

# IPIA PRESENTS THE PREMIER INDUSTRY EVENT OF THE DECADE!



## 108TH IPIA CONVENTION & TRADE SHOW

**GRAND EVENT**

NOVEMBER 10-14, 2025  
NASHVILLE, TN



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## INVITATION FROM THE CHAIRMAN



Dear Friends and Industry Colleagues,

I'm thrilled to invite you to the IPIA Grand Event - our 108th IPIA Convention and Trade Show and a celebration of our industry like we haven't seen in over a decade.

For the first time in more than ten years, the entire packaged ice industry will come together under one roof. This year, we're bringing together IPIA members, regional associations, and our global network for one powerful, industry-wide event. It's a rare and exciting moment to gather as a full community - sharing ideas, strengthening partnerships, and moving forward together.

Our lineup is incredible. You'll get a behind-the-scenes look at both Home City Ice and Tennessee Valley Ice during our ice plant tours. Our education sessions are packed with industry-specific and relevant content to help your business grow stronger and smarter. And our trade show floor is bigger and better, with more booths, more exhibitors, and more opportunities to explore what's next in innovation, equipment, and services.

We're also turning up the volume with a keynote speaker from the music industry - a dynamic performer who's toured with major stars and brings powerful lessons in leadership and high performance. And of course, there's plenty of time for fun! Hit the green during our Topgolf Tournament, and don't miss the Chairman's Party at Ole Red - Blake Shelton's iconic bar on the strip - where we've taken over all four levels for a rooftop-to-dance floor night of celebration.

Whether you're coming to learn, connect, or celebrate, you'll find it all at the IPIA Grand Event. Let's make history together!

I can't wait to see you there.

Sincerely,

Fred Lomangino  
Chairman  
International Packaged Ice Association

# 2025 GRAND EVENT CONVENTION AGENDA

(Schedule subject to change.)

(\*\*Additional fees apply.)

## SUNDAY, NOVEMBER 9

- 10:00am – 2:00pm..... Executive Committee Meeting
- 12:00pm – 5:00pm..... Registration/Hospitality Desk
- 12:00pm – 9:00pm..... Supplier Optional Exhibit Set-Up (Suppliers only)
- 3:00pm – 4:00pm..... Board of Directors Meeting
- 4:00pm – 5:00pm..... Board of Directors/Committee Meeting
- 6:30pm – 9:00pm..... Board of Directors/Committee Dinner or Dinner on your own

## MONDAY, NOVEMBER 10

- 7:30am – 4:30pm..... Supplier Exhibit Set-Up (Suppliers only)
- 7:30am – 8:15pm..... Registration/Hospitality Desk
- 8:00am – 1:30pm      Regional Association Meetings**
  - ★ 8:00am – 9:30am ..... Northeastern Ice Association
  - ★ 9:45am – 11:15am .... Great Lakes Ice Association
  - ★ 11:30am – 1:30pm .... Southern Ice Exchange
- 1:30pm – 2:15pm..... First Timers/Applicants Welcome and Meetup
- 2:30pm – 4:45pm ..... Welcome Opening Session, Gold Sponsor Presentations, and Opening Speaker
- 5:00pm – 8:30pm..... Exhibit Hall Grand Opening and Reception

## TUESDAY, NOVEMBER 11

- 7:00am – 7:30am..... Roger Breisch Memorial Fun Run/Walk
- 8:00am – 9:30am..... Breakfast in the Exhibit Hall
- 8:00am – 10:30am ..... Exhibit Hall Open
- 8:00am – 6:30pm..... Registration/Hospitality Desk
- 9:00am – 11:00am..... Ladies/Spouse Activity
- 10:30am – 12:30pm..... Education Sessions
- 12:30pm ..... Lunch on Own
- 1:30pm..... International Attendees Meetup
- 2:15pm – 3:45 pm..... IPIA Annual Business Meeting and Award Presentations
- 4:00pm – 6:30pm..... Cocktails with Suppliers/Exhibit Hall Reception

## WEDNESDAY, NOVEMBER 12

- 7:00am – 7:30am..... Roger Breisch Memorial Fun Run/Walk
- 8:00am – 8:30am..... Supplier Meeting (Suppliers Only)
- 8:00am – 3:00pm..... Registration/Hospitality Desk
- 8:30am – 9:45am..... Past Chairman's Breakfast
- 8:30am – 10:00am..... Breakfast in the Exhibit Hall
- 8:30am – 11:00am ..... Exhibit Hall Open
- 11:00am – 12:30pm ..... Education Sessions
- 12:00pm – 5:00pm ..... Exhibit Hall Teardown (Optional)
- 12:30pm – 5:00pm ..... Lunch on Own/Open Afternoon
- 1:00pm – 2:30pm ..... Canadian Association of Ice Industries Lunch and Meeting
- 2:30pm – 5:00pm ..... Optional Activity: Topgolf
- 2:30pm – 5:00pm ..... Optional Activity: Country Music Hall of Fame – Historic RCA Studio B Tour
- 6:30pm – 9:30pm..... Chairman's Party at Ole Red

## THURSDAY, NOVEMBER 13

- 8:00am – 12:00pm..... Registration/Hospitality Desk
- 8:00am – 12:00pm..... Exhibit Hall Teardown
- 9:15am – 10:15am..... Continental Breakfast with Mimosas & Bloody Marys
- 9:30am – 11:00am..... Insights & Exchange: Expert Talk & Collaborative Roundtables
- 11:15am – 3:45pm ..... Ice Plant Tours and Lunch (load buses from 11:15am – 11:30am)
- 5:15pm – 7:15pm..... Final Cocktail Reception and Passing of the Gavel

## FRIDAY, NOVEMBER 14

Departures

ON THE  
*Setlist*



## REGIONAL MEETINGS



## REGIONAL MEETINGS

Monday, November 10, 8:00am – 1:30pm

Connect | Engage | Contribute

If you're a member of a regional ice association, don't miss your chance to connect during the official annual meetings below. You'll get updates on regional initiatives, discuss local challenges and opportunities, and collaborate with fellow members to support the success of your association and the industry as a whole. This is your time to engage, contribute, and stay informed on what matters most in your region!

8:00am – 9:30am

★ Northeastern Ice Association (NIA)  
Annual Meeting & Breakfast

9:45am – 11:15am

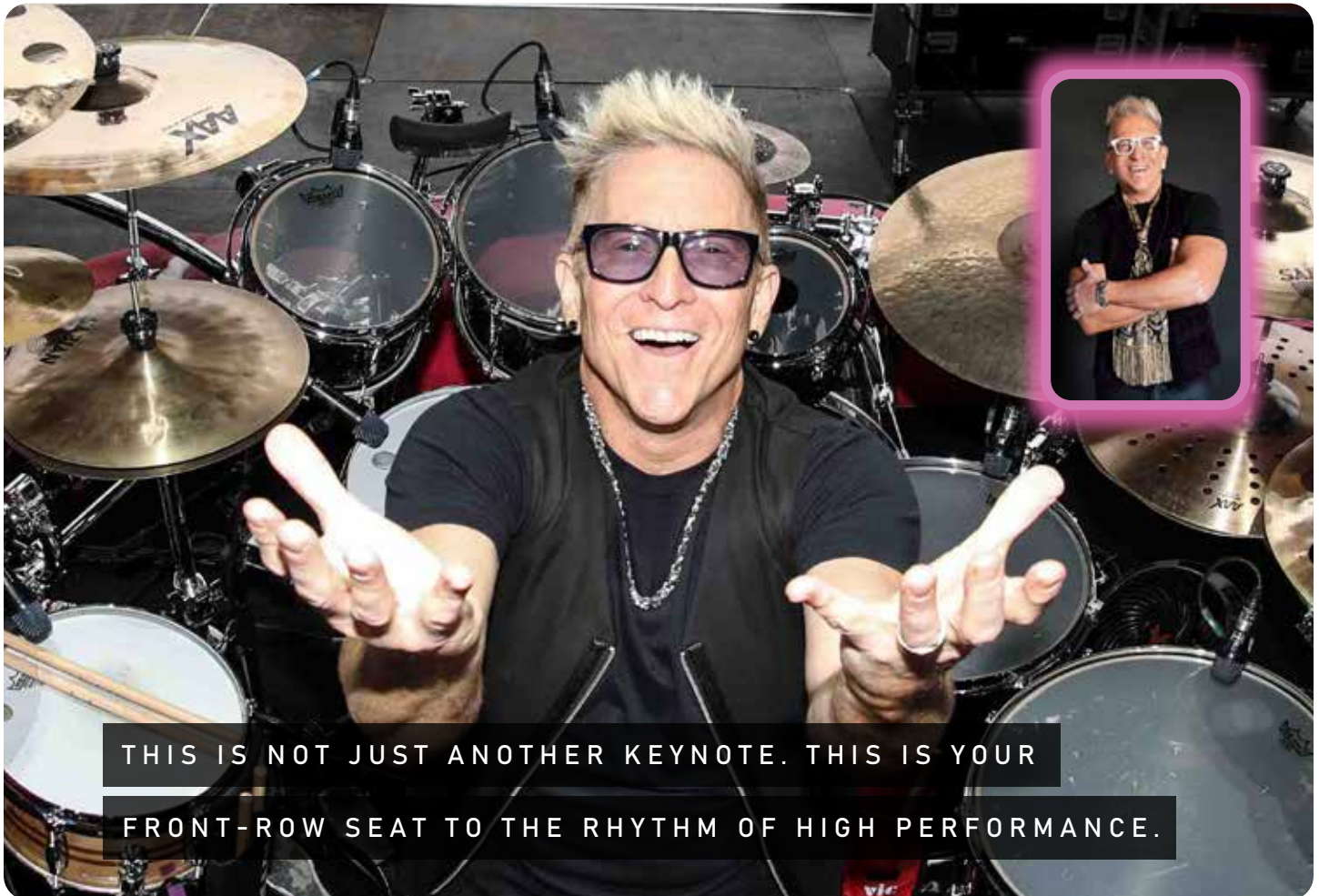
★ Great Lakes Ice Association (GLIA) –  
Annual Meeting & Refreshments

11:30am – 1:30pm

★ Southern Ice Exchange (SIE) Annual Meeting,  
Snacks/Refreshments & Silent Auction

**HOT  
Deal**

IPIA member pricing for the 2025 Convention will be extended to all members of the following regional associations: CAII, EPIA, GLIA, MO Valley, NIA, PIAA, SIE, and SWIA.



THIS IS NOT JUST ANOTHER KEYNOTE. THIS IS YOUR  
FRONT-ROW SEAT TO THE RHYTHM OF HIGH PERFORMANCE.

## KEYNOTE SESSION: MARK SCHULMAN

Monday, November 10, 2:30pm

Celebrity Drummer | Author | Peak Performance Expert

Get ready to ignite your energy and transform your mindset with Mark Schulman - world-class drummer for legends like P!NK, Billy Idol, Foreigner, Cher, and Stevie Nicks, and now your exclusive guide to unleashing rockstar performance in your life and business.

Through Mark's high-octane speaking style, deep business insight, and unforgettable, interactive musical experiences, you'll break the boundaries of what's possible. His keynote isn't just a talk - it's a concert, a mindset shift, and a masterclass in motivation all rolled into one.

- EXPECT
- ★ Electrifying drumming performances
  - ★ Transformational strategies for performance and leadership
  - ★ Interactive audience demonstrations that bring the beat to your seat

From stages around the world to Fortune 500 boardrooms, Mark has inspired over a billion people through sold-out concerts, 2,000+ keynotes, and music clinics. Now, he's bringing that same energy to our IPIA convention stage - with stories from the road, practical tools for success, and an attitude that will rock your world.



## EDUCATION SESSIONS

### TUESDAY

10:30am – 11:30am

#### **Fearless Pricing: How to Command the Prices You Deserve**



Casey Brown -  
Pricing Expert &  
Founder of Boost

Are you pricing from confidence - or from fear? In this fast-paced and engaging session,

you'll learn how to identify and overcome the mindset traps that can lead to undervaluing your products - especially in a competitive, seasonal market like ours. You'll walk away with insights and practical tools to help you evaluate your own pricing approach, strengthen your individual strategy, and make informed, confident decisions for your business. This session is designed for ice industry leaders who want to protect their margins and improve profitability based on business goals. Casey Brown is a pricing expert who has helped over 1,000 companies generate more than \$1 billion in profits. With 25 years of pricing expertise and a TEDx talk viewed nearly 4 million times, she brings powerful insights and real-world tools to help you price with purpose - and profit.

*This session will not include any discussion or suggestion of pricing agreements, discounts, margins, or other competitively sensitive information. All strategies are intended for individual business use and are to be implemented unilaterally in accordance with antitrust laws and IPIA's Antitrust Guidelines.*

IN THE  
*Lineup*

11:30am – 12:30pm

#### **The Invisible Workforce: How Businesses Are Using AI Agents to Outperform Their Competitors**



Nick Damoulakis -  
Founder & CEO of Orases

This business-focused session - designed specifically for ice industry leaders - will show you how to automate quality control, optimize delivery and inventory

during seasonal demand, and enhance customer retention with predictive tools. Through practical applications, discover how AI agents are transforming operations, reducing costs, and giving forward-thinking companies a competitive edge. Backed by a 100% AI implementation success rate and a proven "Phase 0" approach, you'll leave with actionable strategies, full presentation materials, and a free one-hour consultation to apply the concepts directly to your business. Nick Damoulakis brings 25 years of business process excellence combined with practical AI expertise that focuses on your business outcomes - not just the technology. He has been recognized by Gartner, Clutch.co, and the BBB for his leadership in digital transformation, growth, and award-winning workplace culture.

2:15pm (During Annual Business Meeting)

#### **Public Affairs Update**

Chris Lamond –  
Thorn Run Partners



Chris Lamond, IPIA's Public Affairs Consultant, will provide an update on the committee's recent successes and current initiatives.

He'll highlight key legislative and regulatory wins, industry advocacy efforts, and the strategic priorities guiding our public affairs work over the past year and into the year ahead.



## EDUCATION SESSIONS

### WEDNESDAY

11:00am – 12:00pm

#### **How to Thaw Your Culture Without Melting Your Profits**

Byron Skaggs, MDiv, CPMBC - Master Business Coach & Founder of Infinite Ping, Inc.



A healthy culture isn't just good for morale - it's a key driver of the price and terms you'll command when it's time to hand off the business. In this session, Byron Skaggs shows how thawing frozen communication with the

right blend of support and challenge lifts retention, protects margins, and raises the transferable value buyers and successors demand. Participants also get complimentary access to the 5 Voices assessment to pinpoint their leadership style and spark culture-boosting conversations back at the plant. Byron is a Certified Professional Master Business Coach with over 2,500 coaching hours and 25 years of executive leadership experience across diverse industries and global markets. He was named PBCA Coach of the Year in 2022 and co-leads Infinite Ping, Inc., an international boutique consultancy.

12:00pm – 12:30pm

#### **Global Perspectives: The International Ice Industry**

Join fellow industry professionals for a dynamic session exploring the ever-evolving landscape of the international packaged ice market. From emerging trends and shifting consumer behaviors to global challenges and growth opportunities, this session offers valuable insights into how the ice industry is expanding and adapting across borders. Whether you're already active in international markets or looking to broaden your perspective, this conversation will help you stay informed, inspired, and connected.

### THURSDAY

9:30am – 11:00am

#### **Insights & Exchange: Expert Talk & Collaborative Roundtables**

(Includes Continental Breakfast)

Get ready for an energizing and interactive session designed to spark ideas, address real-world challenges, and inspire action. You'll hear quick, TED-style talks from seasoned experts offering insights on key industry topics - followed by collaborative roundtable discussions where you can dive deeper, share experiences, and connect with peers. Discussion topics will be shaped by member input through pre-convention polling, ensuring the content is timely, relevant, and driven by what matters most to you.



## CONVENTION ACTIVITIES



### TUESDAY

#### Ladies/Spouse Activity

November 11, 9:00 am – 11:00 am

**Cost:** Included in spouse/guest registration – advance RSVP is required.

#### Ladies Breakfast & Morning Out in Nashville

Join Holly Milewski for a delightful morning of coffee, conversation, and community! All ladies and spouses are warmly invited to enjoy a light breakfast and fresh coffee. Afterward, you're welcome to join an optional leisurely stroll down Broadway as we browse for the perfect pair of classic Nashville boots! Relax, connect, and explore - southern style.

### WEDNESDAY

#### 2 Optional Activities

November 12, 2:30 pm – 5:00 pm

#### Topgolf or Country Music Hall of Fame Tour



#### OPTION 1

##### Swing into Fun at Topgolf Nashville!

500 Cowan St., Nashville, TN 37207

**Cost:** \$95.00

Come join your IPIA friends for an unforgettable experience at Topgolf Nashville - a premier entertainment destination where fun meets friendly competition. Whether you're a golf pro or picking up a club for the first time, you'll love aiming for giant outfield targets while the high-tech balls score themselves! Relax, play, and connect with friends over great food and drinks from the on-site sports bar and restaurant. No pressure. Just great times!

#### OPTION 2

##### Country Music Hall of Fame® and Museum - Historic RCA Studio B Tour

222 Rep. John Lewis Way S., Nashville, TN 37203

**Cost:** \$75.00

Join us for a guided tour of the iconic Country Music Hall of Fame® and Museum, where the rich legacy of country music comes to life. Explore engaging exhibits and hear captivating stories about the people, places, songs, and stages that shaped Nashville and the genre itself. From pioneers to legends, this experience offers a deep dive into the roots and evolution of country music. Enhance your tour with an optional visit to Historic RCA Studio B, where music history was made. Stand in the very studio where icons like Elvis Presley, Dolly Parton, and Waylon Jennings recorded timeless hits and launched legendary careers.

### THURSDAY

#### Optional Activity

November 13,  
11:15 am – 3:45 pm

(Load buses from  
11:15am – 11:30am)

#### Ice Plant Tours & Lunch

**Cost:** This is included in the convention registration fee. Advance RSVP is required.



#### The Home City Ice Company

7261 Centennial Blvd.,  
Nashville, TN 37209



#### Tennessee Valley Ice Company

321 Mason Road,  
La Vergne, TN 37086

Please join us for an afternoon of plant tours and lunch at Home City Ice and Tennessee Valley Ice Company. Transportation and lunch will be provided.





## CHAIRMAN'S PARTY

Wednesday, November 12  
6:30pm – 9:30pm

## HONKY TONK TAKEOVER AT OLE RED

300 Broadway, Nashville, TN 37201

Cost: Included in Full or  
Spouse/Guest registration.

**JOIN US ON THE  
DANCE FLOOR!**



Dust off your boots, grab your cowboy hat, and get ready to party IPIA-style at Blake Shelton's Ole Red - right in the heart of Nashville!



We've rented out all four floors, all the way up to the rooftop, for a private 'Honky Tonk Takeover' you won't want to miss.

Join our Chairman, Fred Lomangino, and connect with fellow attendees and friends for an unforgettable evening of live music, great food, signature drinks, and incredible views of Broadway. From the main stage to the rooftop, this is your all-access pass to the best party in town.

For those who prefer a more relaxed vibe, we've got a dedicated third floor featuring an acoustic duo to set a chill atmosphere while still enjoying the energy of the night.

It'll be a night that captures everything you love about Nashville – country vibes, good music, and great times!



## FAST FACTS & HOTEL OVERVIEW



### RENAISSANCE NASHVILLE HOTEL

611 Commerce St., Nashville, TN 37203

The Renaissance Nashville Hotel is a stylish haven and legendary hotel in Nashville, TN, boasting modern and inspiring features.

This Music City hotel is in the heart of downtown, attached to Fifth + Broadway and steps from attractions such as Bridgestone Arena and Ryman Auditorium. Recharge in upscale hotel rooms and suites with plush bedding, expansive workstations and striking views of downtown Nashville. After a day of fun, delight your palate with handcrafted Southern fare at Little Fib, the hotel's signature restaurant. Designed to reflect the history and spirit of the city, this luxury hotel in Nashville invites you to discover the difference.

### HOTEL RATE

\$299 per night, + taxes\* (Hotel destination fees are waived for IPIA attendees.)

\*Currently 16.25% + \$2.50 state and local taxes.

#### Renaissance Nashville Amenities Include:

- ★ Complimentary Wi-Fi
- ★ Fitness Center
- ★ Indoor Pool
- ★ Hot Tub
- ★ Onsite Restaurant & Bars

### HOTEL ONLINE RESERVATIONS

Please go to [packagedice.com](http://packagedice.com) under the Events & News, 2025 Convention section for the link to hotel sleeping room reservations.

### RESERVATIONS BY PHONE

We recommend using the online link, but if you prefer to call direct to request hotel reservations and the IPIA rate, the hotel number is (615) 255-8400.

### SLEEPING ROOM GUARANTEE

A credit card guarantee, along with a first night's deposit, will be required to hold your reservation. Any cancellations made within 72 hours of arrival day will forfeit (1) night's room & tax.

### PARKING

- ★ Valet: \$65 daily (in and out privileges apply)
- ★ Self-parking: Available nearby but is not affiliated with the hotel.



## REGISTRATION DETAILS

|  | Early Bird: 7/9-9/10/25                | Regular: 9/11-10/10/25                 | Late: 10/11-Convention                   |
|--|--|--|--|
| <b>Full Registration</b>   | \$850 (Member)<br>\$1,130 (Non-Member) | \$925 (Member)<br>\$1,205 (Non-Member) | \$1,025 (Member)<br>\$1,305 (Non-Member) |
| <b>Exhibit Hall Pass</b>   | \$625 (Member)<br>\$815 (Non-Member)   | \$700 (Member)<br>\$890 (Non-Member)   | \$800 (Member)<br>\$990 (Non-Member)     |
| <b>Spouse/Guest Registration</b><br>(must be accompanied by a full registration) | \$695 (Member)<br>\$795 (Non-Member)   | \$770 (Member)<br>\$870 (Non-Member)   | \$870 (Member)<br>\$970 (Non-Member)     |

## FULL REGISTRATION INCLUDES

- ★ Access to all convention & trade show events, except for optional tours and activities
- ★ All events in the exhibit hall, including (2) breakfasts and (2) receptions
- ★ Ice plant tours and lunch
- ★ Chairman's party and final cocktail reception
- ★ Access to all education sessions
- ★ Ladies/spouse continental breakfast

## EXHIBIT HALL PASS INCLUDES

- ★ All events in the exhibit hall, including (2) breakfasts and (2) reception
- ★ Ice plant tours and lunch
- ★ *Does not include chairman's party or closing reception*

**NOTE:** Suppliers must first have (1) full registration to be eligible to purchase exhibit hall passes.

## SPOUSE/GUEST REGISTRATION INCLUDES

- ★ All events in the exhibit hall, including (2) breakfasts and (2) receptions
- ★ Ice plant tours and lunch
- ★ Chairman's party and final cocktail reception
- ★ Ladies/spouse continental breakfast

*Spouse/guest refers to significant others or family members (18 years of age and older) only. This option is only available when accompanied by a full registration. The spouse/guest registration permits an individual to accompany a regular convention registrant to select convention events. This option is NOT for individuals who would otherwise need to pay for a full registration, including industry or supplier member company representatives.*

## REGISTRATION POLICIES

**Attendee Badges** – All paid registration categories (i.e. full registration vs. exhibit hall pass) will be identified by the attendee's badge holder color. Badges are monitored at all events. Badges cannot be shared between multiple attendees. Badges are non-transferable except for official substitutions/name changes from the same company.

**Registration Packages** – Attendees are allowed into the events for which they have paid for, as outlined under the "Registration Details" section.

- ★ For the online registration link, please visit the [packagedice.com](http://packagedice.com) website under Events & News and select 2025 Convention
- ★ Individual event tickets are not sold in advance
- ★ Offsite activities and optional tour refunds require notice by Friday, October 24, 2025  
Name changes only are permitted after this date, but no refunds

**Payment** – You have the option to pay by check or credit card. Please be aware there is a 4% processing fee added to your invoice to pay by credit card. If you do not want to pay this fee, please be sure to send in check payment within (30) days of submitting your registration and no later than September 26, 2025. All checks should be made payable to IPIA and mailed to the IPIA office at 1519 Dale Mabry Highway, Ste. 202, Lutz, FL 33548.

**TO REGISTER:** [packagedice.com/2025-convention](http://packagedice.com/2025-convention)

## SPECIAL CONVENTION PRICING

IPIA member pricing for the 2025 Convention will be extended to all members of the following regional associations: CAII, EPIA, GLIA, MO Valley, NIA, PIAA, SIE, and SWIA.

## NEED ASSISTANCE?

If you need assistance with your registration or would like a hard copy of the registration form, please contact our convention planning team at [ipia@suncoastmeetings.com](mailto:ipia@suncoastmeetings.com) or (813) 852-1977.

## CANCELLATION POLICY:

Refunds for registration fees will be granted if the request is received 30 days prior to the start of the Convention (Friday, October 10, 2025). There is no charge for substitutions/name changes. A \$75 processing fee will apply to all refunds requested more than 30 days prior to arrival date. Cancellations prior to 7 days (but within 30 days) will be subject to a \$150 processing fee. There will not be any refunds within 7 days prior to the convention although substitutions/name changes from the same company will be at no charge. Refunds for optional tours and activities require notice by Friday, October 24, 2025.



## WHAT MAKES NASHVILLE DIFFERENT?



Nashville, TN, known as “Music City,” is a vibrant hub of culture, creativity, and history. Founded in 1779, it played a pivotal role in the Civil War and grew into a key center for commerce and education. Nashville’s heart beats to the rhythm of music - especially country music, thanks to iconic institutions like the Grand Ole Opry, Ryman Auditorium, and the Country Music Hall of Fame. Stroll

down Broadway to catch live performances in honky-tonks, or explore local eats and art in neighborhoods like East Nashville and The Gulch. With historic landmarks, lively nightlife, and Southern charm, Nashville offers something for everyone.

## GET SET FOR MUSIC CITY

### AIRPORT OPTIONS:

(BNA) Nashville International Airport  
(8.4 Miles/13 Minutes from hotel)

### DRESS CODE:

Dress code for all convention events is business casual. Don’t forget to pack your best country western look for our Honky Tonk Takeover Chairman’s Party! Boots, hats, and Nashville flair highly encouraged!

### NOVEMBER WEATHER:

Temperatures typically range between the mid to high 60s in the daytime and the high 40s at night.

THE IPIA, ALONG WITH THESE ASSOCIATIONS, INVITE YOU TO JOIN IN!

