

THE FUTURE STARTS NOW



2016 SOUTHERN LEADERSHIP DIVISION BUSINESS RESOURCE MEETING



**Sheraton Pittsburgh Hotel
at Station Square
Pittsburgh, PA
November 9-11, 2016**



“The best way to predict the future is to create it.”

—Abraham Lincoln

WEDNESDAY, NOVEMBER 9

9:00 AM – 12:00 PM

Meetings with a Mission

Corporate social responsibility, often abbreviated “CSR,” may also be referred to as “corporate citizenship” and can involve incurring short-term costs that do not provide an immediate financial benefit to the company or group, but instead promote positive social and environmental change. Through our



“Meetings With a Mission” initiative, the SLD has embraced this philosophy and will be partnering with a local humanitarian aid organization to benefit the greater Pittsburgh area. Full details will be on the website where you can sign up to participate and/or make a financial contribution to our community partner.



1:00 PM – 3:00 PM

SLD Go!

Well... it's not Pokemon Go! But, it's the next best thing—a great team-building activity, and a fun way to learn about our host city. Using geocaching, teams will work together using GPS

technology and go on an electronic scavenger hunt throughout the exciting city of Pittsburgh. Teams will bond together while hunting to find each cache.

3:30 PM – 5:30 PM

FSMA: What Distributors Need to Know

The FDA Food Safety Modernization Act (“FSMA”) is going to forever change how distributors receive, store, transport, and deliver food



products. Signed into law by President Obama on Jan. 4, the FSMA “enables the FDA to better protect public health by strengthening the food safety system and to focus more on preventing food safety problems rather than relying primarily on reacting to problems after they occur.” With another wave of deadlines approaching, distributors are scrambling to develop training programs, processes and procedures to comply. This session will cover what distributors need to know, do, and be aware of, to comply.

6:30 PM – 7:00 PM

Reception & Registration

7:00 PM - 8:30 PM

Dinner

8:45 PM - 12:00 AM

Hospitality Suite

Join us for an opportunity to network with fellow attendees in a relaxed, fun environment. Stop by to just say hello or plan on staying the whole time. Either way, it is a great opportunity to wind down after a full day.

THURSDAY, NOVEMBER 10

8:00 AM – 9:00 AM

Breakfast & Registration for General Attendees

8:00 AM – 9:00 AM

Working Breakfast & Committee Meetings



9:15 AM – 5:00 PM

Behind the Curtain at Team Sledd

As a trade association, the most valuable thing we can offer is creating an environment where competitors cooperate for



Rob Sincavich
President, Team Sledd

the benefit of each other, their customers, and the industry they serve. Getting a “peek behind the curtain” to see the inner workings of another business is an incredibly valuable and increasingly rare opportunity. The owners of Team Sledd have generously offered to give attendees this opportunity.



Randy Emanuelson
Vice President, Team Sledd

A one-hour bus ride through the beautiful Western Pennsylvania and West Virginia countryside will bring us to Team Sledd and its 200,000 square foot warehouse, fully renovated in 2014. We will enjoy a warehouse tour, be treated to lunch in the Team Sledd Convenience Learning Center, and then enjoy a mock customer proposal presentation that tells the Team Sledd success story.



Learn how Team Sledd differentiates itself from the competition in its market with its strategic focus on retail customer profitability. Everyone at Team Sledd strives to “think like a retailer”, building relationships that stand the test of time. Whether your particular interest is Operations, Sales Management, Technology, or Foodservice, come steal a creative idea or two for your market by visiting Team Sledd for a day.

6:30 PM – 8:30 PM

Reception & Dinner

It’s time to set sail! We will end this busy day with a relaxing sunset dinner voyage aboard the Gateway Clipper ship, the Queen, while enjoying a delicious buffet dinner, open bar and the moving spectacle of the stunning skyline. This will be a great time to reflect on the day, get to know the other attendees, do a little networking and have some fun while enjoying Pittsburgh’s world famous city lights.



9:00 PM – Midnight

Hospitality Suite

FRIDAY, NOVEMBER 11

8:30 AM – 9:30 AM

Breakfast for General Attendees

8:30 AM – 9:30 AM

Working Breakfast & Board Meeting

9:45 AM – 11:45 AM

Roundtable Discussion

Back by popular demand, the Roundtable Discussion is an opportunity for attendees to get together in an informal setting to examine issues related to the industry and/or a specific business process. There will be no formal agenda. Each attendee will be given the opportunity to provide discussion points ahead of time.

For more information, go to www.the-southern.org



How to Register

Go to www.the-southern.org and click on the "SLD Business Resource 2016" button to be taken to the meeting website. Online registration is fast and easy and opens on August 10, 2016. Early-bird and preferred room rate deadline: October 1, 2016.

About the Hotel

Sheraton Pittsburgh Hotel at Station Square
300 West Station Square Drive
Pittsburgh, PA 15219

Ph: (412) 261-2000

Reservations Toll Free: (800) 325-3535

Check them out on the web at: <http://www.sheratonpittsburghstation-square.com/>. This is an outstanding website and will give you a great feel for the property as well as answer any questions not covered herein.

Description

Relax in Pittsburgh's only riverfront hotel, in the heart of a 52-acre riverfront complex that includes Station Square restaurants, entertainment, and many things to do only steps away.

Hotel Rooms & Group Room Rate

\$139 Single or Double Occupancy

The above rate is per room per night and does not include state and local taxes of 14% per night. You can register for a hotel

room by calling the hotel directly to make your hotel reservations: Toll Free: (800) 325-3535. The deadline for the group rate of \$139 is October 1st.

Please be sure to identify yourself as part of the Southern Association of Wholesale Distributors SLD Midyear Group. The hotel will confirm your hotel room; SAWD will confirm your meeting registration.



Hotel Highlights

Comfort and convenience merge in the Sheraton at Station Square.

Reserve a traditional guest room filled with residential décor perfectly designed for work or rest, and choose from one king or two double Sheraton Sweet Sleeper™ bed options. Enjoy comfortable contemporary furnishings and complimentary high speed wireless internet access during your stay. Traditional guest rooms are available with atrium and exterior views. The indoor, heated swimming pool and whirlpool are open year round. And you can stay in shape with the hotel's fully equipped fitness center, featuring a wide range of weight machines and cardio equipment.

Questions/Attire/Guests

Weather: Average temperature in November is a high of 53 and a low of 33 degrees.

Attire: Good quality, casual attire that you would feel comfortable wearing to a golf club or country club. This could include nice jeans or slacks, button and polo shirts, skirts, sweaters, boots and newish sneakers.

Guests: Spouses are welcomed and encouraged to attend.

Questions: Should you have any questions at all, please do not hesitate to contact us at 770-932-3263.

Getting There

Driving Directions: Enter: Sheraton Pittsburgh Hotel at Station Square, 300 W STATION SQUARE DR, Pittsburgh, PA into your GPS.

Air Travel: Pittsburgh International Airport (PIT) is (25 minutes—20 miles— from the Sheraton Pittsburgh at Station Square) is a major commercial and general aviation service airport. Carriers include: American, Delta, Frontier, Southwest, Southern and United.

Ground Transportation: Taxi cabs and rental cars, SuperShuttle or Uber are available at the airport. You can get details by using the airport website:

http://www.flypittsburgh.com/limousines_taxis_buses

The super shuttle website is <http://www.supershuttle.com>