

WERC 2018

ANNUAL CONFERENCE & SOLUTIONS CENTER



THE SUPPLY CHAIN RUNS THROUGH HERE

WERC
41st Annual Conference
for Logistics Professionals
2018 MAY 6 - 9
CHARLOTTE
NORTH ★ CAROLINA

EXHIBIT AND SPONSORSHIP PROSPECTUS

Showcase innovative solutions and create real business growth.



IT'S NOT YOUR TYPICAL TRADE SHOW. IT'S THE WERC SOLUTIONS CENTER.

The Warehousing Education and Research Council (WERC) is the only national organization devoted to warehouse and logistics management professionals and their roles in the greater supply chain. Each year we strive to build a premier conference experience that gives our members and attendees new ideas and information to support their success in this dynamic industry.

Our Solutions Center — and ultimately, you — are a key component of that experience. We've designed our Solutions Center to be a meaningful opportunity for attendees, exhibitors and sponsors to exchange knowledge, innovations and solutions that will advance businesses and the industry. As such, you'll create strong connections and real growth opportunities to drive you toward your goals.

New this year are WERC's learning pods, which put you front-and-center with a captivated audience. We've created this feature for two reasons. First, based on your feedback, we know you want more opportunities for direct and high-quality interaction with potential new business, and so we're delivering. Second, we want to provide our conference attendees with interesting learning experiences that present real-world, practical solutions they can implement in their work.

Choosing to exhibit with or sponsor WERC 2018 is choosing quality. Just as we are committed to delivering a premium conference experience to delegates, so too are we in creating meaningful business development and knowledge exchange opportunities for you.

We can't wait to welcome you in Charlotte, North Carolina.

Sincerely,

Gerald Perritt

Vice-Chair, WERC 2017 Conference
Senior Vice President
Kuehne + Nagel

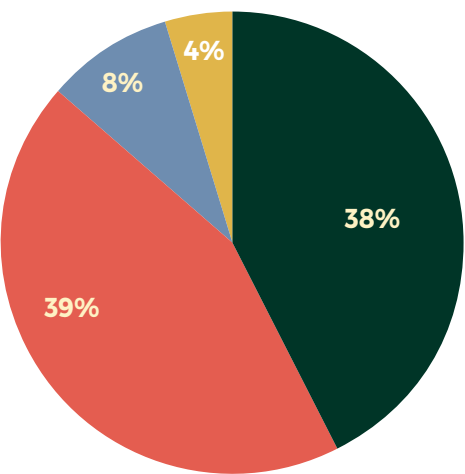
Jerry Pimental

Vice-Chair, WERC 2018 Conference
CEO & Owner
Paladin Supply Chain Solutions



WERC ANNUAL CONFERENCE & SOLUTIONS CENTER

WHO ATTENDS?

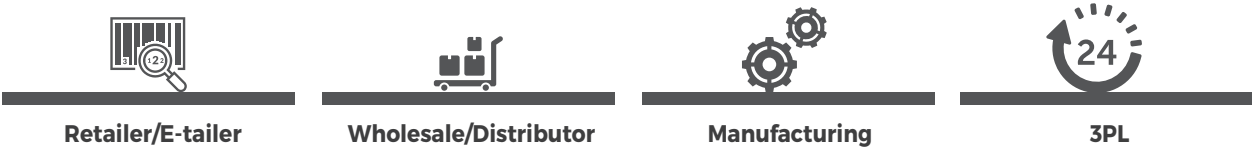


■ President/Exec/Director: 38% ■ Staff: 8%
■ Manager/Supervisor: 39% ■ General Manager: 4%

Exhibiting at and sponsoring WERC's Annual Conference and Solutions Center puts you in a prime position to meet with leaders and decision-makers at companies of all sizes from across the country.

"Having attended a variety of conferences in different industries, I've found WERC to be at the top of them in the value and insights it provides. It is truly a little of everything that makes WERC stand out: from the participants who seem very open to networking and the stimulating WERC app, to the informative and useful sessions, group discussions and tours. All of it together make for a very valuable conference." - 2017 WERC Conference & Solutions Center attendee

TOP 4 BUSINESS TYPES



90% SATISFACTION RATE FROM ATTENDEES

"I've attended a lot of tradeshow, however, WERC is probably the most well-organized and utilized unique ideas such as lead scanning technology. I'll definitely be back." - 2017 Solutions Center exhibitor

"WERC 2017 exceeded my expectations when it came to networking. This was only my second year, but I saw a many familiar faces, and met a lot of new people as well. Great conference!" - 2017 Solutions Center exhibitor

SOLUTIONS CENTER CYCLE



PROGRAM

WERC prides itself on creating a conference experience that is energetic, fresh and personal. In-depth educational sessions are broken up with exploratory Solutions Center breaks, exclusive facility tours and, of course, opportunities to build and strengthen all-important networks and business connections.

We understand you have to closely evaluate your conference choices every year, weighing the outcomes against the investment. As the only national representative of warehousing and logistics professionals, and the premier advancement and networking conference for the industry, we're confident you'll find that success runs through here. Consider these numbers:

1,000+

ATTENDEES

120

EXPERT
PRESENTERS

80

PEER-DRIVEN
SESSIONS

12

LOCAL FACILITY TOURS

6

UNOPPOSED HOURS OF
EXHIBIT TIME

A detailed conference schedule will be released in February.

Sunday, May 6

10 a.m. - 6 p.m.

Solutions Center Move-In

Tuesday, May 8

11:30 a.m.-1:30 p.m.

Solutions Center Open

Monday, May 7

12-2 p.m. and 4:30-6:30 p.m.

Solutions Center Open

Tuesday, May 8

1:30 - 6:00 p.m.

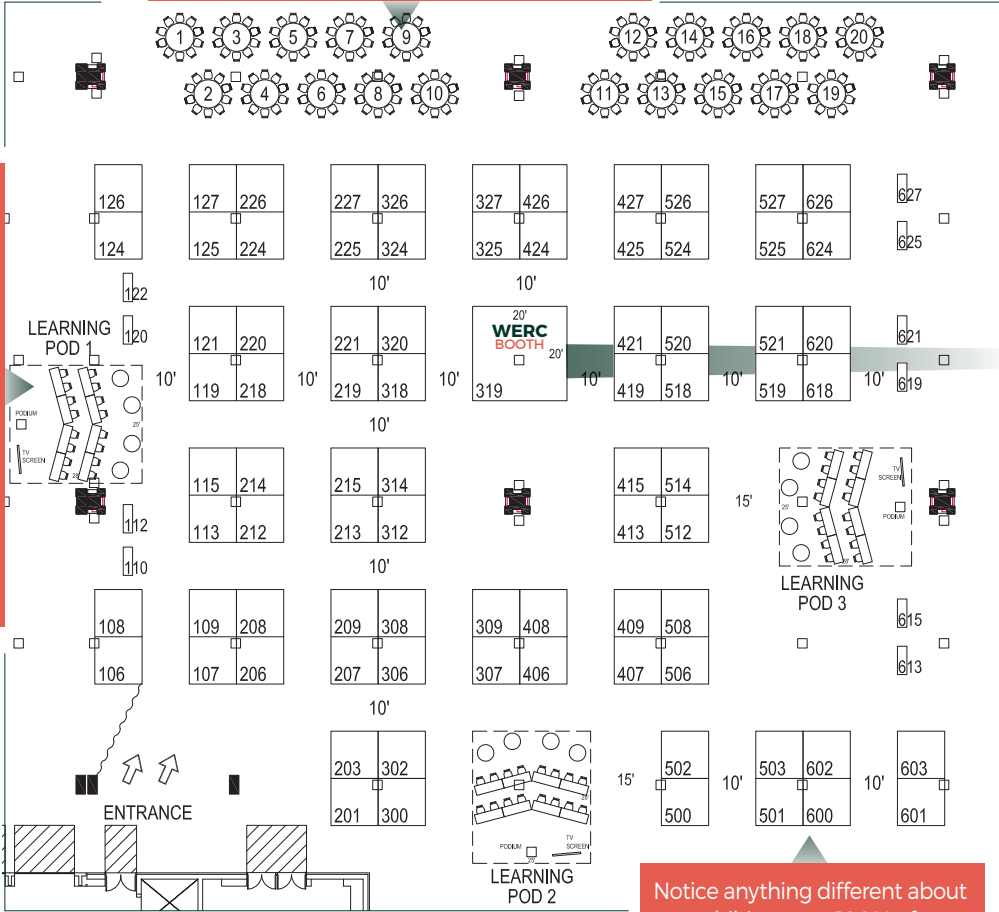
Solutions Center Move-Out



FLOORPLAN

Enjoy a change of scenery from your booth with reserved tables. Host a meeting or chat one-on-one with new business contacts. Lunch is on us!

NEW! We've created "learning pod" spaces in which exhibitors can lead intimate sessions or demonstrations with 10-20 attendees. Advance sign-up is required from attendees and exhibitors will receive contact information. Limited pod availability, so book soon!



Don't forget to stop by and say "hi" to the WERC team!

Notice anything different about our exhibit space? 100% of our spaces are corner booths.



SPONSORSHIP OPPORTUNITIES

If you have services, products or technology with applications in the warehousing and logistics industry, you won't find a better opportunity than our annual conference and Solutions Center to showcase them. Our attendees come to the conference on the lookout for innovations and solutions that will improve their warehouse operations. Put yourself in their paths by exhibiting or sponsoring.

When you sign up to be an exhibitor or sponsor for WERC's Annual Conference and Solutions Center, we automatically provide:

- At least one full conference registration
- Entrance to all networking events
- Conference app access with private messaging capabilities and lead scanning reports
- VIP service and exclusive savings on hotels

We offer a variety of options to take your presence at our conference to the next level:

- Additional conference registrations
- Extended opportunity to submit an educational session proposal
- Area allotment and positioning selection in the Solutions Center
- Reserved tables for networking and meetings during lunches, and reception
- Enhanced logo and brand presence
- Inclusion in emails to WERC members, conference attendees and others
- Push notifications and promoted posts within app

ADDITIONAL OPPORTUNITIES

In order to help you maximize your investment with WERC, our team is available to work with you and build the kind of presence you want and need with our warehousing and logistics audiences. On top of package options, we've created an additional menu of options to enhance your experience:

- **NEW! Learning pod presentations** (limited availability)
- Savings on additional conference registrations
- Promotional emails or app posts
- Targeted sponsorship opportunities such as Women@WERC, BeerLogic, charging stations, corporate member lounge, and more!

SAMPLE EXHIBITOR PACKAGES

Limited number of sponsor packages available.

	Solutions Partner Tabletop	Solutions Partner Booth	Patron	Benefactor	Champion
Solutions Center Presence	8' table	10x10 booth	10x10 booth	10x20 booth	20x20 Booth
Reserved Networking and Lunch Table	n/a	Available for purchase at \$300	✓	✓	✓
Full Conference Registration	One	One	Two + up to two additional full conference registrations at \$650 each	Three + up to three additional full conference registrations at \$650 each	Four + up to four additional full conference registrations at \$650 each
Booth Staff Pass Does not include educational sessions. Upgrade to full conference for \$650.	n/a	<div>✓</div> one available			
Email Marketing Direct email distribution to all registered attendees. More available for purchase.	Available for purchase			One before or one after conference.	One before and one after conference.
Logo + Brand Visibility All placement dependent on commitment date	Solutions Partner online directory		Small logo: WERC website, trade press ads, promo emails and brochures, member newsletter, conference guide, and signage.	Medium logo: WERC website, trade press ads, promo brochures and links in emails, member newsletter, conference guide, and signage.	Large logo: WERC website, trade press ads, promo brochures and links in emails, member newsletter, conference guide, and signage.
Mobile App Integration Complete attendee list with private messaging capabilities, listing in interactive floorplan and Solutions Partner directory, lead scanning.	✓	✓	<div>✓</div> + one promoted post	<div>✓</div> + one promoted post and one push notification	<div>✓</div> + two promoted posts and two push notifications
Investment:	\$2,495	\$3,995	\$10,000	\$15,000	\$20,000

PAST ATTENDEES

More than 1,000 warehousing and logistics professionals attend WERC's Annual Conference and Solutions Center. Representing companies small and large from across all sectors — and the country — attendees are looking to discover new innovations and tested solutions that can help improve their operations. Exhibit in WERC's Solutions Center and you could connect with companies such as those listed below and more, as this isn't the exhaustive list! We've **highlighted** our corporate members, companies who understand the importance of investing in the ongoing professional development of their people and regularly send an executive team to the conference .

1800 Contacts

Acushnet Company
adidas Group
Alex and Ani
Amazon
AmerisourceBergen
Amway Corporation
Arizona Public Service Company
AutoZone, Inc.
Baxter Healthcare
Bayer Healthcare
Belk, Inc.
Benjamin Moore & Co.
Boise Paper Solutions
Breakthru Beverage Florida
Briggs & Stratton Corporation
Brock Supply Company
BSN Sports
Bumble Bee Seafoods, LLC
Burlington Stores, Inc.
Bush Brothers & Company
BuySeasons Inc.
Canadian Tire Corp.
Cardinal Health
Cargill
Chamberlain
Chico's FAS, Inc.
Coach
Coca-Cola North America
Colgate-Palmolive Company
Colony Brands, Inc.
Cooper's Hawk Winery and Restaurants
CVS Health
Dean Foods/ Garelick Farms Lynn
Deere & Company
Dell
DePuy Synthes
Dillard's
Driscoll's
DSW Inc.
Duke Energy
E & J Gallo Winery
FedEx
Ferrara Pan Candy Company
Fisher & Paykel Healthcare, Inc.
Food Lion
Foodstuffs South Island Ltd.

Foot Locker
Garmin International
GE Aviation
Genentech, Inc.
General Dynamics IT
General Mills, Inc.
Genzyme Corporation
GOJO Industries, Inc.
Gopher Sport
Gordon Food Service
Graco Supply Co.
Greenville Health System
Hasbro Inc
Helen of Troy
Herman Miller Inc.
Hope Global
Houghton Mifflin Harcourt Publishing Company
Hugo Boss
Humana Inc.
Independent Pharmacy Coop
Ingersoll Rand Company
Inmar
Intermountain Healthcare
Iron Mountain
J. Jill
J.W. Pepper & Son, Inc.
Johnson & Johnson Vision Care, Inc.
Johnsonville Sausage, LLC
KeHE Distributors
Kellogg Company
Kikkoman Sales USA, Inc.
Kohler
Kroger Corporate Logistics
Land O'Lakes
L'Oreal USA
Mars
Mayo Clinic
McKee Foods Corporation
McKesson Corporation
Meijer
Mercedes Benz US International
Michael Kors
Michelin
Micro Center
Microsoft
Mondelez International, Inc.
Mylan Pharmaceuticals

Nature's Way
Nestle USA
New Balance Athletic Shoes
Ocean Spray Cranberries, Inc.
Owens Corning
Penguin Random House
Pep Boys
PepsiCo
Philips
Princess Auto Ltd.
QVC
Raytheon
Rinchem Company, Inc.
Robert Bosch Tools Corporation
Rockline Industries
Rockybrands
Royal Canin USA Inc.
Sam's Club
Saputo Dairy Foods USA, LLC
Sargento Foods
Schneider Electric
Sephora
Starbucks Coffee Company
Stop & Shop Supermarkets, LLC
Sun-Maid Growers of California
Sunsweet Growers, Inc.
TempurSealy
Tessy Plastics
Teva Pharmaceuticals
The Container Store
The Home Depot
The J. Paul Getty Trust
The McPherson Companies
The Scotts Company
The Vermont Country Store
Tiffany & Co.
True Value Company
ULINE
Ulta Beauty
Unilever HPC, NA
Vitamix Corporation
Walmart Stores, Inc.
WD-40
Wegmans Food Markets
Whole Foods Market
Yankee Candle
Younique Product

PAST EXHIBITORS

As an exhibitor at WERC's Solutions Center, you'll be in good company! Below is a list of some of the companies who have exhibited with us, but by no means a complete listing. We thank all the companies below, particularly our sponsors who are **highlighted**.

360data
4SIGHT Logistics Solution
A. Duie Pyle, Inc.
ACT Operations Research
ADSI
Advance Storage Products
Advantech-DLoG
AFMS - Global Transportation Logistics
Allied Distribution Services, LLC
AmbaFlex, Inc.
A-Safe, Inc.
Ascension Logistics
Banneker Industries, Inc.
Bastian Solutions
Big Joe Forklifts
BOPLAN USA, Inc.
Box On Demand
Cascade Corporation
CipherLab USA
Cisco-Eagle
CMAC, Inc.
Columbia Machine, Inc.
Combilift USA
Conti Systems, Inc.
Cree, Inc.
Crown Equipment Corporation
Cubic Designs, Inc.
CubiScan
Cushman & Wakefield
DASKO
Dematic
DM Logic, LLC
EcoZohm, LLC
EMS Barcode Solutions
EnerSys
FedEx Supply Chain (FKA GENCO)
First Flight Solutions
FLEXE, Inc.
Flow-Rite Controls
FOX IV Technologies, Inc.
Frazier Industrial Company
Future Industrial Technologies, Inc.
GBMP
GMR Safety Inc
Handheld
HighJump
Honeywell Scanning & Mobility
I.D. Systems, Inc.
Industrial Netting
Infor

Insource Technology
Integrated Systems Design - ISD
Intella Liftparts, Inc.
Intelligrated Software
International Business Systems
io-consultants L.P.
Ivanti
JDA Software
KENCO
Knapp Logisitics Automation Inc.
Kronos Incorporated
LEGACY Supply Chain Services
Logistick, Inc.
Lucas Systems, Inc.
Made4net
Manhattan Associates
META Storage Solutions, Inc.
Miebach Consulting
MobileDemand
Murata Machinery
National Retail Systems
New Age Industrial
Newcastle Systems, Inc.
OnTrac
Open Sky Group
Optricity Corporation
ORBIS Corporation
Palisades Logistics, LLC
Panacea Aftermarket Co.
Penske Logistics
Peoplelink Group
Proaction International
ProLogistix
ProShip, Inc.
Protection 1
Raymond Corporation
REB Storage Systems
International
Reliable Management Solutions, LLC
RMG Networks
Rockford Construction
SalSon Logistics
SATO America
Schaefer Systems Intl, Inc.
Shipware, LLC
Siggins
Smart Gladiator
SmartBOL
Softeon, Inc.
Sologlobe

SourceAmerica
Swisslog Logistics, Inc.
System ID Warehouse
System Logistics
TECSYS, Inc.
Texas Barcode Systems
Trelleborg Wheel Systems
Americas, Inc.
TZA
Ultimate Roofing Systems
UNEX Manufacturing Inc.
Voiteq, Inc.
Voodoo Robotics
West Monroe Partners
WSI
Xact Warehouse Solutions
Yale Materials Handling Corporation
Zebra



COMMITTEES

Thank you to all the people listed below who lend their time and expertise to the development of the WERC 2018 Annual Conference and Solutions Center. With their contributions, we are ensuring the conference is peer-driven, and a true reflection of current trends and issues in our dynamic industry.

2018 WERC Conference Committee

2018 Conference Chair

Gerald Perritt

Senior Vice President, Kuehne + Nagel

Local Engagement Committee Chair

Sheila Benny

Executive Vice President, Optricity Corporation

2018 Conference Vice Chair/2019 Chair

Jerry Pimental

CEO & Owner, Paladin Supply Chain

Subject Matter Experts (SMEs)

Greg Boring, Kenco

Chad Claude, DHL Supply Chain

Brian Devine, EmployBridge

Michael Gingerella, Rinchem Company, Inc.

Rick Gott, WL Gore

Randy Holtzapple, BDP International

MaLinda Lewis, Walmart Stores, Inc.

Jason Minghini, FW Warehousing

Paul Nugent, Kohler Co.

Stephen Sargunaraj, Kuehne + Nagel, Inc.

Tim Scott, Metro Ontario Inc.

Paul Slack, Amway Corp.

Arch Thomason, Sunland Logistics Solutions

Ellen Voie, Women in Trucking Association, Inc.

Greg Youngghans, Reliable Management Solutions

Reviewers

Damian Burke, Auto Plus Auto Parts

Alec Campbell, AJC Consulting, LLC

Judi Griffin, Burkhart Dental

Larry Hargreaves, Hopewell Logistics

Marvin Logan, Bastian Solutions

Michael Lunsford, AutoZone, Inc.

Alison Martin, Penguin Random House

Bill Miller, Faure Brothers Corp.

Chaneta Montoban, Sam's Club

Mark Schmale, Nippon Express USA

Dino Stamatiou, TECHSYS

Tim Talarico, Locus Robotics

Robert Ulery, Fortna

CONTACT US

Get in touch with us today to create an exhibitor or sponsor package that can be tailored to meet your corporate needs!

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www.werc.org/2018