



2018 Annual

**October 3 – 4<sup>th</sup>**  
Grand Rapids, MI  
Amway Grand Plaza  
Hotel, in conjunction  
with ArtPrize10!

**WE HAVE LIFT OFF!!** With just a few weeks left, our annual conference is almost here!! The Board has formulated an extraordinary agenda guaranteed to be valuable with powerful speakers and relevant topics. The hotel is full and the anticipation is building! September OFDA in Grand Rapids with ArtPrize will be sensational! If you are a late bloomer, the time is NOW to register – space is limited. Go Here: <http://theofda.org/events.htm>

**Scholarship Nomination** deadline is fast approaching. **Hurry!** Inspire an intern or student who could use this valuable award to support their supply chain & logistics education!!! We will be presenting 3 Memorial Scholarships this year.

**PLEASE NOMINATE NOW!** Go Here: <http://theofda.org/scholarships.htm>

**Wednesday October 3<sup>rd</sup>, KICKSOFF** with the **Shipper / Carrier Tandem Roundtable** discussions followed by a merging of both groups to summarize. Past years reflect excellent participation in this collaborative event. Please join us!

We start **Wednesday October 3<sup>rd</sup>, 4:00 PM**

**ROUNDTABLE TOPIC:**

**Actual Impacts, Good, Bad and Ugly, of ELD Regulation Changes**

## **PRESENTATION TOPICS & WHAT OUR SPEAKERS ARE SAYING...**

### ***A Regulatory 180 for Trucking “Are De-Regulatory Actions in Washington the New Normal for Trucking and Logistics?”***

*There is regulatory tug-of-war going on in Washington, and Washington insider Dave Osiecki will be with us again this year to cover what it means for the trucking and logistics industries. Mr. Osiecki will cover the Obama Administration rules (e.g., AOB RD conversion to ELDs, higher driver training bar, even tighter controls on drug & alcohol use) that still remain to be implemented that could reduce driver capacity even more. At the same time, Mr. Osiecki will explain what favorable regulatory changes and de-regulatory actions the Trump Administration has already taken, and what regulatory initiatives (e.g., hours of service changes) shippers, carriers and logistics providers should expect over the next two years.*

***WATCH FOR Dave Osiecki, President and CEO, Scopelitis Transportation Consulting, LLC***

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### ***Freight by Waterway Better Than a Highway***

*The Great Lakes Shuttle Service is a proposed service on the M-90 Marine Highway Route between the Port of Milwaukee and the Port of Muskegon. Eco Ships has partnered with the Port of Milwaukee to provide a service that will move commercial trucks, containers and break bulk cargos on a regular, fixed schedule. This would provide a dedicated commercial shipping route linking Wisconsin and West Michigan. In addition to the support of both State DOTs, Metropolitan Planning Organizations and other local stakeholders, this project will reduce congestion through the Chicago metro area as well as road maintenance costs and air emissions. More importantly, the service will provide shippers in the region a new, competitive, efficient, reliable alternative.*

***WATCH FOR Leslie G. Brand III | CEO Supply Chain Solutions, Inc.***

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### ***“Is Our Share of the Pie Under Attack?”***

*There has been a dramatic shift and impact the residential furniture offerings are having on the commercial furniture industry. Coined as “Resimerical”, how do we deal with this, along side the traditional/commercial platform? What impact are the different generations (millennial, etc.) having on this shift? But, more importantly, what actionable goals, strategies and processes can be put in place to react to these changes?*

***WATCH FOR Jim Stelter, President Yulio Technologies Inc.***

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### ***Freight Barges into the Boardroom! Here’s What Your CEOs Need to Know!***

*He should know! As co-founder of TranzAct Technologies, our KEYNOTE speaker is firmly rooted as a valuable industry expert focused on helping companies save money by helping them reduce their transportation and supply chain cost. With rising costs, shippers are facing more and more pressure to reduce costs, and without upsetting the valuable relationships they have with their carrier partners. It’s also crucial to maintain great relationships with their customers, and vendors with on time delivery at both ends. Big or small, the common objective: reduce costs to improve their bottom line profitability. As Chief of Relationship Development, and Capacity Coach, he promises a valuable awakening!!*

***WATCH FOR Mike Regan, Chief of Relationship Development TranzAct Technologies, Inc.***

## 2018 FULL CONFERENCE AGENDA

### Kickoff Day – Event Agenda – October 3<sup>rd</sup>, 2018

- 1:00 PM **Annual OFDA Board of Directors Meeting**
- 4:00 PM **SHIPPER Round Table:** Actual Impacts, Good, Bad, and Ugly, ELD Regulation Changes
- 4:00 PM **CARRIER Round Table:** Actual Impacts, Good, Bad and Ugly ELD Regulation Changes
- 5:00 PM **Summary of Round Table Discussions** with Shippers and Carriers
- 5:45 PM **Welcome Cocktail Reception - Cygnus 27 The Pinnacle Room**, 29th Floor Tower, Amway

### Conference Day – Presentation Agenda - October 4<sup>th</sup> 2018

- 7:00 AM Registration / Continental Breakfast
- 8:00 AM Welcome Address OFDA Board of Directors
- 8:15 AM **Keynote Address** Mike Regan, Co-Founder, TranzAct Technologies, Inc.
- 9:15 AM Tim Mroz, VP Marketing & Communications, The Right Place Inc.
- 9:45 AM Morning Refreshments and Networking Break
- 10:15 AM David Osiecki President & CEO, Scopelitis Transportation Consulting
- 11:15 AM Thomas Reardon - Executive Director BIFMA
- 11:45 PM Jaideep Motwani Chair and Professor of Management Seidman College of Business GVSU
- 12:00 PM **Lunch Buffet & Midday Break**
- 1:15 PM Scholarship Awards Presentation Ceremony
- 1:30 PM Jim Stelter, President Yulio Technologies, Inc.
- 2:30 PM Leslie G. Brand III, CEO Supply Chain Solutions
- 3:30 PM Afternoon Refreshments and Networking Break
- 4:00 PM Jason Hilsenbeck, President Loadmatch & Drayage.com / Intermodal Association of Chicago
- 4:45 PM Closing Remarks OFDA Board of Directors

## 2018 OFDA BOARD OF DIRECTORS

SUE DEWINTER, CHAIR, WESTERN LOGISTICS

KAREN BURLESON, VICE CHAIR, KNOLL

DOMENIC RUSSO, PAST CHAIR, WESTERN LOGISTICS

MARTY GOOR, CFT

REED CULLUM, AMERICAN WEST

BRIAN MISHLER, KI

RYAN GOOR, CFT

ADRIENNE HOUCK, KNOLL

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### Honorable Mention:

Dr Jaideep Motwani, Chairperson and Professor of Management at the Seidman College of Business, Grand Valley State University.

Marjolaine Muller, OFDA Administrator, Extraordinaire! !

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The **OFDA Scholarships** are open to any student connected to our members, in pursuit of an education in the supply chain field of office furniture, transportation and logistics.

Applications are available on our website, and white paper essays are due in just a few weeks.

**Nominate now!**

**Deadline for Nomination: Monday, September 17, 2018**

Award winners will be notified and will be invited to attend, If possible. Scholarships are presented after lunch on Thursday October 4<sup>th</sup>, at the Amway Grand Plaza Hotel

<http://www.theofda.org/scholarships.htm>

