

FOODSERVICE DISTRIBUTION: ISSUES, OUTLOOK AND IMPLICATIONS

DECEMBER 4, 2018 8:30AM – 3:30PM

The Gleacher Center
450 Cityfront Plaza Drive
Chicago, Illinois 60611

Pentallct's 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 and operators – 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 in a dynamic environment and take away specific action items to position their organizations for success.

Original research will be included, as well as presentations on key topics, insightful guest speakers and engaging Q&A sessions following each presentation.

Speakers Scheduled to Appear | Tentative Agenda:

8:00 – 8:30 am	Registration and Coffee	
8:30 – 8:45 am	Welcome and Introductions	Pentallct Partners
8:45 – 9:15 am	Channel Outlook <ul style="list-style-type: none">What to expect; includes future operating models	Pentallct Partners
9:15 -10:00 am	Chain Distribution <ul style="list-style-type: none">Solutions to address evolving challenges and opportunities	Pat Mulhern President/CEO <i>Distribution Market Advantage (DMA)</i>
10:00 -10:15 am	Break	
10:15 -11:00 am	WEBstaurant Store <ul style="list-style-type: none">Distributing \$1B+ below the radar	Gene Clark Owner/Partner <i>Clark Associates & WEBstaurant Store</i>
11:00 -11:45 am	Distributor Buying Groups <ul style="list-style-type: none">How to maximize their value and improve ROI	Jack Carlson Former Vice-President <i>UniPro Foodservice</i>
11:45 -12:30 pm	Lunch and Networking	
12:30 – 1:15 pm	Aligning for Growth <ul style="list-style-type: none">How to optimize your distributor engagement	Stacie Sopinka SVP Innovation and Quality <i>US Foods</i>
1:15 – 2:00 pm	LLO's: The Market Sweet Spot <ul style="list-style-type: none">Effective distributor collaboration: targeting, resource alignment and execution	Jerry Peacock President <i>Acosta Foodservice</i>
2:00 – 2:15 pm	Break	
2:15 – 3:00 pm	Intersection of GPOs and Distributors <ul style="list-style-type: none">What are the implications for manufacturer/distributor relationships?	John Davie CEO <i>Buyers Edge Platform</i>
3:00 – 3:30 pm	Evolving Distributor Demands <ul style="list-style-type: none">Go-to-market and financial implications and appropriate responses	Pentallct Partners
3:30 pm	Wrap Up	Pentallct Partners