

SETTING THE STAGE FOR

WHAT'S NEXT

MAY 5-7, 2019 | LOEWS VANDERBILT NASHVILLE, TENNESSEE

UVSA 2019 CONFERENCE SCHEDULE

SUNDAY, MAY 5

- 8:00 am - 12:00 pm UVSA Board of Directors Meeting
- 3:00 pm - 5:00 pm WILMAH Leadership Forum
- 6:00 pm - 8:30 pm Welcome Reception

MONDAY, MAY 6

- 7:00 am - 8:15 am Breakfast
- 8:15 am - 9:00 am Opening Remarks, Launch of UVSA, and Acknowledgement of Sponsors
- 9:00 am - 10:00 am General Session: Competing in the Omnichannel Era: Review of UVSA Industry Insights Studies - *David Sprinkle, Packaged Facts*
- 10:15 am - 11:15 am Customer Panel: Review of survey results with veterinarians from companion animal, specialty and food animal practices and a discussion of the state of the industry.
- 11:15 am - 12:15 pm General Session: Shifting Gears and Looking Ahead - *Alan Beaulieu, ITR Economics*
Sponsored by Patterson Veterinary - Platinum Sponsor
- 12:15 pm - 2:00 pm Lunch
- 2:00 pm - 3:00 pm Breakout Session I: Beyond the Grunts and Squeaks: Winning the Price Erosion Battle in the Animal Health Industry with Resale Price and MAP Policies - *Gene Zelek, Esq.*
- 2:00 pm - 3:00 pm Breakout Session II: Facing the Forces of Change
Mark Dancer, Network for Channel Innovation

TUESDAY, MAY 7

- 7:00 am - 8:30 am Breakfast
- 8:30 am - 9:30am General Session: Waves of Change: Three Global Trends Disrupting Your Slumber, *Anders Sorman-Nilsson, Futurist*
Sponsored by Boehringer-Ingelheim - Platinum Sponsor
- 9:30 am - 10:45 am Panel Discussion: Emerging Trends in Veterinary, Pet and Food Animal - *Steve King, CEO, American Pet Products Association (APPA), Dr. Matt Salois, Chief Economist, AVMA, Del Holzer, Diamond V*
- 11:00 am - 12:00 pm General Session: Get it On! What it Means to Lead the Way - *Keni Thomas*
Sponsored by Elanco - Platinum Sponsor
- 12:00 pm - 1:15 pm Lunch
- 1:15 pm - 1:45 pm Legislative and Regulatory Challenges for the Animal Health Industry
Ron Phillips, Vice President, Legislative and Public Affairs, Animal Health Institute
- 1:45 pm - 2:15 pm Supply Chain Optimization: The UVSA Endorsed New Product Form and What it Means for Manufacturers and Distributors
- 2:15 pm - 3:15 pm Closing General Session: If You Can See It, You Can Be It
Chef Jeff Henderson, Sponsored Speaker
- 6:30 pm - 9:30 pm UVSA No-Tie Lounge

UVSA

UNITED VETERINARY SERVICES ASSOCIATION
The Pulse of the Industry

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