

 2018

ABA Convention

April 14-18

The Phoenician

Scottsdale, Arizona



*Innovate.
Cultivate.
Invigorate.*

Planting the seeds for growth.

Who Did I Meet?

Make networking fun! Take advantage of being in the same place as your industry peers. Enjoy quality face time with those who *innovate* in your industry, *cultivate* new professional connections and *invigorate* your business!

Keep Track of New Contacts



This Book Belongs to:

Y _____

If you find my book but didn't find me, let me know!

My Email _____

My Mobile _____



 2018

ABA Convention

Innovate. Cultivate. Invigorate.

Planting the seeds for growth.



Innovate.

Discover the latest ideas and emerging trends that could *innovate* the industry.



Cultivate.

Lay the groundwork for a brighter future and develop strategies to *cultivate* a category that enriches lives.



Invigorate.

Revitalize how you think about baking and *invigorate* the growth of an entire industry.



Welcome!



Welcome to Scottsdale, Arizona! The entire ABA Board of Directors and professional staff looks forward to visiting with you. We encourage you to collaborate with new and long-standing partners, explore ideas to innovate your company, and focus on laying a foundation for sustainable growth.

Our inspiration for this year's Convention theme came from our members. We have seen great innovation and growth in our industry and recognize how today's initiatives can lead to tomorrow's success. The ABA Board is proud to serve such a strong industry through advocacy, education and networking. We look forward to presenting ABA's Strategic Plan which creates a clear direction for ABA to help create an environment to achieve future sustainable growth. The ABA Board and Strategic Task Force have worked diligently to identify key industry goals that reinforce the services and values you have come to know from ABA.

Expect to be challenged by this year's Convention speakers. The sessions focus on the future by identifying industry forecasting trends and providing new insight on innovation and a modern perspective on how to generate growth through startup companies.

Scottsdale has always been a members' favorite location for our Convention and provides an array of exciting networking and social events including the annual Paul Abenante PEC Golf Tournament and the Tennis Tournament.

I would like to thank all the sponsors that have contributed to the success of this Convention. Please be sure to thank them for their support.

As always — enjoy sunny Scottsdale!

A handwritten signature in blue ink, reading "Fred Penny".

Fred Penny
ABA Chair
President, Bimbo Bakeries USA

A handwritten signature in blue ink, reading "Robb MacKie".

Robb MacKie
ABA President & CEO

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Get Connected!



@AmericanBakersAssoc



@AmericanBakers



@americanbakers



American Bakers Association

Complimentary Wi-Fi

Stay connected during the convention!

Password: bellarise



Sponsored by



Use the Hashtag!
#PlantAhead

Download the App

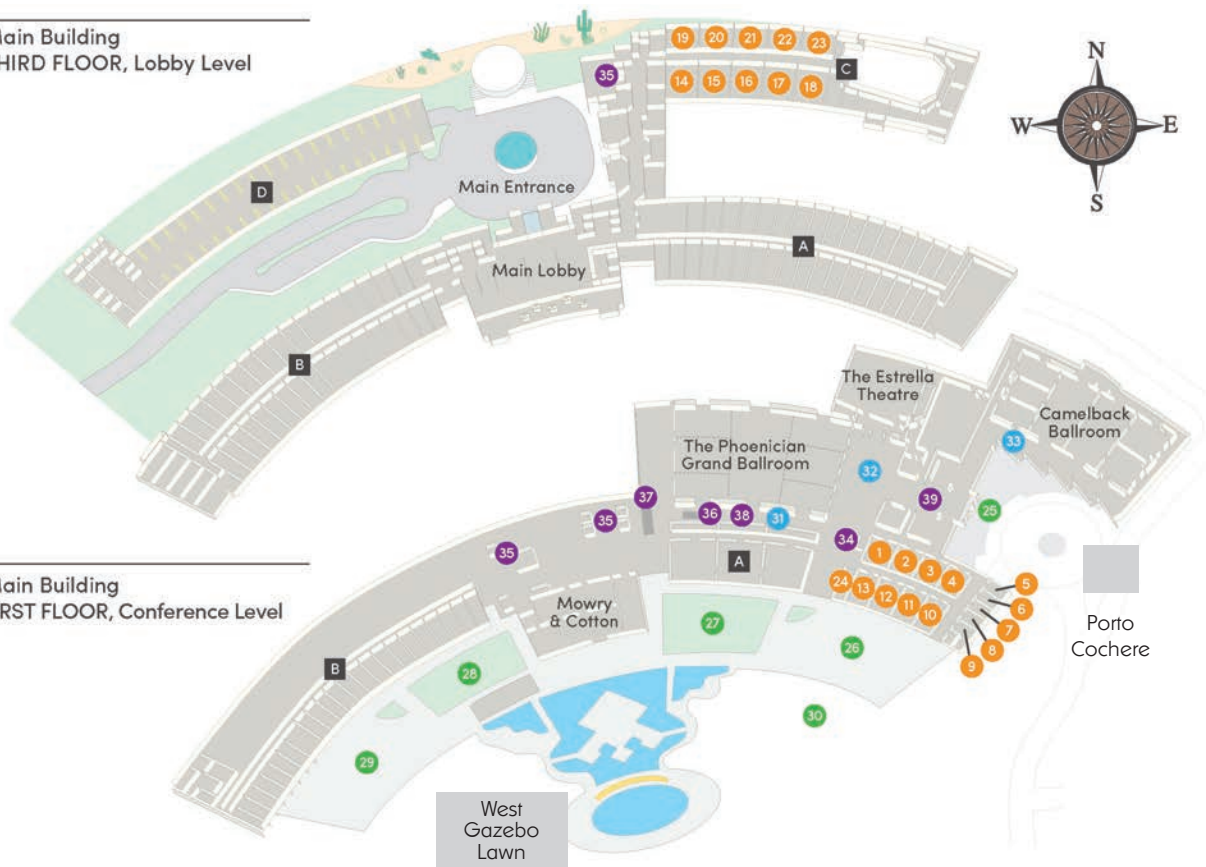
Get the official
ABA Convention App in the
Apple or Google Play Store

Search American Bakers
in the App Stores Below to
Download the App.



Where Are My Meetings?

Main Building THIRD FLOOR, Lobby Level



Main Building FIRST FLOOR, Conference Level



MAIN BUILDING MEETING ROOMS

- | | |
|------------------------|----------------------------------|
| 1 Boojum | 14 Cactus Wren, Boardroom |
| 2 Cottonwood | 15 Eagle |
| 3 Cypress | 16 Falcon |
| 4 Eucalyptus | 17 Hawk |
| 5 Ironwood | 18 Hummingbird |
| 6 Jacaranda, Boardroom | 19 Meadow Lark |
| 7 Joshua | 20 Owl |
| 8 Juniper | 21 Quail |
| 9 Mesquite | 22 Roadrunner |
| 10 Palo Verde | 23 Woodpecker |
| 11 Pine | 24 Acacia Meeting Planner Studio |
| 12 Piñon | |
| 13 Willow, Boardroom | |

MAIN BUILDING OUTDOOR PRE-FUNCTION

- 25 Camelback Ballroom Plaza
- 26 East Patio
- 27 East Lawn
- 28 West Lawn
- 29 West Patio
- 30 Orchid Lawn

MAIN BUILDING INDOOR PRE-FUNCTION

- 31 Grand Ballroom South Foyer
- 32 Grand Ballroom East Foyer
- 33 Camelback Ballroom Foyer

MAIN BUILDING FACILITIES

- 34 Business Center
- 35 Elevators
- 36 Escalators to Lobby
- 37 Escalators to Underground Parking
- 38 Grand Ballroom Registration
- 39 Camelback Ballroom Registration

Thank You Sponsors!



Convention Amenity



MANILDRA
Group USA

Convention Backpack



Digital Dailies



Lanyards



Hotel Key Cards



Wine



General Sponsors





2018 ABA Convention

Saturday, April 14

8:00 am - 12:00 pm	IBIE Committee Meeting – Meadowlark (19) (Invitation only)
9:00 am - 12:00 pm	QBA Meeting – Eagle (15) (Invitation only)
2:00 pm - 3:00 pm	ABA Audit & Finance Committee – Jacaranda (6) (Invitation Only)
3:30 pm - 5:00 pm	ABA Executive Committee Meetings – Jacaranda (6) (Invitation Only)

Sunday, April 15

8:00 am - 12:00 pm	IBA Meeting – Pine (11) (Invitation only)
8:30 am - 12:45 pm	ABA Board of Directors Meeting – Camelback Ballroom H-I (Invitation Only)
9:00 am - 4:00 pm	Grain Foods Foundation (GFF) Green Room and Lounge Camelback Registration South
1:30 pm - 4:20 pm	All-Membership Meeting – Camelback Ballroom K-N (All are welcome!)
4:30 pm - 5:30 pm	NextGenBaker Reception – Orchid Lawn
5:30 pm - 6:00 pm	New Attendee Reception – Phoenician Patio (Invitation only)
6:00 pm - 7:30 pm	Millers' Welcome Reception – Phoenician Patio (All are welcome!)

Monday, April 16

6:45 am - 7:30 am	ATBI Board of Directors Meeting – Camelback Ballroom J (Invitation Only)
7:30 am - 9:15 am	ATBI Breakfast – Phoenician Ballroom D <i>"Leading with Purpose and Passion"</i>
9:30 am - 12:15 pm	Morning Business Session – Camelback Ballroom K-N <i>"Leveraging the Power of Bakery to Drive Growth"</i> (All are welcome!)

Schedule at a Glance



Monday, April 16



- 9:30 am - 12:15 pm **Morning Business Session (Continued)**
*"Consumers of the Future" and "All in the Family:
Leveraging Innovation to Drive Growth"*
- 12:15 pm - 1:15 pm **Networking Lunch** – Phoenician Patio (All are welcome!)
- 1:30 pm - 3:00 pm **Afternoon Business Session** – Camelback Ballroom K-N
(All are welcome!)
*"Unleashing the Innovators: How Mature Companies Find
New Life"*
- 4:00 pm - 5:00 pm **American Bakers PAC VIP Townhall** – Camelback Ballroom H
(Invitation Only)
- 6:00 pm - 7:30 pm **Cocktail Reception** – Camelback Plaza (All are welcome!)
- 7:30 pm - 9:30 pm **American Bakers PAC Dinner** – Camelback Ballroom K-N
(Ticket Required for Entry – Visit PAC Registration Desk)

Tuesday, April 17



- 5:30 am - 6:00 am **Bus Pickup** – Phoenician Porto Cochere at Camelback
Ballroom for transport to Golf Course (Coffee will be provided!)
- 6:30 am - 7:15 am **Golf Breakfast** – Camelback Inn Golf Course
- 7:00 am - 3:30 pm **Paul Abenante PEC Golf Tournament** - Padre Course at
Camelback Golf Club
- 12:30 pm - 2:30 pm **Sports Luncheon** – Phoenician Patio (All are welcome!)
- 2:15 pm - 4:00 pm **Tennis Tournament** – "New" Phoenician Tennis Courts
- 5:30 pm - 7:30 pm **Farewell Reception** – West Gazebo Lawn (All are welcome!)
Don't forget to dress like a "Hipster"!

Wednesday, April 18



- 7:30 am - 9:00 am **Get-Away Breakfast** – Salon & Patio (All are welcome!)



All Membership Meeting

Agenda

1:30 pm - 4:20 pm, Sunday, April 15
Cambelback Ballroom K-N

ABA Leaders Conversation

- ABA Chair Fred Penny, President, Bimbo Bakeries USA
- Robb MacKie, President & CEO, ABA

Consideration of Minutes

March 26, 2017 Meeting in Boca Raton, FL



American Bakers Association

ABA Strategic Plan

ABA Board Task Force Members:

- Erin Sharp, Group Vice President, Manufacturing, The Kroger Co.
- Joe Turano, President, Turano Baking Company
- Brad Alexander, Executive Vice President and COO, Flowers Foods
- Larry Marcucci, President, Alpha Baking Company

Financial Report

ABA Treasurer Erin Sharp, Group Vice President, Manufacturing
The Kroger Co.

Proposed 2018-20 ABA Slate of Officers

ABA Nominating Committee Chair Rich Scalise, Chairman & CEO
Hearthside Food Solutions

Grain Foods Foundation* (GFF) Update

Christine Cochran, Executive Director, GFF

- * Stop by and visit with the Grain Foods Foundation Professional Staff in
the Green Room and Lounge • Camelback Registration South
9:00 am - 4:00 pm





Effective Policy for Successful Business: From Floor Time to the Bottom Line

Bill Quigg, Richmond Baking, will engage the American Bakers Association's Government Relations Team on how ABA's policy work aligns with the industry's business success.

Moderator

- Bill Quigg, President, Richmond Baking

Panel

- Lee Sanders, CAE, Senior Vice President, Government Relations & Public Affairs
- Rasma Zvaners, Vice President, Regulatory and Technical Services
- Mike Goscinski, Director, Government Relations
- Jack Deriveaux, Manager, Government Relations and Public Affairs



All Membership Meeting
Sponsored by



Refreshment Break
Sponsored by



NextGenBaker



RECEPTION

Sunday, April 15 • 4:30 pm - 5:30 pm • Orchid Lawn

Join NextGenBaker Co-Chairs as they share their vision for the development and engagement of the industry's future leadership.

Recommended Attire: Business / Cocktail

Sponsored by



Save the Date!

2018 NextGenBaker
Public Policy Forum with
the ABA Board
October 1-3, 2018
Mount Vernon, VA



First Convention?

See you at the...

Recommended Attire:
Business / Cocktail



New
Attendee
Reception!

Sunday, April 15
5:30 pm - 6:00 pm
Phoenician Patio



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Thank you ATBI Ambassadors!





See you at the Welcome Reception!

Join the Millers at 6:00 pm
on Sunday, April 15 on the
Phoenician Patio

Join the Millers in kicking off the 2018 Convention at the Welcome Reception. Hugs, handshakes, pats on the back – it's all there at this "long-time, no see" reception!

What to wear? Business / Cocktail Attire

For the ladies – It gets cold in the desert at night, so bring a light wrap just in case, but don't worry about heels...it's turf!





*Innovate.
Cultivate.
Invigorate.*

*This is THE
Networking
Event of the
Year!*



Thank You Millers!





ATBI BREAKFAST FEATURING Jonathan Warburton

Chairman, Warburtons



LEADING WITH PURPOSE & PASSION

7:30 am - 9:15 am Monday, April 16

Phoenician Ballroom D

Amazon is loaded with leadership and management resources, most filled with complex and counterintuitive concepts. Jonathan Warburton of Warburton's, the leading baker in the UK, has a simpler and more effective approach. He leads from an ingrained sense of purpose and unparalleled passion for his customers, his associates and his products. In his presentation, he will challenge some of baking's conventional wisdom and share his passion for innovation, simplicity and people. Oh, and he might laugh at himself and the industry along the way.

“

Winning firms know that the advantages of speedy development are not limited to pre-empting their competitors, they have also found that quality is superior and costs are saved.

”

About Jonathan Warburton

5th generation executive of the United Kingdom's leading baking company, Jonathan Warburton of Warburtons, worked his way up the family-owned business from National Account Manager to Chairman – a position he has held since 2001. Since holding Chairmanship, the company has seen growth of over 60 percent to a turnover in excess of £550m, with the number of bakery and distribution sites growing by over 40 percent.

Key Takeaways

- At all times, winners “stick to their knitting” by avoiding growth prospects that cannot usefully exploit their core competencies.
- These firms stay close to their market, and especially to lead users, and continually emphasize the delivery of superior customer value. They are thoroughly immersed in current market realities, while looking beyond them for evidence of latent needs.
- The firm nurtures new products and ventures by supporting committed champions with resources and creating a risk-taking climate.

ATBI Breakfast Sponsored by



Warburton Sponsored by



My Notes



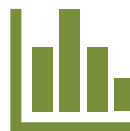
Todd Hale

*Former SVP, Consumer & Shopper Insights, Nielsen
Principal, Todd Hale, LLC*

LEVERAGING THE POWER OF BAKERY TO DRIVE GROWTH

9:30 am - 10:00 am Monday, April 16

Camelback Ballroom K-N



“Companies can't sit on the sidelines and wait for growth, they must invest in growth.”

About Todd Hale

Retail Insights Thought Leader Todd Hale has more than 39 years of experience in the consumer research industry, including 30 years with Nielsen, where he held various marketing and sales management positions within advertising/product testing, advanced analytics, and consumer panel practice areas. He is a frequently sought-after industry and client speaker. Hale shares his insights on consumer shopping, buying, and media consumption behaviors and attitudes to provide manufacturers and retailers with strategic visions to facilitate brand, category, and retail sales growth.





Key Takeaways

The stars are aligned for growth, but are you?

Consumer tailwinds (low unemployment, lower federal taxes, rising wages, and high consumer confidence) will overshadow headwinds (aging population, low population growth, and higher gas prices), but this will not lead to meaningful growth in all fast-moving-consumer categories. Companies can't sit on the sidelines and wait for growth, they must *invest* in growth. Here are areas of focus to enable growth in which Todd Hale will review in his session.

Where can you play?

1. Clean label, ethnic, comfort and convenience product innovation
2. Basket building personalized marketing
3. Fresh ideas for center store
4. Department or category trip magnets to drive brick and mortar and/or e-commerce engagements
5. Private brand resurgence
6. Mergers & acquisitions



Business Session
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Break
Sponsored by



Todd Hale
Sponsored by



Customer Panel

Todd Hale and Baking Industry Panelists

LEVERAGING THE POWER OF BAKERY TO DRIVE GROWTH

10:00 am - 10:45 am Monday, April 16

Camelback Ballroom K-N

In his 2017 State of the Baking Industry Report, Todd Hale revealed that ABA member categories delivered nearly \$50 billion in retail sales by attracting a huge consumer base who drive shopping trips and build shopping carts. This year, he will be joined by a distinguished panel of baking industry customers to take the conversation to the next level as they explore how retailers and suppliers should be leveraging the power of these bakery buyers.



Moderator

- Todd Hale, Former SVP, Consumer & Shopper Insights with Nielsen and Principal, Todd Hale, LLC

Panel

- Rick Stein, VP Fresh Foods, Food Marketing Institute
- Brian Dwyer, VP Manufacturing, The Kroger Co.
- Andy Muller, EVP Biobased Ingredients, Corbion
- Carrie Jones-Barber, CEO, Dawn Food



MODERATOR:

• • • • •

Todd Hale

*Former SVP, Consumer &
Shopper Insights with Nielsen*

Meet the Panel

Rick Stein



VP Fresh Foods
Food Marketing Institute

Brian Dwyer



VP Manufacturing
The Kroger Co.

Andy Muller



EVP Biobased Ingredients
Corbion

Carrie Jones-Barber



CEO
Dawn Foods



Dave Donnan

Senior Partner, AT Kearney

CONSUMERS OF THE FUTURE

11:00 am - 11:30 am Monday, April 16

Camelback Ballroom K-N

Donnan
Sponsored by



Join us for an in-depth look at how consumer perceptions of value, a desire for meaningful interactions, and millennials' shopping habits are changing how everyone buys food. Specifically, Dave will provide keen insight into how the changing demographics are shifting the values with which consumers approach food and the shift from an affluence based consumer to an influence based consumer. Pulling from unique research from 7,000 consumers, Dave will assist the baking industry to take advantage of key consumer drivers and avoid potential problem areas.

“Consumers of all generations are changing their diets, looking for food that not only tastes good, but also has a more enlightened purpose through its ingredients, where it came from and how it was made.”

About Dave Donnan

A globally renowned consumer insights leader Dave Donnan is Senior Partner at A.T. Kearney in the Consumer Products and Retail Practice, leading the global food and beverage sector. Currently mentoring food startups in Chicago, Donnan has managed operating companies, run food plants, and consulted to leading global retail and consumer product companies.

Key Takeaways

3 PRINCIPLES WILL DRIVE CONSUMERS

Trust

A Brand is Simply Trust

Influence

The Internet is the True
Catalyst of Influence

Personalization

Personalization Creates
Consumer Engagement

My Notes



Family Business Panel

Perspectives from Bakers & Suppliers

ALL IN THE FAMILY:
LEVERAGING INNOVATION TO DRIVE GROWTH

11:30 am - 12:15 pm Monday, April 16
Camelback Ballroom K-N

This panel of bakers and suppliers will share multiple perspectives on how they innovate to drive growth. Suppliers will share how they act as partners in the business growth of the baker, and the bakers will share their perspective on the unique task of running and expanding a family business.

Moderator

- Monica Watrous, Digital Media Sr. Editor, Sosland Publishing

Panel

- Lisa Turano, VP Legal Counsel, Turano Baking Co.
- Todd Wallin, CEO, Ellison Bakery
- Tom McCurry, Managing Director and COO, Cain Food Industries, Inc.
- Morgan Murphy, Vice President, Sales, Mother Murphy's Flavors



MODERATOR:

• • • • •

Monica Watrous

*Digital Media Senior Editor,
Sosland Publishing*

• • • • •

Meet the Panel

Lisa Turano



VP Legal Counsel
Turano Baking Co.

Todd Wallin



CEO
Ellison Bakery

Tom McCurry



Managing Director & COO
Cain Food Industries, Inc.

Morgan Murphy



Vice President, Sales
Mother Murphy's Flavors



Networking Luncheon

Hungry? Ready for some sun?

Join us at 12:15 pm on Monday, April 16
on the Phoenician Patio

There's no better way to take a break between meetings than to break bread with friends and colleagues at this luncheon event. This is a great opportunity to talk about the sessions thus far and the plethora of interesting takeaways you can bring back to your business, not to mention catch up with friends and family – it's all here while enjoying a little sun in this casual dining setting.





See you at the
Afternoon Business
Session – Starting
at 1:30 pm!



FRIENDS Colleagues

Sponsored by



*Take a Break
to "Break
Bread"!*



Jim Stengel

*Author & Former Global
Marketing Officer,
Procter & Gamble*

UNLEASHING THE INNOVATORS: How Mature Companies Find New Life

1:30 pm - 3:00 pm Monday, April 16 • Camelback Ballroom K-N

Today's mature, established companies must find ways to rejuvenate themselves – or risk losing their way. Leading business consultant Jim Stengel knows firsthand how the energy and drive of a startup company can help rejuvenate an established firm. He has worked with numerous Fortune 500 brands who are learning from their alliances with entrepreneurs and startups - bridging the different worlds of young and old, large and small, to survive in a swiftly changing and increasingly complex and dynamic world.

Business Session
Sponsored by



Stengel
Sponsored by



Refreshment Break
Sponsored by



About Jim Stengel

Jim Stengel is the former Global Marketing Officer for Procter & Gamble and an author. In his book *Unleashing the Innovators: How Mature Companies Find Life with Startups*, Stengel writes the playbook for big companies to find new life with startups. He has worked with numerous Fortune 500 brands who have partnered with startups to adjust and adapt in today's marketplace.

“Companies with successful startup partnerships are three times more likely to change their culture to be more innovative.”

What You Will Learn

- Leadership lessons from legacy companies that thrive and those that don't
- How passion and purpose can invigorate your organization
- How to increase strategic risk-taking to spark innovation and improve the intimacy of relationships with customers
- How executives can improve their confidence and capability in courageous leadership

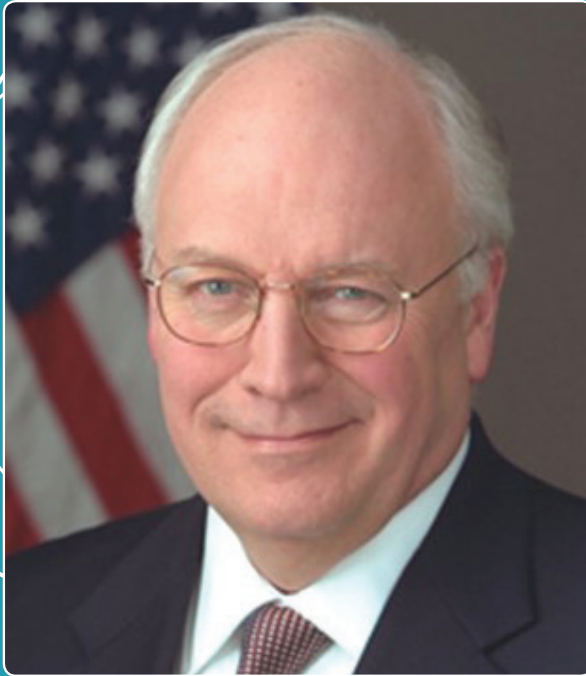
Rethink business, branding and life.

Notes



American Bakers PAC VIP Townhall & Dinner

*Featuring:
Former Vice President Dick Cheney*



VIP TOWNHALL

Camelback Ballroom H

4:00 pm - 5:00 pm Monday, April 16

**Invitation Only*

PAC DINNER SPEAKER

Camelback Ballroom K-N

7:30 pm - 9:30 pm Monday, April 16

**Ticketed Event*



About Vice President Cheney

Vice President Cheney will expound upon his highly esteemed, national leadership in both public service and the private sector. Known for his expertise in national security matters following the terrorist attacks of September 11, 2001, the former Secretary of Defense and White House Chief of Staff will discuss how a strong national economy relates to a strong national defense.

Cheney was elected to the House of Representatives from his home state of Wyoming in 1978 and was reelected to that position five times. He served as House Republican Minority Whip. During President Bush's term, Vice President Cheney guided American strategy in Operation Just Cause in Panama and Operation Desert Storm in the Persian Gulf. In 1991, he was awarded the Presidential Medal of Freedom.

Following his tenure at the Pentagon, Cheney served as Chief Executive Officer and Chairman of the Halliburton Company in Dallas, Texas. In 2000, Bush asked Cheney to serve as his running mate, and on January 20, 2001, President Bush and Vice President Cheney were inaugurated, serving two terms during some of the most difficult times in the country's history.

American Bakers PAC
VIP Townhall Sponsor



American Bakers PAC
Dinner Sponsor



Steve Avera, Flowers Foods
AMERICAN BAKERS PAC CHAIR

“ABA members understand the importance of political involvement and as a result, the PAC has significantly strengthened its resources over the last few election cycles.”



See you at the Cocktail Reception!



Let's Mix & Mingle!

Join us at 6:00 pm
on Monday, April 16
at Camelback Plaza



Planting the Seeds for Growth

Friends
Family
Colleagues



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Sports Day! Tuesday, April 17

25th Annual Paul Abenante PEC Golf Tournament

See you on the Padre Course at the
Camelback Golf Club – Tournament starts
at 7:00 am! Featuring Golf Pros Dennis
Satyshur & “Trick Shot Artist” Dan Boever

For a ride to the course, please be at the
Phoenician Porto Cochere by the Camelback
Ballroom at 5:45 am – Buses will be leaving
promptly at 6:00 am! We'll have coffee!



Thank You Sports Day Sponsors!

Tournament Sponsors



in Cooperation with
Members of ATBI



Continental Breakfast



Beverage Carts



Golf Hats



Golf Balls



Golf Amenity



Golf Kits



Hole-in-One Contest



Golf Trophies



Golf Carts



Sports Lunch

Unwind after the Tournament!
12:30 pm - 2:30 pm
Phoenician Patio
(All are welcome!)

Sponsored by



Tennis Tournament

2:15 pm - 4:00 pm
Meet at the "New"
Phoenician Tennis Courts
Tournament Sponsored by



Prizes
Sponsored by



FAREWELL RECEPTION

Street Fair with Hipster Flare



Food Trucks

Live Performer

Golf Simulator with
Pro Swing Coach

Interactive Fun for
Everyone!

Tuesday, April 17
5:30 pm - 7:30 pm
West Gazebo Lawn



"Dress
Outside the
Suit!"



Channel your inner free spirit — forego cultural
mainstream and embrace unconventional!

GET-AWAY BREAKFAST

Wednesday, April 18
7:30 am - 9:00 am
Salon & Patio

Sponsored by



*Dine in or
grab it
to go!*

Before heading home, stop by and say one last goodbye to friends and colleagues while enjoying a delicious breakfast, or grab it to go!

See you next year in Naples!

2019 ABA Convention
April 7-10
The Ritz-Carlton Naples
Naples, Florida



THE RITZ-CARLTON



2018 ABA Convention

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kent.lyman@adm.com • food@adm.com



ADM has been feeding food businesses for nearly 115 years with plant-based proteins, whole-food ingredients, flours, product development expertise and much more. We match your idea to the right ingredients—helping food developers and entrepreneurs get to market faster great-tasting, nutritious foods that consumers love.

American Engraving
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sales@aecdierolls.com



American Engraving's focal point is precision engraved dies (rotary cutters & rotary molders) manufactured in one-piece solid bronze as well as PID (plastic insert dies). We offer the emergency repair, reconditioning, and recoating of existing die rolls from any manufacturer. American Engraving continues to work with customers on R&D projects of various size and scope, such as increasing, die life in long production or high wear applications. We have developed methods that use traditional and nontraditional materials for new applications. We look forward to being of service to you on your next R&D project.

Ardent Mills
(800) 851-9618 • www.ardentmills.com
Dean.grossmann@ardentmills.com

 **Ardent Mills**
Nourishing what's next.™

As the premier flour-milling and ingredient company, Ardent Mills' vision is to be the trusted partner in nurturing customers, consumers and communities through innovative and nutritious grain-based solutions. We're nourishing what's next by offering the broadest range of flours, whole grains, organic flours, and custom grain mixes and blends. Our innovative portfolio includes Ultragrain® whole wheat flour, Sustagrain® high-fiber barley, Sprouted White Spring Whole Wheat Flour and Ardent Mills Ancient Grains.

Thank you Sponsors!



ATBI – Allied Trades of the Baking Industry
(405) 664-8762 • www.atbi.org
cmiller@burford.com



Founded in 1920, the ATBI is an organization which exists to serve the grain-based food industry through cooperation between a large cross-section of suppliers and wholesale manufacturers that provide our country with delicious baked goods that use grains as their base.

B.C. Williams Bakery Service
BCW Food Products
(214) 350-3320 • www.bcwilliams.com
tmarron@bcwilliams.com



SOURCE • BLEND • INNOVATE

B.C. Williams Bakery Service Inc. and BCW Food Products Inc. are leaders in the baking industry. Our companies offer one-stop sourcing for all your baking needs, from ingredients and custom blends to technical service and innovation. We maintain national manufacturing and distribution networks that supply food operations across 40 states each week.

Banner-Day
(989) 755-0584 • www.banner-day.com
info@banner-day.com



Banner-Day serves commercial bakers with **SmartBake®** advanced oven automation and optimization control systems and **TraceFREE®** electric process pipe heating. **SmartBake®** Oven Control Systems enable precision control of direct fired and indirect fired ovens, straight forward and rapid installation with flexibility to implement in phases. **TraceFREE®** Electric Pipe Heating Systems heat the pipe itself and material flowing through the pipe under varying process conditions. Experienced in system engineering, project management, oven operation and process heating, Banner-Day understands baking where precise oven controls and process temperatures are required.

Barth Packaging, Inc.
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scott@barthpackaging.com



Since 1975, Barth Packaging Inc. has worked exclusively with wholesale bakers - providing a unique suite of flexible packaging services. We provide original graphic design services, door-to-door inventory management and complete supply chain management services. Our service components are comprehensively linked to deliver outstanding graphics and cost savings through a pro-active optimized system.

Bartlett Milling Company
(816) 753-6300 • www.bartlettandco.com
rgeiger@bartlettmilling.com



Bartlett is a family owned milling company with facilities in Kansas, Missouri, North Carolina, South Carolina and Virginia.

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Bay State Milling Company
(800) 553-5687 • www.baystatemilling.com
ddewitt@bsm.com



Bay State Milling provides the widest array of plant-based ingredient solutions including traditional, whole grain, sprouted, organic and gluten-free flours, specialty grains, edible seeds and custom blends. Grower relationships nurtured at the source, 118 years of milling expertise, a talented technical team and our Rothwell GrainEssentials Center make us your trusted partner for innovative specialty ingredients.

Bellarise®
(626) 316-6555 • www.bellarise.com
cam@pakgroup.com



Established in North America in 2012 by Pak Group, Bellarise® produces a full range of Clean Label, Organic, Conventional, and Non-GMO baking solutions that includes top-quality yeasts, dough conditioners, softeners, application improvers, bases, mixes, emulsifiers, and pastry ingredients. Bellarise® leverages almost a century's worth of Pak Group's experience serving bakeries in over 130 countries, and continues to develop industry-leading baking ingredients specifically crafted for the North American market, while always remaining focused on quality, service, and value. Please visit our website to see how Bellarise® can help you Rise to a Higher Standard™.

BEMA
(913) 338-1300 • www.bema.org
kbrown@bema.org



For over a century, BEMA has added value to the industry through educational and networking events, and by encouraging the collaboration of experts. We create authentic connections that better our business and the industry as a whole. Through BEMA-U, the Baking Industry Forum, IBIE, our annual Summit and Convention, scholarships, and international trade show opportunities, we are building a strong network of experts dedicated to new ideas and continuous improvement. Our members utilize the value they gain as BEMA members to provide their customers with the most effective, innovative solutions in the industry.

Bemis
(920) 527-7869 • www.bemis.com
djdooley@bemis.com



Bemis is a leading global supplier of flexible packaging to a wide variety of food and barrier packaging markets, built on high ethical standards and fueled by innovative packaging technology. Bemis has been a key supplier of PE bread / bakery bags to the Bakery Industry for over 40 years.

Berry Global
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Berry Global is a leading global manufacturer of flexible and rigid packaging products who has a long history of serving the baking industry.

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Fresh ideas. Superior formulations. Outstanding taste and quality. Brill offers convenient products and techniques to help you create a one-of-a-kind bakery experience. We have been inspiring creativity and defining special occasions since 1928 with ready-to-use icings, glazes, toppings, cakes and cookies. Now it's your turn to be brilliant.

Bühler Inc
(763) 847-0322 • www.buhlergroup.com
john.hunter@buhlergroup.com



Bühler offers first-class solutions tailored to the individual requirements of medium-sized and industrial bakeries. This means working with you at every process stage - from precise and hygienic delivery of dry and liquid ingredients, to accurate weighing through subsequent feeding into the mixer. In addition, system controls allow for customized recipes and can be easily integrated into your production planning process. Bühler – ensuring your competitive advantage.

Bundy Baking Solutions
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info@bundybakingsolutions.com



Bundy Baking Solutions is one of the world's leading providers of custom and stock baking pans, pan coatings and horizontal dough mixers. Build with an extensive hands-on knowledge of the baking industry, the Bundy name has a legendary reputation for both quality and innovation. The Bundy family of brands includes: American Pan, Chicago Metallic, DuraShield, Pan Glo, RTB and Shaffer.

Burford Corp.
(877) Burford (287-3673) • www.burford.com
sales@burford.com



At Burford, we strive to provide our customers with premium quality products that can be customized to fit your individual needs. Practical solutions through innovative technologies.

Cain Food
(214) 630-4511 • www.cainfood.com
sales@cainfood.com



Cain Foods is leading the baking industry to a cleaner and simpler ingredient label. Our products cover the breadth of your ingredient needs from natural mold inhibitors to clean label conditioners and shelf life extenders. Our team of experts can help you with all of your functional ingredient needs.

Colborne Foodbotics
(847) 371-0101 • www.colbornefoodbotics.com
info@colbornefoodbotics.com



Colborne Foodbotics utilizes its 135-plus years' experience in the food makeup business to supply sanitary, highly efficient automation and robotic systems for the baking industry. Our manufacturing and design expertise focuses on a wide array of systems that maximize efficiency, minimize changeover, increase throughput, reduce manpower, and improve safety.

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Commercial Food Sanitation LLC,
an Intralox Company
(504) 570-2167 • www.commercialfoodsantiation.com
darin.zehr@cf-san.com



Commercial Food Sanitation, an Intralox Company, integrates strategic consulting, expertise and training to provide durable solutions to food safety and sanitation challenges for food processing plants.

Corbion
(800) 669-4092 • www.corbion.com
Food@corbion.com



Corbion is a global food ingredient supplier for leading food manufacturers. We strive to be the leader in keeping food tasty, consistent and fully safe from date of production to day of consumption. With our proven solutions based on conscious choices, we work side by side and empower our customers to grow and to create affordable food, that people love and can safely enjoy with their friends and family, just as we enjoy with ours.

D Thomas + Associates
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pmburris@dthos.com



D Thomas + Associates delivers customer-driven sales, service and support on behalf of a diverse group of best-in-class packaging manufacturers. Since 1973, strong, dependable relationships and our collective intelligence add value by creating innovative solutions for our clients.

Dawn Foods
(517) 789-4400 • www.dawnfoods.com
paul.caske@dawnfoods.com



For nearly 100 years, Dawn Foods has been passionately committed to creating life's sweet moments. A global bakery manufacturer and ingredients supplier, we are focused on helping our customers around the world grow their business by delivering insights, innovations, products, services and industry expertise. Dawn Foods offers artisanal bakers, foodservice leaders, baked goods manufacturers and in-store bakeries across the globe what they need to inspire their bakery success every day.

Dunbar Systems, Inc.
(630) 257-2900 • www.dunbarsystems.com
mike@dunbarsystems.com



Dunbar Systems designs, sells, engineers, installs and supports cost effective systems for commercial bakeries. Systems sold include pan, hearth, croissant, danish, snack cake and more. Since 1982 our experienced staff has completed over 1,585 successful installations.

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DuPont Nutrition & Health
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trent.wanamaker@dupont.com



DuPont Nutrition & Health combines in-depth knowledge of food and nutrition with current research and expert science to deliver unmatched value to bakers. We are innovative solvers, drawing on deep industry experience and a broad product portfolio to help our customers turn challenges into high-value business opportunities.

Formost Fuji
(425) 483-9090 • www.formostfuji.com
sales@formostfuji.com



With over 50 years in the packaging machinery business, Formost Fuji's team of dedicated and hardworking people are known for designing solutions that are, simple, built to last, and value driven. The FORMOST GTS Bagger is the most versatile bagging machine in the industry while the FUJI-FORMOST horizontal form-fill-seal machines are custom designed to wrap a wide variety of products. Formost Fuji Corporation provides custom automation equipment to meet your specialized packaging needs.

Grain Craft
(423) 265-2313 • www.graincraft.com
kstehr@graincraft.com



Grain Craft has a time-honored, personal commitment to the flour milling business. We are the largest independent flour miller in the United States. We have developed lasting relationships with American farmers to grow and harvest the best varieties of wheat for your baking needs. Each of our 14 mills are run by experienced millers who believe in the art of providing wholesome and nutritious flour. This is our story. Let us be a part of yours.

IJ White Systems
(631) 293-2211 • www.ijwhite.com
jmeurlin@ijwhite.com



A world leader in Spiral Systems that are engineered for today's most demanding food processing and baking plants. Focused on sanitary design for high volume production, Ultra Series Systems are proven, reliable workhorses. With over 2500 systems in operation that are designed for processing in temperatures ranging from -50 F up to +400 F, we have the experience and technology to provide the highest quality equipment solutions.

Intralox
(504) 570-2224 • www.intralox.com
jeremyshall@intralox.com



Intralox delivers innovative conveying technology within a direct business model and a global, industry-specific structure. Our extensive experience in developing specialized solutions tailored to the needs of bakeries have led to increased profitability and product throughput in each area of the bakery. From the dough area of your plant to the packaging area, we have a conveyance solution to fit your need.

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Kwik Lok Corporation
(509) 248-4770 • www.kwiklok.com
sales@kwiklok.com



Kwik Lok is a world leader in produce and baking industry packaging solutions. For 60 years, we've set the standard for reliability and service, while making sure your packing operations run as smoothly as possible. Our wide variety of innovative closures, labels and equipment options are the most efficient and trusted packaging systems in the industry today.

Lallemand/American Yeast
(901) 353-3480 • www.lallemand.com
smarinella@lallemand.com



Lallemand partners with bakers to apply leading technology in the development, application, production and delivery of yeasts, leaveners, clean label conditioners and enzymes. Innovative solutions include special application yeasts, Vitamin D yeasts, label friendly mold inhibition, and organic yeasts.

Lawrence Foods
(847) 437-2400 x426 • www.LawrenceFoods.com
wblaschke@lawrencefoods.com



Lawrence Foods is a broad line manufacturer of premium bakery ingredients. We produce an extensive product catalog that includes fruit & cream fillings, icings, glazes, dry mixes, fondant, nutrition bar components, savory spreads and miscellaneous bakery ingredients. Founded in 1890, the Elk Grove Village, Illinois, company is owned and managed by the fourth generation of the Lawrence family. Our commitment to quality is matched by our desire to connect with our customers and strengthen their businesses.

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(517) 960-9194 • www.lematic.com
bwoods@lematic.com



LeMatic is the Industry leader in slicing and automated bun packaging lines. LeMatic is changing the game with its innovation and eye on excellence in making the best equipment for their customers. If you have a need, LeMatic can handle it from the "Cooler to the door."

Lockton Companies
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rmcgrath@lockton.com



Rick McGrath is a Partner and Producer at Lockton Chicago and leader of the Lockton Food, Beverage and Agriculture Group. Lockton is committed to providing industry - leading client relationship service. Rick has more than 31 years of experience in business insurance including property and casualty and employee benefits advisory services.

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Manildra Group USA
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nbassi@manildrausa.com

Since 1952, Manildra has earned a worldwide reputation as the leader in vital wheat gluten, native and modified starches, and specialty wheat proteins. This status has been achieved through a commitment to delivering timely and personal service to our clients. Our pride in service and quality products stands as a singular commitment to our customers whom we strive to completely satisfy every time.



Markel Food Group
www.markelfoodgroup.com
(800) 225-3771 (AMF Bakery Systems) • sales@amfbakery.com
(610) 693-5816 (Reading Bakery Systems) • info@readingbakery.com
(404) 884-2861 (Tromp Group) • cadams@tromp-group.com



The Markel Food Group is comprised of industry-leading manufacturers of commercial baking equipment. AMF Bakery Systems provides high speed bread, bun, English muffin, and soft roll equipment; Reading Bakery Systems offers industrial systems for the production of pretzels, crackers, cookies, and other baked snacks; and Tromp Group supplies food processing equipment for cakes/pies, waffles, pizza, sheeted bread and pastry production.

McGahee, Lacy and Associates – *Packaging Specialists*
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tom@mcgahee.com



Packaging specialists providing the baking industry with bakery bags, films, graphic design and inventory management services for over 35 years.

Mennel Milling
(800) 688-8151 • www.mennel.com
sales@mennel.com



Trusted since 1886, Mennel is proud to be a leader in the flour milling industry. With operations spanning six states and more than 20 sites - including flour mills, grain elevators, trucking companies, and more. Our Mission is to reliably deliver superior quality, uniformity and service through strategic investments in our products, processes and people. There is a Mennel difference. We welcome you to partner with us and see for yourself.

MGP
(866) 547-2122 • www.mgpingredients.com
sales@mgpingredients.com



Founded in 1941, MGP is a leading U.S. supplier of specialty wheat proteins and starches, providing non-GMO and clean label solutions that offer a host of nutritional, sensory and functional benefits. Among prominent ingredients in MGP's portfolio are the following: Fibersym® RW Resistant Wheat Starch; Arise® Wheat Protein Isolates; TruTex® Textured Wheat Proteins; Pregel™ Instant Wheat Starches; Midsol™ Cook-Up Wheat Starches

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Miller Milling Company
(952) 826-6331 • www.millermilling.com
ksebbby@millermilling.com



Miller Milling operates six strategically located flour mills across the United States. Our mission is to provide our customers with high quality, safe grain based products with exceptional service through engaged people. We provide all the support of the largest millers: risk management and assessment, wheat sourcing and blending, and more. Our strength, service, and diversity of flour products means you can count on Miller Milling as a long-term partner and resource.

MiT Systems, Inc.
(714) 992-5362 • www.mitsys.com
mmaraj@mitsys.com



MiT Systems is a total solution provider of the most innovative mobile DSD software and modern hardware devices for the baking and snack foods industry. Our latest Cloud solution "M" is a disruptive technology offering that is helping companies realize greater efficiencies in Production, ERP, WMS and Route Accounting. As a family owned business for over 20 years we take pride in servicing our customers with the highest level of quality products, services and support.

Mother Murphy's Flavors
(800) 849-1277 • www.moothermurphys.com
mmurphy@moothermurphys.com



Mother Murphy's is a full service flavor manufacturer dedicated to supporting customer needs through quality and flavor innovation. For over 70 years we have maintained a strong commitment to quality in both the products we produce and the company we keep. Our customers come first and we work diligently every day to better ourselves and the value we provide to those customers and industries we flavor.

North Dakota Mill
(701) 795-7000 • www.ndmill.com
ssannes@ndmill.com



The North Dakota Mill is committed to the highest standards of excellence in producing superior quality milled spring wheat and durum products. Our personnel are committed to continuous improvement in product quality, customer service, and customer satisfaction.

Panhandle Milling
(914) 962-7449 • www.panhandlemilling.com
peter.bisaccia@panhandlemilling.com



Panhandle Milling specializes in transforming grains and seeds grown on the farm into flavorful products on the shelf. With outstanding farmer relationships, grain cleaning, milling, blending and private label packaging all under one roof, our family of brands creates real solutions for all types of food companies. The family atmosphere of our company, the passion of our staff and the entrepreneurial spirit embedded in our culture makes Panhandle more than an ingredient provider, but truly a food creation partner. In-house customized formulation coupled with our superior conventional and organic products assures that you get consistent high quality products that we can both stand behind.

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(855) 844-1086 • www.pcdata-logistics.com
info@pcdatainc.com



Pcdata is the original provider of Paperless Distribution Solutions for industrial bakers in North America and around the globe. With over 1000 systems installed across the globe, in more than 35 countries – including over 200 systems in North America, we work with some of the most prestigious brands around the world. Pcdata has over a quarter century of experience developing, manufacturing and implementing warehouse optimization and tracking and tracing solutions.

Puratos Corporation
(856) 428-4300 • www.puratos.us
contactus@puratos.com



Puratos is an international group, which offers a full range of innovative products and application expertise for artisans, industry, retailers and food service customers in the bakery, patisserie and chocolate sectors. Our headquarters are located on the outskirts of Brussels (Belgium), where the company was founded in 1919. Today, our products and services are available in over 100 countries around the world. In many cases, they are produced locally by our subsidiaries. Above all, we aim to be 'reliable partners in innovation' across the globe to help our customers deliver nutritious, tasty food to their local communities. In the US we are headquartered in Cherry Hill, New Jersey and have 6 regions, 5 production plants and 7 innovation centers.

Red Star Yeast Company, LLC
(414) 687-8890 • www.redstaryeast.net
dean.modglin@lsaf.com



Red Star Yeast, a Division of Lesaffre Yeast Corporation, is a premier supplier to the baking industry of a wide array of yeast and SafPro branded ingredients. Our products include clean label improvers and organic yeast. Red Star is also the leader in providing technological support to all of our baker friends.

Rehrig Pacific Company
(239) 963-6163 • www.rehrigpacific.com
grindfleisch@rehrig.com



Rely on Rehrig Pacific for innovative, easy-to-use and sustainable solutions for your entire bakery supply chain including reusable plastic tray/dolly/WIP pallet design, SKU pack-out/cube utilization analysis, asset management/Rfid or bar code technology, cost-per-trip analysis, FSMA compliance, total pallet management services, recycling, and consumer engagement technology.

Shick Esteve
(877) 744-2587 • www.shicksolutions.com
info@shicksolutions.com



Shick Solutions Esteve is a complete ingredient automation system provider. Shick Esteve designs, manufactures, installs and services ingredient automation systems for customers worldwide. For more information, Visit our website for more information.

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Siemer Milling Company
(217) 857-2255 • www.siemermilling.com
amonical@siemermilling.com



Siemer Milling Company is a trusted supplier of soft and hard wheat flours, with mills located in Illinois, Kentucky, and Indiana. We are a family and employee owned business, with an emphasis on delivering a quality product and providing exceptional customer service. Since 1882, Siemer Milling has focused on continuous improvement with a commitment to excellence.

Snack Food & Wholesale Bakery
(908) 917-4171 • www.snackandbakery.com
lukec@bnpmedia.com



Snack Food & Wholesale Bakery, part of BNP Media's FBP Group, offers comprehensive, must-read coverage of emerging baking industry and snack food industry trends and developments in ingredients, equipment, production technology and new healthy snacks, snack food and bakery products from top snack industry and top baking industry companies throughout North America. The publication's signature issues are its June and July State of the Industry reports, which features dozens of interviews with industry professionals, snack food and baking industry statistics to define what is happening in the industry and determine where the markets are heading.

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Leading publisher for the grain-based foods industry. For over 90 years, food industry professionals have relied on Sosland's print and digital information resources. Our readers use the rich editorial content, timely information, news, and interactive tools we provide in a broad selection of publications to help them take actions in their business.

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jordonhale@spf-mail.com



SPF can meet all of your transportation needs! We have quality plastic and metal products designed just for your use. SPF is the leading manufacturer of plastic bakery baskets, trays, dollies, as well as transportation racks & equipment!

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A supplier of flexible packaging solutions - Extrusion, Printing and Converting of polyethylene bags. SPR Packaging delivers quality, cost-effective products with superior customer service. Strategically located in North Texas. Visit our website for more information.

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StarPak Corporation
(888) 329-9183 • www.starpakltd.com
devillinga@starpakltd.com



A premier supplier of plastic packaging products, which include printed and plain bags and roll-stock for the baking industry, along with laminations, printed shrink films, and other consumer products markets. Bakery engineering solutions to meet your production needs.

Stewart Systems
(844) BAKE-411 • www.stewart-systems.com
stewart.sales@stewart-systems.com



Stewart Systems offers the industry's most comprehensive, full line of equipment; from dough make up to baking to pan and tray handling. Customers know Stewart as a premier, service-oriented supplier/partner that helps them develop new products and refine existing ones.

St. Johns Packaging Ltd.
(450) 349-5871 • www.sjpack.com
kviau@sjpack.com



St. Johns Packaging is a vertically integrated manufacturer of flexible packaging products that has been supplying bakeries for more than 60 years. We are focused on the manufacture of bread bags. Bread bags are our #1 priority!

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FUTURE ABA MEETINGS

Spring Energy & Environment Meeting

May 7-9, 2018
Morgan Lewis LLP
Washington, DC

Spring ABA CAPC Meeting

May 7-9, 2018
Morgan Lewis LLP
Washington, DC

Spring ABA Logistics Meeting

May 7-9, 2018
Morgan Lewis LLP
Washington, DC

Summer ABA FTRAC Meeting

June 6-7, 2018
The Line Hotel
Washington, DC

2018 Summer HR & Safety Conference

June 19-20, 2018
Fairmont Chicago, Millennium Park
Chicago, IL

ABA Board of Directors Meeting

June 20, 2018
ABA Office via Webinar
Washington, DC

2018 Fall Policy Conference

September 10-13, 2018
Washington, DC

Featuring:

- Meetings for the Legal, FTRAC, HR, Safety, CAPC, EEC, and Logistics Committees
- Bakers Dozen Reception
- Capitol Hill Visits
- Various Cross Networking Events

2018 ABA-ATBI Joint Board of Directors Meeting

October 1-3, 2018
Mount Vernon, VA
George Washington Estate

2018 NextGenBaker Public Policy Forum with ABA Board of Directors

October 1-3, 2018
Mount Vernon, VA
George Washington Estate

2018 Technical Conference

October 28-31, 2018
Hyatt Regency Indianapolis
Indianapolis, IN

Front Line Leadership Training for Bakery Supervisors

December 3-6, 2018
Hilton Garden Inn Raleigh – Cary
Raleigh/Cary, NC

2019 ABA Convention

April 7-10, 2019
The Ritz-Carlton Naples
Naples, FL

IBIE 2019

September 7-11, 2019
Las Vegas Convention Center
Las Vegas, NV

2019 Technical Conference

October 20-23, 2019
Marriott Marquis Atlanta
Atlanta, GA

SAVE THESE DATES!



Front Line Leadership Training for Bakery Supervisors

This program is YOUR answer to front line retention challenges. Produced in cooperation with Hearthside University, ABA developed a world-class training program designed to equip bakery level supervisors with leadership principles, tools and techniques to improve quality, safety and productivity throughout your organization.



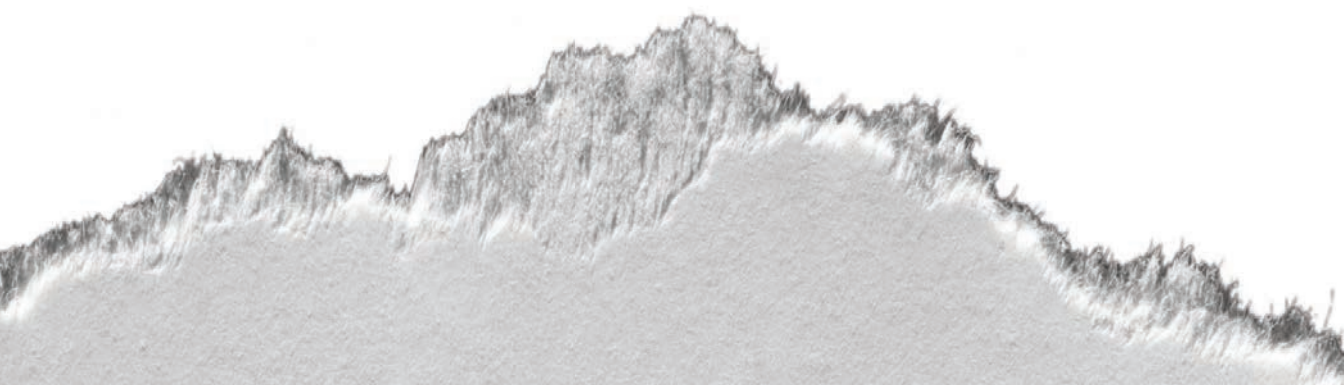
LEADERSHIP DEVELOPMENT
for **FRONT LINE**
PROFESSIONALS

Produced by American Bakers Association

Next Opportunity:

Dec. 3-6, 2018
Raleigh/Cary, NC





NOTES



Reflections

New contacts

Favorite Speaker

Favorite Event

Favorite Memory



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Use the Hashtag!

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