15 – 3:45pm Improving the Customer Experience at a Time of Increasing Complexity: Matlock Rogers, Director Tier 2 Operations, North America, Anheuser-Busch

3:45 – 4:15pm Fireside Chat with Cheryl Murphy Durzy, ceo, LibDib

4:30 – 6:30pm Closing Reception