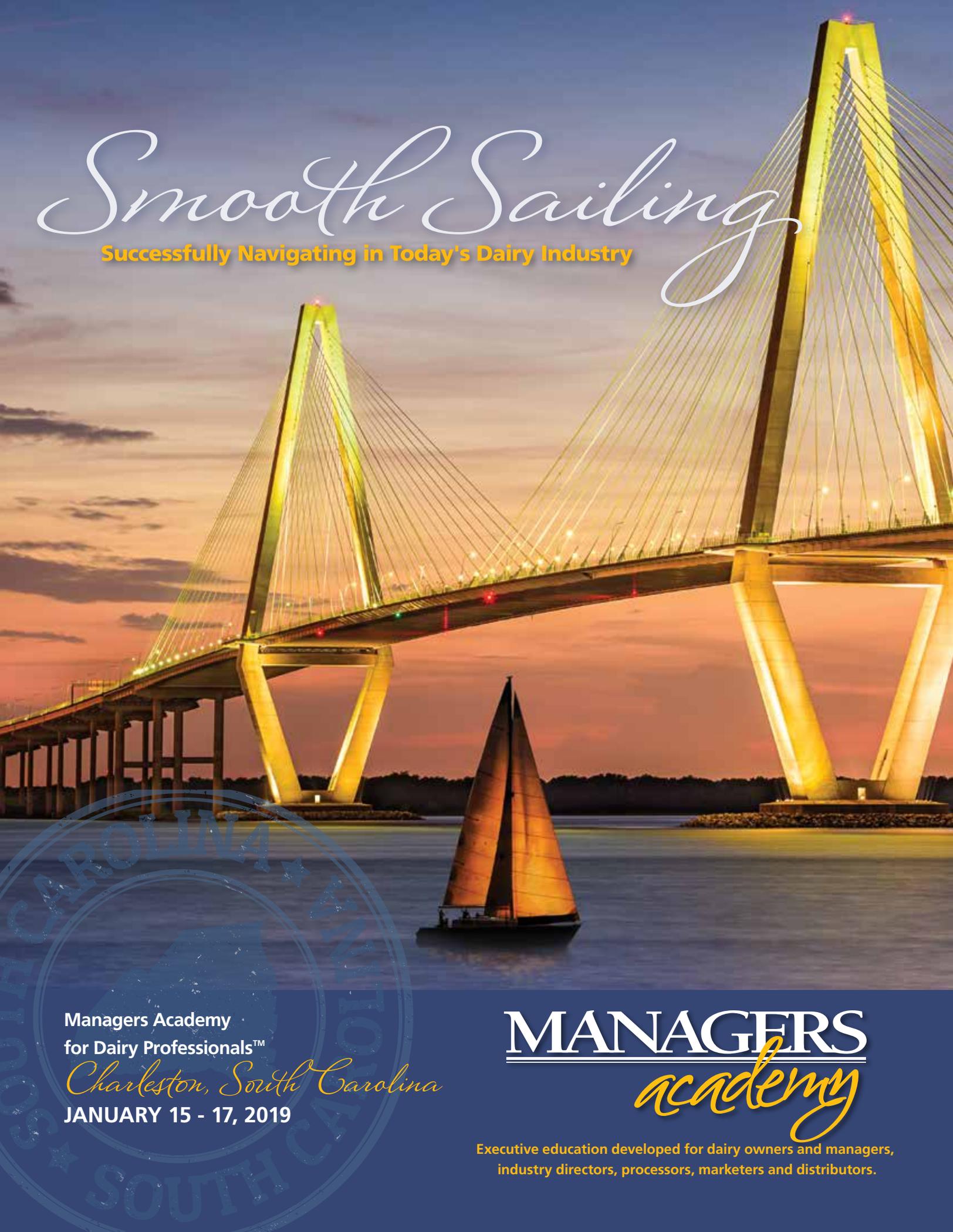


# Smooth Sailing

Successfully Navigating in Today's Dairy Industry



Managers Academy  
for Dairy Professionals™

*Charleston, South Carolina*

JANUARY 15 - 17, 2019

**MANAGERS**  
*academy*

Executive education developed for dairy owners and managers,  
industry directors, processors, marketers and distributors.

## DAY 1

### *In-class training*

#### **All aboard! It's time to chart your course**

##### **Ray Davis**

Our world of dairy is complex and ever-changing ... and that sometimes makes for stormy seas. Success in today's dairy world relies on you being nimble, yet precise; steady, yet savvy. Controlling what you can control is key - and that's where Lean and Six Sigma come in.

Business expert and trainer **Ray Davis** will showcase how Lean helps you create more with less; determine which activities add value and which do not. Lean will help you to identify and reduce the "seven wastes:" extra motion, unnecessary work content, overproduction, waiting, inventory, rework and transport. He will also outline the key precepts of Six Sigma for complex problem solving. During this highly interactive workshop, Ray will steer you toward discovering which areas need correction within your dairy business.

Dairy producers, veterinarians, industry managers, mid-managers, front-line employees, and executives alike will feel as though they're back in the driver's seat.

## DAY 2

### *Executive level tours*

#### **Discover the possibilities!**

Explore the common ground shared by dairy, tea, peanuts and a southeastern seaport

#### **CHARLESTON TEA PLANTATION**

From field to cup, the parallels of the tea business are surprisingly similar to dairy. Come experience North America's only tea plantation on quaint Wadmalaw Island. With a breathtaking view of tea plants as far as the eye can see, you'll not only learn first-hand how the Bigelow family and their staff makes tea, you'll enjoy an informative factory tour and an idyllic trolley tour through the tea fields. Sit down with Bill Hall, founder and partner with the Bigelow Tea Company and world renowned tea tester and discuss the ins and outs of the tea business.

Learn how they position themselves for sustainability and overcome labor and marketing challenges. You'll also discover how the plantation overcomes regulatory nutrient management issues, climate variations and environmental difficulties, including labor-intensive weeding – a necessary evil. Tea lover or not, you'll love this stop.



## THE PORT OF CHARLESTON

Catch a firsthand glimpse of America's most efficient and fastest-growing refrigeration ports. The Port of Charleston employs one out of 11 people in South Carolina and handles a vast array of vessels - from bulk containers to cruise liners. Hear how they manage regulations, competition, harbor dredging, employee recruitment and even catastrophes like hurricanes. In addition, gain insight on how they'll handle the implications of future growth as they expand at twice the rate of other US ports.



## CAROLINA PEANUTS

Peanuts thrive in sandy soil, making the Carolinas a perfect habitat for this popular legume. Though peanuts easily rank as the

most-consumed nut worldwide, US peanut producers face challenges. Due to a lack of processing mills, producers sell to buying points that store the peanuts and then work with out-of-state processors. The peanut sector continues to evolve in the face of obstacles such as food allergies, extreme weather and distribution. Hear how they're working to overcome these trials.



## DAY 3

*In-class training*

**Land ho!  
Smoother sailing ahead**

### Tom Thibodeau

Dr. Martin Luther King Jr. once said, "The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands in times of challenge and controversy."

Trainer **Tom Thibodeau** agrees with Dr. King and believes in people like you who put forth the effort and hard work to uncover and hone leadership skills needed for a business to be fruitful, resilient and sustainable.

Tom's lively style, blended with practical information and relevant teachings create a dynamic learning environment.

You'll spend your third day of in-class training focusing on five key leadership areas:

- Remembering your mission
- Living your life and business 'truth' as a leader
- Leveraging your positive power and presence
- Leading with energy
- Learning the keys to resilience

Specifically tailored for business executives, the day with Tom will be a powerful experience not easily forgotten. You'll laugh, you'll learn - and you'll look forward to implementing his insights when you arrive back home.

**Courses run in partnership with  
School of Veterinary Medicine  
University of Wisconsin-Madison  
and DairyAdvanCE (DACE).**



**Dairy AdvanCE**  
CONTINUING EDUCATION

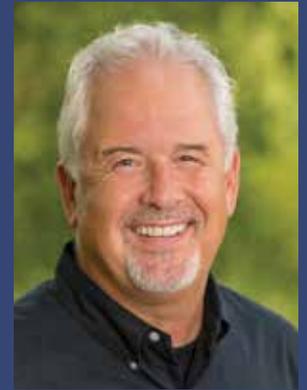
Powered by Professional Dairy Producers®

**CEU: up to 13.8 UW-SVM  
non-scientific CE hours;  
up to 17.5 DACE**

**Ray Davis** is a Managing Partner with Supply Velocity, a leader in business execution, process improvement and supply chain management.

With over 35 years of executive, sales and marketing experience, Ray is also a serial entrepreneur. He's led three startups and currently leads Floating Wetland Solutions,

an environmental company with proprietary water quality technology. Among his other assignments, Ray has served as Executive Vice President for Compu Ed 2000 and as Vice President in sales, marketing, and service divisions of several companies, including Nomaco, Fire Suppression Systems, Productivity Point International. After earning an MBA degree from the University of South Carolina, Ray started his career with DuPont where he acquired his initial training in Lean and Six Sigma.



**Tom Thibodeau** has been a faculty member of Viterbo University, LaCrosse, Wis., for 35 years. He earned a Bachelor of Arts in psychology and English from St. John's University, Collegeville, Minn. and a Masters of Arts degree in human and religious studies from St. Mary's University, Winona, Minn. Tom is a popular trainer who

epitomizes leadership in his character - honesty, communication, confidence, commitment, positive attitude, creativity. His intuition, sense of humor and ability to inspire others have helped consistently rank his courses at Viterbo University the most popular among students.



# Managers Academy for Dairy Professionals™

January 15-17, 2019 | Charleston, South Carolina

NAME \_\_\_\_\_

BUSINESS/COMPANY NAME \_\_\_\_\_

YOUR MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE (WITH AREA CODE) \_\_\_\_\_

EMAIL \_\_\_\_\_

NAMES OF OTHERS ATTENDING WITH YOU \_\_\_\_\_

### CREDIT CARD PAYMENT INFORMATION

NAME AS IT APPEARS ON THE CARD \_\_\_\_\_

CARD NO. \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ CVC (FROM BACK OF CARD) \_\_\_\_\_

- Registration fee covers all sessions, training materials, meals, tours and tour travel.
- Hotel accommodations are NOT INCLUDED with registration.

The Francis Marion Hotel is offering a special rate of \$139/night when you book by Dec. 26, 2018. State you are with PDPW Managers Academy.

### Francis Marion Hotel

387 King Street | Charleston, South Carolina 29403

**FOR HOTEL RESERVATIONS PLEASE CALL: 877-756-2121**

PDPW Member registration rate		Non-member registration rate*	
\$700 (first registrant)	\$ _____	\$875 (first registrant)	\$ _____
\$600 (add'l registrant) x _____ = \$ _____		\$600 (add'l registrant) x _____ = \$ _____	
<b>Subtotal \$ _____</b>		<b>Subtotal \$ _____</b>	
<b>Total Amount Due \$ _____</b>			

\*For questions or about PDPW membership, please call 800-947-7379

Online registration is available at [www.pdpw.org](http://www.pdpw.org).

**OR Mail completed form to: PDPW | 820 N. Main, Suite D | Juneau, WI 53039**



**PROFESSIONAL DAIRY PRODUCERS®**

820 N. Main, Suite D | Juneau, WI 53039

Developed by Progressive Dairy Producers in collaboration with Rabo Agrifinance, Progressive Dairyman and Zinpro Performance Minerals.



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