

**DAY 1 – Monday, January 26, 2026 - times are in EST**

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- 10:00 AM: Registration Opens
- 1:00 PM: **Summit Kickoff & Connection: First Time Attendee and Future Member Meet & Greet**
- 2:00 PM: **Operational Excellence Community - THRIVE: Turn Uncertainty To Your Competitive Advantage**  
Featuring: Meridith Elliott Powell, Business Growth Strategist  
*Grounded in research and real-world examples, this conversation reframes uncertainty as a force that can strengthen your systems, elevate your people, and accelerate the kind of operational discipline that sustains a company's legacy for the long haul.*
- Commercial Growth Community - Building Alignment for Modern Tech Growth**  
Featuring: Julie Holmes, Founder, The Smarter HQ  
*AI moves fast. Misalignment moves faster. When teams adopt new tools and tech without shared expectations, small gaps quickly turn into big problems. In this session, Julie Holmes breaks down what real alignment requires and shares practical frameworks leaders and teams can use to immediately to scale AI (or any tech) with clarity, confidence, and control.*
- 3:00 PM: Break
- 3:15 PM: **Mainstage Sessions:**  
**The Science of Mastering Your Intuition**  
Featuring: Laura Huang, Associate Professor of Business Administration, Harvard Business School  
*It's one of the most polarizing pieces of advice that we hear: "Go with your gut." Many of us disregard our intuition in favor of gathering more and more data. But in an age where AI is rapidly taking over decision-making, Laura Huang argues that our intuition is the most important thing setting high performers apart. And more importantly, she teaches us how to hone it.*
- Lessons in Legacy: Honoring the Past to Strengthen the Future**  
Featuring: Patrick McCurdy III, President, Kimball Midwest,  
Rob Onorato, CEO, Shorr Packaging, and  
Katie Poehling Seymour, CEO, First Supply LLC; Director, NAW Board of Directors  
*Moderated by: Dan Schuberth, Chief Revenue Officer, NAW*  
*This session highlights how long-standing distributors use their history and multigenerational perspective to guide strategy and preserve what makes their organizations distinct. Through a grounded conversation on institutional memory and continuity, attendees gain insight into how honoring legacy supports clearer decision-making during periods of growth and change.*
- 5:30 PM: Break
- 5:45 PM: **Women in Distribution Reception – Pre-Registration Required**
- 6:30 PM: **The Summit Social Welcome Reception**
- 7:30 PM: **Large Company CEO Dinner – Invitation Only**
- 7:30 PM: **Billion Dollar CEO Dinner – Invitation Only**

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**DAY 2 – Tuesday, January 27, 2026**

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7:30 AM: **The Breakfast Briefing** – *NAW PAC Members Only*

8:00 AM: **General Breakfast**

9:00 AM: **Mainstage Sessions:**

**Address from the Chairman**

Featuring: Kevin Short, President & CEO, ORS Nasco, and Chairman of NAW Board of Directors

**How Values Endure and Inspire**

Featuring: Jim Hake, Founder & CEO, Spirit of America

*Moderated by:* J.D. Ewing, Chairman and CEO, COE Distributing, and Chairman of NAW Institute Board of Directors

*In this compelling session, discover how a single idea: empowering individuals to act in the spirit of national service has created ripple effects that strengthen trust, security, and global relationships. Through these experiences, Jim Hake, Founder & CEO of Spirit of America, illustrates how a well-crafted, lived mission statement can unite teams, accelerate decision-making, and build an organizational culture that serves as a force for good in your community, industry, and the wider world.*

**Economic Outlook**

Featuring: Constance Hunter, Chief Economist, Economist Intelligence Unit

*Prepare for the year ahead with an economic update from expert Constance Hunter, Chief Economist at the Economist Intelligence Unit. Drawing on EIU's global research and NAW's industry data, this essential session will help distribution leaders stay informed on the global and national forces influencing the current business environment and prepare for confident decision-making in the year ahead.*

11:10 AM: Break

11:30 AM **Operational Excellence Community - Forecasting & Resource Planning for the Modern Distributor**

Featuring: Jeremy Welsand, Chief Financial and Strategy Enablement Officer, Border States

*Volatility has become a constant, forcing distributors to rethink how demand forecasting and resource planning are built and governed. This session explores how leaders are recalibrating forecasting models and aligning financial and operational assumptions while building more adaptive planning disciplines and teams.*

**Commercial Growth Community - Five Imperatives to Advance Distributor Growth**

Featuring: John Nantz, Founder, Redwood Advisors

*Distributors are redefining growth and shifting focus to new capabilities, services, and technologies. In this session, John Nantz of Redwood Advisors will share five key imperatives essential for distributors to succeed in the current competitive environment based on in-depth interviews with more than 25 NAW members and survey data from 100+ distributors. The discussion will move beyond identifying trends, inviting participants to compare approaches, explore maturity across each imperative, and work through practical steps to strengthen their organization's commercial performance.*

12:30 PM: **Lunch in Community Rooms**

12:30 PM: **Women in Distribution Luncheon** – *Pre-Registration Required*

1:15 PM: Break

1:40 PM: **Doors close for mainstage programming - Featured Keynote**

\*Please note: Attendees will not be permitted to enter the ballroom once doors have been closed. Badges must be worn for entrance. No large bags, personal photography, recording, or note-taking is permitted.\*

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**DAY 2 – Tuesday, January 27, 2026 (continued...)**

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- 3:15 PM **Operational Excellence Community - Modern Supply Chain Risk Management**  
Featuring: Theresa Campobasso, Senior Vice President, Government Success, Exiger  
Roger Raley, VP & General Manager, Waldom Electronics  
Dr. Jeff Shockley, Professor, Department of Supply Chain Management & Analytics, VCU School of Business  
*Through a focused conversation on emerging threats and practical mitigation strategies, attendees gain clarity on how resilient supply chains support sustained growth and protect the legacy of their organizations.*
- Commercial Growth Community - Maintaining Advantage in a New Era of Customers**  
Featuring: Abe Thomas, Group Vice President of Customer Strategy, Sales Operations and Marketing, Grainger  
*As customer expectations evolve, distributors must be clear about the value they uniquely provide and how to deliver it at scale. In this session, learn how Grainger uses meaningful customer data, digital capabilities and human expertise together to strengthen customer trust and drive commercial excellence.*
- 4:00 PM: Break
- 5:30 PM: **NAW PAC Appreciation Reception – Invitation Only**
- 5:30 PM: **NAW DENs Reception – Invitation Only**
- 7:00 PM: **NAW Institute for Distribution Excellence Gala**
- 10:00 PM: Evening Concludes

**DAY 3 – Wednesday, January 28, 2026**

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- 5:45 AM: **Fun Run or Guided Walking Tour – Pre-Registration Required**
- 8:00 AM: **Future Member Breakfast – Invitation Only**
- 8:00 AM: **Council Breakfast – Invitation Only**
- 8:00 AM: **General Breakfast**
- 9:00 AM: **Mainstage Sessions:**  
**Fireside Chat with the Hon. Sean Duffy, United States Secretary of Transportation**
- NAW Business**
- CEO Panel**  
Featuring: Chuck Delph, CEO, Vallen  
Lance Devin, CEO, Johnstone Supply  
Travis Sullivan, Vice President & General Manager, Boeing Distribution Services  
*Moderated by: Kevin Short, President & CEO, ORS Nasco, and Chairman of NAW Board of Directors*  
*This flagship conversation gathers industry leaders to share how they are navigating pressure, shaping long-term direction, and building organizations that can endure constant change.*
- From Washington to Your Warehouse**  
Featuring: Brian Wild, Chief Government Relations Officer, NAW
- 11:30 AM: **Executive Summit Concludes**