



ARMSTRONG &
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3PL VALUE CREATION NORTH AMERICA SUMMIT 2023

OCTOBER 18-19, 2023 | CHICAGO, IL



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Welcome to the 3PL Value Creation North America Summit 2023

Welcome to the eleventh annual Armstrong & Associates 3PL Value Creation North America Summit.

At this year's event you will gain a global view of the third-party logistics industry and mega-trends shaping its landscape. Our incredible lineup of panelists includes 3PL executives, technology innovators, and investment community leaders.

On Wednesday, we'll set the stage with an overview of global and regional 3PL trends before exploring logistics M&A dynamics and 3PL market insights. We'll close the day with an insightful discussion about information technology digitalizing the supply chain industry and host a welcome reception.

On Thursday, we will open with the keys to driving stronger shipper/3PL relationships and close the day with executive trends and predictions for 2024 and beyond.

As always, we hope you find the discussions engaging and insightful. We're excited for you to explore opportunities for value creation during panel discussions and as you exchange knowledge and network with your best-in-class peers.

Kind regards,

Armstrong & Associates Team



A trusted partner through all market cycles.

Supporting clients in navigating their most critical financial and strategic decisions.

BMO Capital Markets' Transportation and Logistics Investment Banking Team brings deep industry knowledge and experience to provide clients with an extensive range of debt and equity capital markets and M&A advisory services.



Let's connect

Kris Hopkins

718-619-5058 | kristopher.hopkins@bmo.com

WEDNESDAY, OCTOBER 18

7:00 - 7:55 a.m.

Registration and Networking in Exhibitor Space

8:00 - 8:25 a.m.

Welcome and Current State of Third-Party Logistics

Market Research Presentation by Evan Armstrong,
Chief Executive Officer, *Armstrong & Associates, Inc.*

8:30 - 9:25 a.m.

Transition: Global 3PL View and Regional Variations

Moderator: Evan Armstrong, Chief Executive Officer,
Armstrong & Associates, Inc.

PANELISTS

Sean Kelly

Senior Vice President of Business Development, *GEODIS*

Kevin Sterling

Senior Market Strategist, *RXO*

Eric Wolfe

President – Logistics, *Watco Logistics*

9:30 - 10:20 a.m.

Rising Tide: The Rapid Growth of E-Commerce Logistics

Moderator: Karen Erickson, Vice President,
Armstrong & Associates, Inc.

PANELISTS

Ayal Latz

President, *a2b Fulfillment*

David Ross

Chief Strategy Officer, *Ascent Global Logistics*

Duane Sizemore

Senior Vice President, Marketing & Business Development,
Saddle Creek Logistics Services

Brian Weinstein

Vice President of Business Development,
Ryder ECommerce by Whiplash

10:20 - 10:40 a.m.

Networking Break in Exhibitor Space

3PL VALUE CREATION NORTH AMERICA SUMMIT

WEDNESDAY, OCTOBER 18 *(CONTINUED)*

10:40 - 11:25a.m.

Attracting Investors: Private Equity Insights

Moderator: Jamison Mize, Vice President - EMEA, *Armstrong & Associates, Inc.*

PANELISTS

John Anderson

Operating Partner, *Greenbriar Equity Group*

Geoff Baird

Operating Partner, *Palladium Equity Partners*

Anthony Cardona

Principal, *Pritzker Private Capital*

Michael Tanzer

President, *CCUR Holdings, Inc.*

11:30 - 12:25 p.m.

Capturing Efficiencies: Digital Freight Matching & Freight Brokerage Automation

Moderator: Evan Armstrong, Chief Executive Officer, *Armstrong & Associates, Inc.*

PANELISTS

Sean Gill

VP of Business Solutions, *Arrive Logistics*

Brent Hutto

Chief Relationship Officer, *Truckstop*

Robb Porter

President – Managed Transportation, *Loadsmart*

12:25 - 1:35 p.m.

Luncheon / Networking

1:35 - 2:25 p.m.

Major Deal Factors: 3PL Market M&A Activity and Developments

Moderator: Evan Armstrong, Chief Executive Officer, *Armstrong & Associates, Inc.*

PANELISTS

Kris Hopkins

Managing Director, *BMO Capital Markets*

Steve Hull

Managing Director, *Piper Sandler & Co.*

Paul Jones

Managing Director, *STIFEL*

Keith Prusek

Managing Director, Global Co-Head Logistics & Transportation, *Jefferies Group*

Chris Wofford

Founder & Managing Director, *Wofford Advisors*

Leadership in Advising High-Growth Logistics Companies

Piper Sandler Transportation & Logistics Investment Banking Key Contacts

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Learn more at [PiperSandler.com](https://www.PiperSandler.com)

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Recent Transactions


Truckload

 WAREHOUSE SERVICES, INC.
Pending Acquisition of




Not Disclosed
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Strategic Advisor to WSI

Freight Brokerage




 H. I. G.
Pending Acquisition of

Not Disclosed
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Strategic Advisor to H.I.G.



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 WAREHOUSE SERVICES, INC.
Acquisition of

Not Disclosed
 WOFFORD ADVISORS
Sole Strategic Advisor

CONTACT:

Chris Wofford | Managing Partner
cwofford@woffordadvisors.com

Ron Chang | Managing Director
rchang@woffordadvisors.com

3PL VALUE CREATION NORTH AMERICA SUMMIT

WEDNESDAY, OCTOBER 18 *(CONTINUED)*

2:30 - 3:15p.m.

Ripple Effect: Emerging Trends in International Transportation Management & Freight Forwarding

Moderator: Kurt Baumann, Vice President,
Armstrong & Associates, Inc.

PANELISTS

Robert Greer

Group Director, Investment, Central Service Center, *Dimerco*

Michael Piza

Senior Vice President, Corporate Business Development,
Apex Logistics International by Kuehne + Nagel

Rathna Sharad

Chief Executive Officer and Co-Founder, *FlavorCloud*

3:15 - 3:30 p.m.

Networking Break in Exhibitor Space

3:30 - 4:15 p.m.

Mitigating Risks: Transportation and Logistics Law in 2023

Moderator: Dick Armstrong, Chairman,
Armstrong & Associates, Inc.

PANELISTS

Marc Blubaugh

Partner, Co-Chair, Transportation & Logistics Practice Group,
Benesch Friedlander Coplan & Aronoff LLP

Heather Devine

Chief Legal Officer, *Traffix*

Jeff Simmons

Former Chief Legal Officer, *GlobalTranz*

4:20 - 5:15 p.m.

Innovative Investments: What's Next in Logistics Technology?

Moderator: Evan Armstrong, Chief Executive Officer,
Armstrong & Associates, Inc.

PANELISTS

Tom Durrenberger

Chief Executive Officer, *BravoTran*

Ann Marie Jonkman

Senior Director, Global Industry Strategies 3PL, *Blue Yonder*

Eric Krueger

President & Founder, *Navix.io*

Chadd Olesen

Chief Executive Officer, *AVRL*

5:15 - 6:15 p.m.

Reception/Networking Break in Exhibitor Space Hosted by IPL Group

Demostenes Perez

Co-Founder & Chief Commercial Officer





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THURSDAY, OCTOBER 19

7:30 - 8:30 a.m.

Registration and Networking in Exhibitor Space

8:30 - 9:15 a.m.

Co-Managing the Turbulence: The Keys to Driving Stronger Shipper – 3PL Relationships

Moderator: Cheri Grabowski, Manager,
Armstrong & Associates, Inc.

PANELISTS

Patrick Allard

Executive VP & Chief Sales Officer, *Radial, Inc.*

Jack Gerstner

Senior Vice President – Coverage, *Coyote Logistics*

Eric McGee

Executive Vice President of Highway Services, *J.B. Hunt*

Chip Ponton

Sr. Category Manager, *Warehousing & Logistics, Boeing*

9:20 - 10:15 a.m.

Restart: Trends in Value-Added Warehousing and Distribution in the Post-Pandemic Era

Moderator: Karen Erickson, Vice President,
Armstrong & Associates, Inc.

PANELISTS

John Bollman

Senior Vice President, *crea*

Thom Campbell

Chief Strategy Officer and Co-Founder, *Capacity LLC*

Joe Oliaro

VP Sales and Chief Real Estate Officer, *Wagner Logistics*

Elijah Ray

Chief Customer Officer, *Sunland Logistics Solutions*

10:15- 10:35 a.m.

Networking Break in Exhibitor Space

10:35 - 11:25 p.m.

Different Perspectives: Strategic vs. Financial Buyer Acquisition Objectives

Moderator: Evan Armstrong, Chief Executive Officer,
Armstrong & Associates, Inc.

PANELISTS

Jonathan Britva

Managing Director, *Republic Partners*

Jinsoo Chang

Vice President, Head of Strategy, *CJ Logistics America*

Alex Rafia

Principal, *Clarendon Capital*

Dean Saldsman

Director, Corporate Development, *NFI Industries*

Alex Yeager

Senior Vice President, M&A and Ventures, *Redwood Logistics*

THURSDAY, OCTOBER 19 *(CONTINUED)*

11:30 - 12:20 a.m.

Navigating Uncertainty: What's New in Domestic Transportation Management?

Moderator: Dick Armstrong, Chairman,
Armstrong & Associates, Inc.

PANELISTS

Joel Clum

Chief Operating Officer, *WWEX Group*

Michael Kroul

Managing Director, *KTI LLC*

Bill Lecos

Executive Director, *National Home Delivery Association*

12:20 - 1:30 p.m.

Luncheon/Networking

1:30 - 2:20 p.m.

Leveraging Information: Data and Analytics for Better Decision Making and Growth

Moderator: Kurt Baumann, Vice President,
Armstrong & Associates, Inc.

PANELISTS

Mingshu Bates

Chief Analytics Officer, *AFS Logistics*

Kristina Chambers

Chief Data and Analytics Officer, *TTX Company*

Scott Friesen

Executive VP, Strategic Analytics, *Echo Global Logistics*

William Kerr

Chief Executive Officer, *Edge Logistics*

Anson Lam

Director of B2B Pricing and Channel Management Americas, bp

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THURSDAY, OCTOBER 19 (CONTINUED)

2:25- 3:15 p.m.

New Headwinds and Tailwinds: Summarizing the M&A Landscape

Moderator: Dick Armstrong, Chairman, *Armstrong & Associates, Inc.*

PANELISTS

John Larkin

Strategic Advisor, *Clarendon Capital*

Richard Metzler

Chairman, *Diverse Logistics & Distribution*

Nikhil Sathe

Managing Director, *Logisyn Advisors*

3:20 - 4:15 p.m.

Long-Term View: Executive Outlook, 3PL Market Trends, & Executive Predictions

Moderator: Evan Armstrong, Chief Executive Officer, *Armstrong & Associates, Inc.*

PANELISTS

Richard Piontek

Managing Director, *Logistics Capital Advisors.*

Denis Reilly

President and Chief Executive Officer, *Kenco Group*

Douglas Waggoner

Chief Executive Officer, *Echo Global Logistics*

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