



## 15<sup>th</sup> Annual World Food and Agribusiness Forum Speaker Biographies

**Jack Ablin** is Senior Vice President and Chief Investment Officer with Harris Private Bank. He is responsible for establishing investment policy and strategy within the Personal Investment Management Group of the Private Bank. Mr. Ablin also serves on the Asset Allocation Committee, which determines the strategy for investment portfolios for Harris Private Bank. Mr. Ablin joined Harris in 2001 and has more than 20 years of experience in financial services.

**Bill Bishop** has been involved in research and consulting in the supermarket and retail industries for more than 20 years and has led major studies on topics ranging from pricing strategies, category management, and activity based costing, to loyalty marketing and whole health. Participating in both national and international industry forums, Mr. Bishop is widely recognized as one of the industry's preeminent advisors and was featured by American Demographics magazine as one of the ten industry thought and research leaders who are "driving the future of consumer intelligence."

**Michael Boehlje** conducts research and teaches in the area of farm and agribusiness management and finance. His research interests include alternative systems of coordination of the food and industrial product chain, the industrialization of agriculture and alternative financial and organizational structures for farm and agribusiness firms. Dr. Boehlje teaches a graduate/undergraduate course in agricultural finance and a graduate course in economics for managers in the EMBA program. He also teaches in the executive development programs of the Center for Food and Agricultural Business, as well as in schools and extension programs for farmers and lenders on fiancé and management topics. He is a Fellow of the American Agricultural Economics Association and of the International Food and Agribusiness Management Association.

**Donald Bowersox** is the John H. McConnell University Professor of Business Administration and Dean Emeritus at The Eli Broad Graduate School of Management at Michigan State University. During his career, Dr. Bowersox has served as an air force pilot and in various business capacities, including Vice President and General Manager of the E.F. MacDonald Company. He currently serves as Chairman of the Whirlpool Corporation Supply Chain Advisory Board and the Board of Directors, GSC Mobile Solutions and Lean Logistics. Dr. Bowersox has over thirty years experience as a consultant to business and government.

**Mary Burke**, Principal at The Food Partners, has 17 years of investment banking experience within the food industry specializing in financial restructurings, recapitalizations, turn-arounds, private and public placements of debt and equity capital and providing corporate finance and strategic advisory services. Burke has been advisor on more than 100 recapitalizations, placements, mergers, acquisitions, and divestitures representing total consideration in excess of \$10 billion.

**Jeffrey Gargiulo** is the President and CEO of Sunkist Growers, the internationally recognized citrus grower' cooperative. As CEO of Gargiulo, Inc., one of the largest producers of fresh fruits and vegetables in the US, he took the company from a local tomato producer to a global force. Under his direction, the company created a premier tomato research-breeding program and introduced crop diversification in berries as well as marketing imported fruit from Chile. Gargiulo and his wife, Valerie Boyd, are also proprietors of Gargiulo Vineyards in Napa, California that produces and distributes fine wine.

**Bing Graffunder** is a 35 year veteran in the food and beverage arena. Prior to co-founding Fairmont Food Group, he served as President and Chief Operating Officer of Morningstar Foods, Inc., a \$1.1 billion subsidiary of Dean Foods that manufactures and distributes specialty refrigerated products. During Mr. Graffunder's tenure with Morningstar, sales and operating profits doubled due to organic sales growth, improved operational efficiencies and several acquisitions that were successfully assimilated.

**Allan Gray's** research interests are agribusiness management, strategic planning, decision making under uncertainty, and simulation. Current research is being conducted on the attitudes and buying behaviors of large commercial producers, the impacts of alternative farm policy proposals, and the management implications of real options thinking. His publications cover a range of topics including the implications of the 2002 farm bill for agricultural producers, a simulation approach to agribusiness behavior modeling, and risk/reward sharing in vertical arrangements between producers and processors.

**Thomas Herlehy**, a former Fulbright Scholar from Boston University, began his international development career with USAID in Banjul, The Gambia in 1985. Since then, Tom has held progressively senior positions with governmental, private sector and non-governmental organizations working in more than a dozen countries in Sub-Saharan Africa, Ukraine and Egypt. Tom is currently the Chief of Party of an \$11.4 million USAID-funded project working to raise agricultural exports and rural incomes in Upper Egypt by promoting high-value horticultural activities among small land holding farmers.

**George Hoffman** is President and Chief Executive Officer of Restaurant Services, Inc., (RSI) located in Coral Gables, Florida. RSI is an independent purchasing and distribution services cooperative formed in 1992 for the purpose of purchasing the products and services necessary to operate all the Burger King restaurants in the United States, company and franchised. The cooperative purchases over \$3 billion in food, packaging, premiums, kitchen equipment, uniforms, signs and decor and distribution services for approximately 8,000 Burger King restaurants in the U.S.

**John Johnson**, president and chief executive officer of CHS, started his career at Harvest States in 1976 as a feed consultant in the GTA Feeds Division. He progressed through the organization becoming regional sales manager, director of sales and marketing and general manager of GTA Feeds. In 1992, he was appointed group vice president for the farm marketing and supply division of Harvest States Cooperatives. He became president and CEO in January 1995. John became president and general manager of CHS with the merger of Cenex and Harvest States on June 1, 1998. He moved into his current position in 2000.

**Hans Jöhr** served as the President of IAMA from June of 2003 till June of 2004. He is the Corporate Head of Agriculture at Nestlé in Vevey, Switzerland and as such, Mr. Jöhr is responsible for providing technical and strategic leadership in the groups' world-wide agricultural raw material supply chain. He is a member of the board of IPC (Intl. Policy Council on Agriculture Food and Trade) and a member of the Advisory Council of the Swiss State Secretariat of Economic Affairs (SECO). He also serves as the chairman of SIPPO (Swiss Import Promotion Programme).

**Annalisa King** is Senior Vice-President, Vertical Coordination, Maple Leaf Foods Inc. Ms. King and her team are responsible for building optimal linkages between Maple Leaf's feed, hog production, primary and value-added protein processing operations that allow the Company to address common issues and opportunities with a cohesive "one company" approach. She also supports other corporate initiatives that span the Company's business interests. Ms. King joined Maple Leaf in 2001 as Vice President Finance at Maple Leaf Poultry where she was responsible for Finance, Information Systems and Optimization, and was a key member of Poultry's management team.

**Robert Martin** has been Managing Director and the Regional Executive of Asia for the BMO Financial Group since 1996. Since joining BMO Financial Group in 1980, Mr. Martin has held a variety of positions in International Banking. In 1981 he was Account Manager, Financial Institutions, Tokyo, Japan. He was Regional Manager, Financial Institutions and Governments, Hong Kong Branch in 1984; Senior Manager Financial Institutions, Tokyo Branch, Japan in 1987 and Vice-President and Manager of the Seoul Branch, South Korea in 1989. In 1992 he was Managing Director for the Bank's relationships with international financial institutions and governments in Europe, the Middle East, Australia and New Zealand.

**Terry Mosier** serves as Director of Strategic Marketing and as such, he leads the development of brand protection, oversees key activities pertaining to segment management and develops and executes strategic marketing initiatives. Prior to his most recent assignment, Terry held the position of Director, Market Planning & Administration. Terry also served as Director, Worldwide Agricultural Training, directing the training processes and functions for the Agricultural Division including training for dealers, customers, employees, and college partnerships programs.

**Fons Schmid** joined Ahold 21 years ago as corporate lawyer after having worked in the areas of European law, public relations and marketing in the international food industry. With Ahold he was appointed deputy Director Public Affairs in 1990, Director Public Affairs in 1993 and in 1995, Vice President Public and Environmental Affairs. Since 2001 he has been responsible for Global Food Safety and Consumer Affairs which includes Supply Chain Projects, Consumer Health Issues and Sustainable Business Development.

**Steve Sonka** is Director, Office of Technology Research Initiatives in the College of Business at the University of Illinois, and a partner in Centrec Consulting, a business and financial management consulting firm. Also he holds the title of Emeritus Chair in Agricultural Strategy and was the first Director of the National Soybean Research Laboratory at the University of Illinois. An economist reared on an Iowa family farm, his scholarship emphasizes strategic change and decision making. An author or coauthor of over 200 publications, his international experiences include consulting and lecturing on every continent except Antarctica.

**Craig Watson** is Vice President of Quality Assurance and Agricultural Sustainability for SYSCO Corporation. He leads 180 employees who are engaged in the supervision of 42,000 Sysco Branded products. The Quality team is responsible for product development, global supplier approval, and the development and implementation of quality systems. Recently, Mr. Watson's responsibilities have expanded into the area of agricultural sustainability. He will apply the knowledge of products and production techniques gained through his quality assurance activities to broaden SYSCO's impact on agricultural sustainability issues.

**Gianluigi Zenti**, Academia Barilla S.p.A. President, established a track record of exceptional achievements during a uniquely diverse 12 year Barilla career, working in all businesses, start up and turnaround situations in Italy and internationally. Barilla assigned him in 2001 the task to initiate and develop a new company with the objective to become the global flagship brand of Italian Gastronomic Culture by offering exclusive, customized services and top quality food products. He was also responsible for the creation, together with Renzo Piano, of the Academia Barilla HQ in Parma: the most technologically advanced culinary center in Europe.