



IPIA Centennial Convention & Trade Show

Celebrating
IPIA 100 YEARS
INTERNATIONAL PACKAGED ICE ASSOCIATION

1917-2017

November 14-18, 2017

Hyatt Regency Resort & Spa ❄️ Huntington Beach, CA

For more information please go to www.packagedice.com
Registration to open July 5, 2017

HYATT REGENCY RESORT & SPA

Our host hotel, the Hyatt Huntington Beach Resort and Spa, is one of Hyatt's top rated resort properties. Contemporary, Spanish-style architecture sets the scene for a memorable retreat at this oceanfront Huntington Beach hotel. We have negotiated a special IPIA room rate of \$235.00 per night plus tax. This does include the resort fee (typically \$25.00 per night).

SOME OF THE THINGS THAT YOU'LL LOVE ABOUT THIS PROPERTY

- ❄ **Rooms with amazing views** – Amenity-rich rooms and suites with private balconies, 42" flat screen TVs and luxurious Hyatt Grand Beds®.
- ❄ **Mediterranean-inspired architecture** – Spanish-style design with California missions red roof, tropical courtyards, and beautiful inlaid tile.
- ❄ **Beach activities** – Dubbed Surf City USA, this hotel puts you in a perfect place to catch your first wave or polish your skills.
- ❄ **Cool off in style** – Relax by the inviting lagoon-style pool or frolic with the kids in the splash pools and waterslides at the Water Playground.
- ❄ **Dine Oceanside** – Modern California coastal cuisine made from fresh, local products served in a gorgeous dining spaces with stunning ocean views.

SURF CITY – HUNTINGTON BEACH

Huntington Beach, known as Surf City, due to its abundance of beaches; sunny, moderate Mediterranean climate; local surfing; and casual lifestyle, is a perfect vacation experience for both young and old. Huntington

Beach was voted Best Beach in the USA by Time, Inc. in 2015 and Best Beach in California by USA Today readers in 2015 & 2016 and holds the annual US Open of Surfing Championship every summer.

- ❄ **Ideal Weather** – Comfortable climate throughout the year with a temperature that rarely gets above 90 degrees and



seldom sees rainfall, visitors can take part in the many outdoor activities Huntington Beach offers.

- ❄ **Shopping & Dining** – There is a wide range of dining options, with hundreds of restaurants offering everything from casual to fine dining. Shoppers will find paradise in stores that range from local shops and boutiques to national chains and department stores.

LOCATION

The city is centrally located to all major attractions in Orange County including Disney Resorts, Long Beach Aquarium of the Pacific as well as close to all of the exciting things that nearby Hollywood and Los Angeles have to offer. Los Angeles is located 35 miles to the northwest and San Diego is 95 miles to the southeast.

- ❄ **Airport Access** – Huntington Beach is conveniently located near three airports:
 - ❄ **John Wayne/Orange County (SNA)** – 13 miles
 - ❄ **Long Beach (LGB)** – 17 miles
 - ❄ **Los Angeles International Airport (LAX)** – 38 miles



IPIA CENTENNIAL AGENDA * AGENDA SUBJECT TO CHANGE
Monday, November 13, 2017

- 8:00 am – 4:00 pm Registration
- 8:30 am – 11:30 am Executive Committee Meeting
- 12:00 pm – 10:00 pm Exhibitor Setup *(optional)*
- 12:00 pm – 3:30 pm IPIA Board and Committee Meeting/Lunch
- 6:30 pm – 10:00 pm IPIA Board of Directors/Committee Dinner

Tuesday, November 14, 2017

- 6:00 am – 4:30 pm Exhibitor Setup
- 8:00 am – 5:00 pm Registration
- 9:30 am – 12:00 pm PIQCS/FSMA Training Session
Chris Dunn, Dunnworks
- 12:00 pm – 1:00 pm CAII Lunch
- 1:00 pm – 1:30 pm Associate Conference/Exhibitor Meeting
- 2:00 pm – 3:30 pm Annual Business Meeting/ Public Affairs presentation
Chris Lamond, Thorn Run Partners
- 3:30 pm – 3:45 pm Coffee Break
- 3:45 pm – 5:15 pm Centennial Opening Session Welcome
Diamond Sponsor Presentations
Keynote, Jim Knight
“Culture That Rocks”
- 5:30 pm – 8:00 pm Exhibit Hall Grand Opening
Cocktails & Heavy Hors d’oeuvres
(Exhibitor raffle drawings)

Wednesday, November 15, 2017

- 6:45 am – 7:30 am Roger Breisch Memorial
“Beach/Board Walk”
- 8:00 am – 9:30 am Breakfast in the Exhibit Hall
- 8:30 am – 10:00 am Ladies coffee & Light Breakfast in Chairman’s Suite
- 8:00 am – 11:30 am Exhibit Hall Open
(Exhibitor raffle drawings)
- 10:00 am – 10:30 am Coffee Break in Exhibit Hall
- 12:00 pm – 4:30 pm Depart for Cold Star Ice Plant tour with lunch, Ice Bag Throwing Contest
- 5:30 pm – 7:00 pm Cocktails with Suppliers
(Exhibitor raffle drawings)
- 6:30 pm – 8:00 pm Richard Hendler Celebration Reception for IPIA Past Chairman
- 7:00 pm Dinner on your own

Thursday, November 16, 2017

- 6:45 am – 7:30 am Roger Breisch Memorial
“Beach/Board Walk”
- 8:00 am – 9:30 am Breakfast with Suppliers in Exhibit Hall
- 8:00 am – 9:30 am *Past Chairmen’s Breakfast*
- 8:00 am – 10:30 am Exhibit Hall Open
(Exhibitor raffle drawings)
- 10:30 am – 12:30 pm Concurrent Rotating 1 hour Sessions
Mark Koehler
“Lead with Purpose”
Jack Quarles
“Buying Excellence”
- 10:15 am – 3:30 pm *Ladies optional shopping and lunch trip – Laguna Beach
(Meet in lobby at 10:00am for bus)
- 12:30 pm – 2:00 pm Lunch on Own
- 2:00 pm – 4:15 pm Closing hours in Exhibit Hall
Raffle winner announced for Artist Original 100th Centennial Painting, must be present to win. Live auction with (2) additional items.
- 6:30 pm – 10:00 pm IPIA Centennial Black and White Dinner Gala “Night of the Stars”
Awards, Recognitions
Semi-Formal Attire

Friday, November 17, 2017

- 7:00 am – 1:00 pm Exhibit Hall Tear Down
- 8:00 am – 8:45 am Continental Breakfast
- 8:45 am – 10:00 am Focus Session, John Sullivan
- 10:00 am – 11:00 am Industry Roundtable, Driver recruiting/retain, PIQCS/FSMA
- 11:00 am Free Afternoon, or Golf Tournament or Aquarium Tour
- 11:15 am – 5:30 pm Mel Eads Memorial Golf Tournament
*Tustin Ranch Golf Club
(Bus will depart from hotel at 11:15am – Shotgun is at 12:15pm)
- 12:30 pm – 4:30 pm *Optional Tour ‘Aquarium of the Pacific’ – Long Beach, CA
(Includes special “Behind the Scenes” Tour for IPIA members)
- 6:30 pm – 10:00 pm Chairman’s Party, ‘Surfs Up’

Saturday, November 18, 2017 - DEPARTURES

**Activities with additional cost:*

Ladies Laguna Beach Lunch/Shopping (includes transportation and lunch) \$55.00

Mel Eads Memorial Golf Tournament \$160.00

‘Aquarium of the Pacific and Behind the Scenes’ tour (includes transportation) \$65.00

KEYNOTE AND GENERAL SESSION SPEAKERS

FEATURED KEYNOTE SPEAKER

JIM KNIGHT



**BUSINESS CULTURE
CATALYST, FORMER
HARD ROCK
INTERNATIONAL
EXECUTIVE & AUTHOR
OF *Culture That
Rocks!***

Jim Knight energizes with his rock n’ roll spirit and seasoned insights on

developing, maintaining or transforming corporate cultures to achieve exceptional and sustainable business results.

He is the service and hospitality expert Fortune 500 companies turn to when they want to reinvent themselves or shake things up. Jim honed his revolutionary approach to strong organizational cultures, exceptional guest service and employee branding over two decades as the senior director of training & development at Hard Rock International.

In “Culture That Rocks,” Jim delivers a “how-to” business book in his distinctive style, using an eclectic mix of storytelling, provocative yet practical advice, and music orientation to reimagine concepts of employee engagement, customer service and consumer loyalty.

On stage, he brings his ideas to life in keynotes that are as unique as his innovative analogies and as exciting as his vision for invigorating your employees. Audiences gain an eye-opening perspective on all aspects of how to achieve rock-star organizational cultures, including key takeaways on team-building, performance management and effective leadership.



LEADING WITH A PURPOSE

Marc Koehler, *General Session Speaker*
Thursday, November 16, 2017
10:30am – 12:30pm
(Rotating concurrent sessions)

Marc Koehler is the President of Lead with Purpose, a company dedicated to helping people lead more purposeful lives. He brings over 30 years of business and life experiences that include US Navy Submarine Officer, Interim CEO/COO, Entrepreneur, Husband, Father, and Soccer Coach. During the last ten years, Marc has been brought into numerous distressed companies as an interim CEO/COO. He developed a reputation as someone who could tackle the worst business situations. Marc has led many companies on the verge of going under back to profitability. It was during this time that Marc witnessed the power of the human spirit and the role of a leader to inspire and help everyone reach their full potential. His experience as a turnaround CEO/COO led Marc to develop the online platform, www.leadwithpurpose.com—a site that provides the tools for company leaders to create a simple, yet powerful single page business plan using only the top categories that he has found to be the most critical to strategic planning and engaging employees.



BUYING EXCELLENCE, HELPING COMPANIES REDUCE COST AND INCREASE PROFIT

Jack Quarles, *General Session Speaker*
Thursday, November 16, 2017
10:30am – 12:30pm
(Rotating concurrent sessions)

Jack Quarles is the founder of Buying Excellence® and the author of the Payables to Profit™ System for expense management. Over the last 13 years Jack has helped dozens of organizations make better buying decisions and save tens of millions of dollars. As Director of Corporate Procurement at Sallie Mae, Jack led sourcing initiatives for software, services, and information central to the company’s core business. As a founding principal of Invoice Insight (later renamed Xigo), Jack implemented software and BPO solutions with Fortune 500, federal, and state government clients. He has worked on cost reduction project teams with Accenture, Bridge Strategy, Mercer Management Consulting, and McKinsey. Jack founded a Convene CEO Forum in the Washington DC area and served as Chair for two years. Jack has been a highly-rated speaker at national conferences, CEO groups, and business gatherings and holds his MBA from Northwestern University’s Kellogg school, and a BA from Yale University.

FOCUS SESSION SPEAKERS



FSMA AND PIQCS

Chris Dunn, *Food Safety Advisor*
 Tuesday
 November 14, 2017
 9:30am – Noon

Join us for the opportunity to get the latest updates on the implementation of the Food Safety Modernization Act and its impact on the Ice industry. Chris, who is a certified PCQI (Preventive Controls Qualified Individual) and has conducted 3 training classes in 2017 for IPIA members will expand on the latest knowledge of FSMA and what IPIA members and non-members need to prepare for. PIQCS/FMSA templates and more will be presented. This is not to miss.



PUBLIC AFFAIRS 2017 AND BEYOND

Chris Lamond, *Thorn Run Partner/IPIA Consultant*
 Tuesday
 November 14, 2017
 2:30pm – 3:00pm

Chris will be joining us for the Centennial to share the Public Affairs committee successes and progress in 2017 and what we can expect in the future. His updates will include the IPIA statistical survey, latest on communication with the FDA, NEHA presentation recap, state outreach and other public affairs topics.



5 WAYS TECHNOLOGY WILL CHANGE HOW YOU AGE

John Sullivan,
JLS Wealth Management
 Friday
 November 17th, 2017
 8:45 am – 10:00 am

For the next generation of retirees, one question will trump all others: How do you add life to longer lives? A new array of devices and services is transforming retirement, making it easier for you to continue working, stay healthy, and remain connected to friends, family, and life's small pleasures.

COLD STAR ICE PLANT TOUR, LUNCH & ICE BAG THROWING CONTEST

Wednesday, November 15th, 2017 – 12:00 pm – 4:30 pm



In 1951 Floyd Ades purchased the Chino Ice Route from his cousin, the birth of Chino Ice Service occurred. In that era ice companies were shrinking. The refrigerator was becoming a household

standard and the iceman a dying breed.

However Floyd new the ice business well and he forecasted a change in the use of ice. Floyd had a vision of retail ice from vending machines and kept his regular ice delivery service to homes and commercial businesses into the early 60's. In 1964 Floyd purchased his first S&S Vending machine and grew his ice company over the years. In 1973 he retired and sold his business to his eldest son Jerry. Jerry grew the ice vending company from 6 vending machines to over 25, but in 1976 the gas crisis occurred. Recreational use of ice slowed dramatically and margins eroded. Jerry envisioned higher margins by becoming a manufacturer and by 1989 Jerry grew Chino Ice Service to an ice manufacturing company of 80 tons/day. In 1990 Jerry's son Dann graduated from college and entered the business full time. Prior to that Dann had worked in the business in every capacity, from packaging, maintenance,

distribution, and now management. Dann and Jerry had a vision for growth, so in 1998 they broke ground to construct a brand new ice plant designed to be expandable and yet compact. Starting with 100 tons/day they grew through acquisition and competitive growth. By 2009 Chino Ice Service produced 270 tons/day and transitioned to a more universal name, Cold Star Ice. By 2011 Cold Star ice had 4 facilities covering over 100 square miles in southern California. Jerry passed in 2009, however, Dann and his automation vision for the future became reality in 2015 when 2 robotic palletizers with full automation were installed. Then in 2017, the addition of another 100 tons making the facility 370 tons/day with space for a future 50 tons.

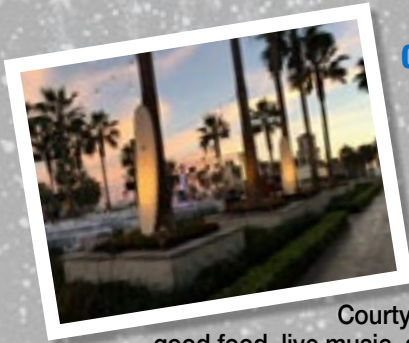
We've been ice cool for over 66 years! Cold Star Ice prides itself on the same traditions of relationships, great service, and strong family values that Floyd Ades started back in 1951. The tradition continues.....

COLD STAR ICE COMPANY FACTS:

- ✦ 370 tons/day Turbo plate ice with ammonia refrigeration
- ✦ 2- Turbo 200 ton rake bins 20'x35'x 14'ice height
- ✦ 5- packaging lines 4- Hamer 540's all heat seal and 1- Matthiesen volumetric 2- JMC auto Balers
- ✦ 2- Yaskawa/Hamer robots with full automation integration. Pallet indexer's with auto slip sheet feed
- ✦ 1- Auto pallet wrapper and 1- semi auto wrapper

Please come to the IPIA Centennial Celebration and tour Cold Star Ice!

SPECIAL EVENTS AND OPTIONAL TOURS



CHAIRMAN'S PARTY - 'SURFS UP'

Friday,
November 17th, 2017
6:30pm – 10:00pm

Join Chairman Dann and his wife Linda at the Lighthouse

Courtyard for a fun night of good food, live music, and activities all overlooking the Pacific Ocean. Round out a spectacular Centennial Convention with a California style party with industry colleagues and friends. You might even try your skills at surfing!

IPIA – LADIES COFFEE & LIGHT BREAKFAST – CHAIRMAN'S SUITE

Wednesday, November 15, 2017, 8:30am – 10:00am
(included in spouse package)
Advance RSVP is required

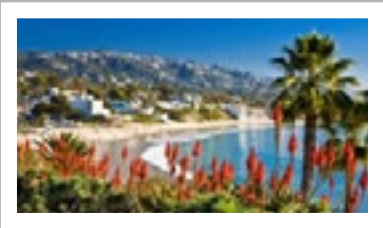
We invite all ladies to join us for coffee, juice and light continental breakfast with Linda Ades, wife of Chairman Dann Ades.

This suite has a view not to be missed of the Pacific Coast Highway and Huntington Beach. Come visit with old friends and make some new ones with our amazing IPIA ladies!

LADIES OPTIONAL LUNCH & SHOPPING TRIP – LAGUNA BEACH**

Thursday, November 16, 2017 – 10:15am – 3:30pm

IPIA ladies are invited to join us for a trip to nearby Laguna Beach for a ladies lunch & unique shopping experience. Round trip transportation and lunch is included.



Laguna beach is known for its spectacular views, chic restaurants, exclusive shops and one-of-a-kind art galleries. We will begin at the famous "Las Brisas" Mexican restaurant for lunch, known for its coastline views and local food. After lunch we will have a couple of hours to prepare to be impressed by the range of retail shops ranging from clothing, jewelry, bath salts & oils, surf gear and much more. If art galleries are more your thing, look no further...one of the most popular galleries here is the famous Wyland

galleries featuring works by renowned marine life artist Wyland himself.

**Additional Fee applies

PRICE: \$55.00 – Includes Transportation and Lunch

MEL EADS ANNUAL GOLF TOURNAMENT**

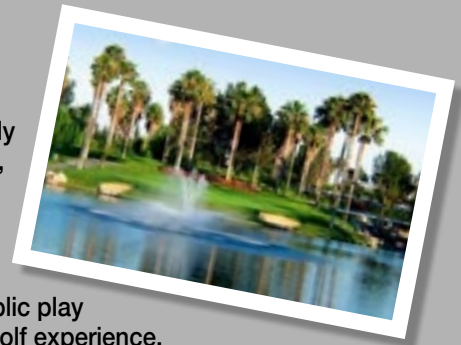
Tustin Ranch Golf Club

Friday, November 17, 2017 – 11:15 am

Tustin Ranch Golf Club prides itself on outstanding championship service, meticulously manicured grounds, 6,842 yards of very walkable classic Ted Robinson design and most importantly, our public play with a private feel golf experience.

**Additional Fee applies

PRICE: \$160 – Includes box lunch and transportation



OPTIONAL TOUR - AQUARIUM OF THE PACIFIC – LONG BEACH, CALIFORNIA**

Friday, November 17, 2017 – 12:30pm – 4:30pm



Take a journey of discovery with IPIA friends through the world's largest ocean "Aquarium of the Pacific" located in Long Beach, a short 30-40 minutes North of Huntington Beach, CA. This world-class aquarium explores the waters of

the Southern California and Baja, the Northern Pacific and the Tropical Pacific. In addition to the three main galleries highlighting the major regions of the Pacific it also features outdoor exhibits including a Shark Lagoon, Lorikeet Forest aviary and Our Watersheds: Pathways to the Pacific exhibit.

**Additional Fee applies

PRICE: \$65.00 – Includes transportation and tour



SPECIAL EVENTS



OPENING EXHIBIT HALL RECEPTION

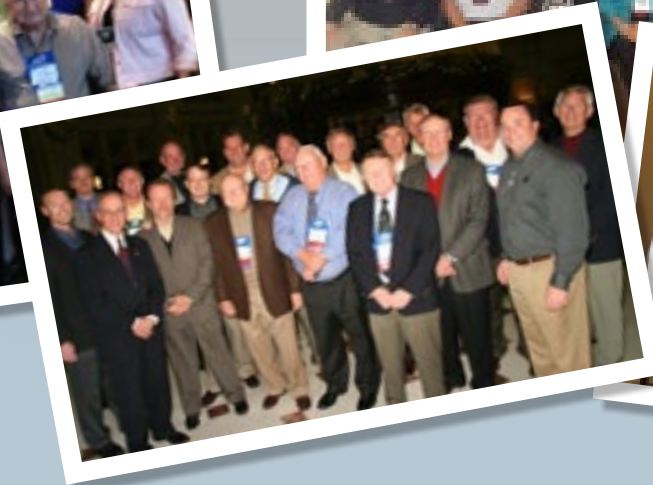
Tuesday, November 14th, 2017

5:30 pm – 8:00 pm

Join us please for the Grand Opening of the Exhibit Hall with our Industry Suppliers in our 20,000 sq. ft. ballroom, celebrating the History of the industry through exhibits and videos. There will be delicious food, music and watch out for some cool California 'Beach Party' celebrities.

RICHARD HENDLER CELEBRATION RECEPTION FOR PAST CHAIRMEN

All Past Chairman and their spouses are invited for a reception in their honor sponsored by the Hendler family. We hope all our illustrious Past Chairmen will be joining us at our 100th Centennial Convention and at this reception on Wednesday, November 15th at 6:30pm in their honor.



SPECIAL EVENTS AND HISTORICAL DISPLAY



CENTENNIAL BLACK AND WHITE DINNER GALA “NIGHT OF THE STARS”

Thursday, November 16th, 2017 – 6:30 pm
Hyatt Regency Huntington Beach, CA
(included in Full & Spouse registrations)

The IPIA Officers and the Board of Directors request the pleasure of your company as we celebrate the 100th Anniversary of the IPIA. Starting as the NAI (National Association of Ice Industries) in 1917, becoming the NIA (National Ice Association) in 1958 and the PIA (Packaged Ice Association) in 1971, and finally the IPIA (International Packaged Ice Association) in 1998, it will be their honor to celebrate the Centennial ‘Night of the Stars’ Gala with you. On this special night walk the red carpet and enjoy the amazing ice bars and luges, a spectacular dinner and the music of a live quartet. Recognitions, Honors, Awards, and the “passing of the gavel” will all be a part of this momentous evening, one to surely remember. Black and White semiformal attire is requested with tuxedos optional.

Tuxedo rentals will be made available on site.

HISTORICAL DISPLAY

Our historical committee looks forward to sharing with you a unique display of historical memorabilia, photographs, videos all collected to recapture the history of the industry in celebration of this great Centennial Convention.

This display is being made possible by financial contribution dollars from IPIA, Regional Associations and Ice World Journal.



For more information please go to www.packagedice.com
Registration to open July 5, 2017