

THE SUPPLY CHAIN



RUNS THROUGH **US**

**2019 WERC
SOLUTIONS PARTNER
PROSPECTUS**

WERC

42nd Annual Conference
for Logistics Professionals

APR 28 - MAY 1

2019

COLUMBUSOHIO

INSPIRE

Educate people.
Elevate the industry.
Expand your business.

WERC.ORG/2019



“ I often find tools, software solutions and good peer-to-peer information, but this year I found inspiration. I found how important my job is and how I can also find my joy in what I do, and for whom. ”

2018 WERC Annual Conference Attendee

Why WERC?

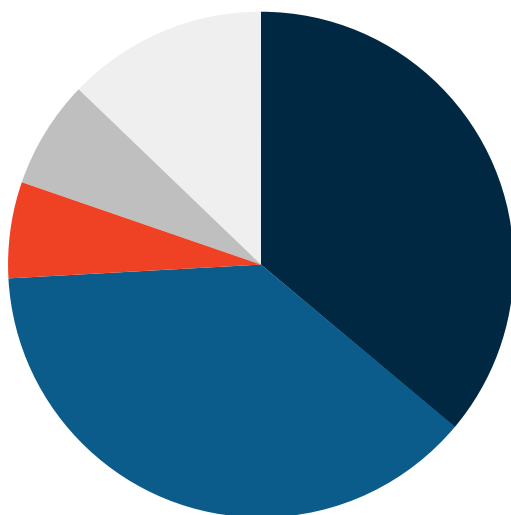
GET IN THE ROOM WITH INDUSTRY LEADERS

The Warehousing Education and Research Council (WERC) is the only national association devoted entirely to supporting warehouse and logistics management professionals, and they come to our conference to build strong, lasting relationships with companies that can help them work faster and smarter.

“ We come to WERC every year because this is where the true leaders of the logistics and warehousing industry come together. We wouldn’t miss it for the world. ”

Ken Ruehrdanz

Warehouse & Distribution Market Manager, Dematic
2018 Annual Conference Solutions Partner & Sponsor



Who attends?

President/Executive/Director	36%
Manager/Supervisor	38%
General Manager	6%
Staff	7%
Other	13%

Two out of every three WERC conference attendees are C-suite executives and managers, most with purchasing power.

Why WERC?

TAKE ADVANTAGE OF POWERFUL ENGAGEMENT OPPORTUNITIES

We understand that you appreciate high-quality opportunities for direct interaction with prospects, and here they are. After a successful introduction last year, our learning pods are back, giving you a platform to lead intimate demonstrations with up to 24 attendees. We've also invited companies to submit presentation proposals to showcase their expertise in the top trends and challenges of the industry. Position yourself as a thought leader and engage with potential clients like never before.

“ [WERC attendees] are always looking to improve their facilities. They have a specific need, they're trying to learn something new or trying to improve their business. The quality of people that attend is very important to us. ”

Michael Stridick

Industry Sales Manager, Yale Materials Handling Corp.
2018 Annual Conference Solutions Partner & Sponsor

“ The conference showcased the many facets of warehousing and logistics, and the influence and importance in keeping our economy moving. The overall atmosphere and exchange of ideas was free-flowing, exciting and very helpful. ”

2018 WERC Annual Conference Attendee

TOP 4 BUSINESS TYPES PARTICIPATING IN THE CONFERENCE



Retailer/E-tailer

12%



Wholesale/Distributor

14%



Manufacturing

18%



3PL

17%

BOOST BRAND AWARENESS AND INCREASE ROI

Our brand new, fully customizable Solutions Partner offerings give you unparalleled control over your messaging and outreach at the WERC Annual Conference. Create a one-of-a-kind experience that supports your performance objectives and increases your ROI.

“ WERC is a lot different because it’s educational. It’s good for us to see what’s going on in the industry, as well as share our knowledge. ”

Andrew Lockhart

Vice President Sales, TGW Systems Inc.

2018 Annual Conference Solutions Partner & Sponsor

372,000+

The number of potential impressions you could make thanks to our expert email marketing

24,000

The number of warehousing and logistics professionals we reached with every one of our conference emails

22

The number of emails WERC sends that could feature your logo to prospective and registered attendees, as well as potential Solutions Partners



EXPAND YOUR NETWORK AND BUILD RELATIONSHIPS

WERC's Annual Conference is hands-down the best place to build authentic, long-term relationships with industry leaders and decision-makers. We've broken down the walls of the traditional exhibit floor to create an unparalleled total conference experience for our Solutions Partners. In between six unopposed hours of Solutions Center visiting time and exclusive networking events, our Solutions Partners will join conference attendees for our dynamic and engaging conference program. You'll sit side-by-side with attendees (and prospective clients!) to learn about the latest innovations, tested solutions and rising challenges of the logistics and warehousing industry. Our total conference experience is your best opportunity in this industry for meaningful business-building.

“ The traffic is a good mixture of new people that we haven't seen, who are interested in our products, as well as our customers who always come to this conference and come by to say hello. ”

Dan Basmajian

President & CEO, Optricity

2018 Annual Conference Solutions Partner & Sponsor

1,000+

Attendees

120

Expert Presenters

80

Peer-Driven Sessions

12

Local Facility Tours



“ WERC is a great networking environment with very valuable learning sessions. I enjoyed visiting the booths. ”

2018 WERC Annual Conference Attendee

98%

Percentage of attendees who are satisfied with the WERC Conference experience



THE ALL-NEW 2019 SOLUTIONS PARTNER PROGRAM

***WE'VE COMPLETELY OVERHAULED THE
SOLUTIONS PARTNER PROGRAM FOR 2019.***



It's simpler.

We've streamlined the process so it's easy to navigate. All Solutions Partner options are combined in one simple program.

It's tiered to maximize your ROI.

Unlock bigger and better rewards as you increase your commitment to engaging with WERC attendees.

It's fully customizable.

Build your own package and select the options that will help you meet your unique organizational goals.

It's laser-focused on solutions.

Attendees come to our conference looking for ideas that will help them work faster and smarter. Our purpose is to connect you with them and drive the industry forward.

The All-New 2019 Solutions Partner Program

How It Works

STEP 1: Build Your Own Package

Select the Solutions Partner options that will help you reach your goals at WERC 2019 and beyond. The options can be found on pages 10-12.

STEP 2: Partnership Benefits

Our ultra-simple tiered partnership structure offers bigger, better benefits to the Solutions Partners who are most committed to engaging with WERC attendees. They're on pages 13-14.

STEP 3: Reach Out

We'd love to help. See page 15 for contact details.



STEP 1: Build Your Own Package

Basic Options

Conference Solutions Center Booths

(Does not include registration)

10 x 10 Corner Booth	\$2,495
Each additional corner 10 x 10 booth	\$1,995
8' Table Top (Limit one per company)	\$1,295

Additional Options

Additional Opportunities available exclusively to Solutions Partners with a Booth or Tabletop in the Conference Solutions Center

Learning Pod Session (24 available)	\$1,000
Reserved Round of 10 (20 available)	\$300
Pre &/or Post Conference Promotional Email	\$500
Mobile App Push Notification	\$500
Mobile App Promoted Post	\$400

STEP 1: Build Your Own Package

Upgrades or Stand-alone Options

Opportunities available to Solutions Partners with or without a booth/tabletop

Opportunities at the Conference

✓ Mobile App Title Sponsorship (1 available)	\$5,000
✓ Charging Locker (5 available)	\$2,500
✓ Lanyards (1 available)	\$2,500
✓ Women @ WERC Program Sponsorship (2 available)	\$5,000
✓ Beer Logic Sponsorship (1 available)	\$5,000
✓ Corporate Member Lounge Sponsorship (2 available)	\$5,000
✓ Conference WiFi Sponsorship (1 available)	\$5,000
✓ Kick Start Reception Sponsorship (2 available)	\$10,000
✓ Tuesday Evening Reception Sponsorship (2 available)	\$10,000
✓ Ohio WERCouncil Meet and Greet Reception (1 available)	\$2,500
✓ WERCouncil Leaders Recognition Dinner (1 available)	\$2,500

Opportunities outside the Conference

✓ DC Measures (5 available)	\$12,500
✓ WERC Salary Survey (1 available)	\$17,000
✓ Solutions @ WERC Webinar (12 available)	\$1,000
✓ WERC Web Ads	\$299-\$499

Have other ideas? Let us customize an opportunity for you!
Email sales@werc.org

STEP 1: Build Your Own Package

Solutions Partner Conference Registration and Membership Options

Solutions Partners save up to \$825 per person on conference registration. The bigger your team, the more you'll save!

Solutions Partner Full Conference Registration + Membership Bundle

	Regular Rate (per person)	Stay & Save Rate (per person)
Bringing 1 or 2 staff to the conference?	\$1,725	\$1,475
Bringing 3 or 4 staff to the conference?	\$1,650	\$1,400
Bringing 5 - 9 staff to the conference?	\$1,550	\$1,300
Bringing 10 or more staff to the conference?	\$1,450	\$1,200

Solutions Partner Full Conference Registration Only

	Regular Rate (per person)	Stay & Save Rate (per person)
Any number of staff	\$1,750	\$1,500

All Solutions Partner rates are valid until March 20, 2019. After that day, standard attendee rates apply (\$200 - \$825 higher per person).

Bundle rates include one year of WERC membership either from a new member's date of registration or from a current member's renewal date.

All Stay & Save registration categories require that each participant book a hotel reservation through the WERC website no later than March 20, 2019 and stay in an official WERC hotel during the conference. If these terms are not met, the registration will automatically be changed to a regular priced registration and charged accordingly.

STEP 2: Partnership Benefits

Solutions Partner Benefits

\$7,499 or less

Conference Benefits

- ✓ Access to app, including complete attendee list with private messaging capabilities
- ✓ Listing in the Solutions Partner Directory with logo and interactive floor plan, on both the WERC website and the conference mobile app (with booth)
- ✓ Lead scanning capabilities for use by all staff throughout the conference (reports include full contact information and notes)

Patron Solutions Partner Benefits

\$7,500 +

- ✓ **Everything offered to the Solutions Partner PLUS**

Conference Benefits

- ✓ Upgrades and inclusion in all directories*
- ✓ Logo placement on signage throughout the event, general session slides and video
- ✓ Unlimited access to the Corporate Member/Solutions Partner Lounge
- ✓ Up to 3 invitations to the VIP reception

Global Benefits

- ✓ Logo placement in all conference marketing materials distributed to approximately 24,000 industry professionals
- ✓ Option to submit a white paper or case study for publication*
- ✓ 3 job postings in the WERC Career Center

* Ask for details!

STEP 2: Partnership Benefits

Benefactor Solutions Partner Benefits

\$12,500 +

✓ **Everything offered to the Patron Solutions Partner PLUS**

Global Benefits

- ✓ 5% discount on WERC's Warehouse Assessment & Certification Program for up to two facilities* (can be gifted)
- ✓ 5 online learning session registrations (can be gifted)
- ✓ One DC Measures Comparative Report at a discounted rate*
- ✓ One DC Measures Annual Survey and Report on Industry Metrics at a discounted rate*
- ✓ 2 additional job postings in the WERC Career Center, for a total of 5

Champion Solutions Partner Benefits

\$17,500 +

✓ **Everything offered to the Benefactor Solutions Partner PLUS**

Global Benefits

- ✓ One, stand-alone email message to 24,000+ addresses in WERC database, subject to approval, based on availability. This unrivalled opportunity to reach an exclusive audience has a value of over \$4,000, and will set you apart from the crowd.
- ✓ 5 additional online learning session registrations, for a total of 10 (can be gifted)
- ✓ 5 additional job postings in the WERC Career Center, for a total of 10
- ✓ An additional 5% discount on WERC's Warehouse Assessment & Certification Program for up to two facilities, for a total of 10% off!* (can be gifted)

* Ask for details!

STEP 3: Reach Out



WE'RE STANDING BY TO HELP YOU GET STARTED

Just as we are committed to delivering a premium conference experience to attendees, so too are we in creating meaningful opportunities for you to showcase your solutions and innovations to industry leaders.

We look forward to partnering with you!



WALTER WILLETT

630-320-5816
sales@werc.org



Past Solutions Partners

AbeTech	FreightSnap, LLC	ProLogistix
ADT/Protection 1	Future Industrial Technologies	REB Storage Systems International
AmbaFlex, Inc	FW Logistics	Reliable Management Solutions, LLC
AML	Georgia College & State University	RMG Networks
Apex Storage	GMR Safety Inc	Rockford Construction
Apex Supply Chain Technologies	Handheld	SATO America
A-Safe, Inc.	HighJump	ScanSnap
Ascension Logistics	Hydrian Inventory Optimization	Schneider Electric
Atlas Injury Prevention Solutions	Intelligrated	Secure Mobile Solutions
Axonify Inc.	io-consultants L.P.	Shoppa's Material Handling - Toyota
Bastian Solutions	Itorizon Inc	Siemens Postal, Parcel & Airport Logistics LLC
BKD, LLP	Ivanti	Siggins
Blue Horseshoe	iWAREHOUSE	SmartBOL
Boplan USA	JDA Software	Softeon
Camelot 3PL Software	Jones Lang LaSalle	SSI Schaefer Systems International Inc.
Cascade Corporation	Kiser Harriss Chemical Distribution Centers	Supply Chain Optimizers LLC
CipherLab USA	Kuecker Logistics Group	Swisslog
Cisco-Eagle	Landair	System Logistics Corporation
Cloudleaf, Inc.	LEGACY Supply Chain Services	TECSYS INC
Commonwealth Supply Chain Advisors	Lucas Systems	Texas Barcode Systems
Conexiom by ecmart	META Storage Solutions, Inc.	TGW Systems Inc.
Conti Systems, Inc.	Miebach Consulting	The Raymond Corporation
Crown Equipment Corporation	Mohr Partners, Inc.	TouchPath
CubiScan	Murata Machinery	Trex Company, Inc.
DASKO Label	Newcastle Systems, Inc.	Triage Partners
Dematic	Open Sky Group	Ultimate Roofing Systems
DFW WMS Solutions	Optricity	UNEX Manufacturing Inc
Distributors & Consolidators of America (DACA)	ORBIS Corporation	Unsupervised.ai
DMLogic LLC	Peoplelink Staffing	ValuTrack
EAM-Mosca Corp.	Pierce Distribution Services Company	VEBAR USA, LLC
ecs	POSDATA	Voodoo Robotics
Ehrhardt Partner Group	Prince William County Department of Economic Development	Xact Warehouse Solutions
Fetch Robotics	Proaction International	Yale Materials Handling Corporation
First Flight Solutions		
Frazier Industrial		

Partial 2018 Attendee List

Job Title	Company
Sr. Director Supply Chain	Aaron's
DC Manager	Accent Decor
Manager of Supply Chain Integration and Analysis	Ainsworth Pet Nutrition
VP AsiaPac Supply Chain	Amway Corporation
Warehouse Supervisor	Arizona Public Service Company
Manager of Industrial Engineering	AutoZone, Inc.
Director Operations and Global Supply Chain	Aviall Services
Global Head of Distribution, Logistics & Asset Management	Bloomberg LP
Sr. Supply Chain Manager	Boise Paper
Vice President Operations	Bonded Logistics, Inc.
Director Of Distribution Operations	Briggs & Stratton Corporation
Sr. Manager of Operations Controls	Broad River Furniture dba Ashley HomeStore
Vice President, Supply Chain	BuildDirect
Director of Logistics	Bumble Bee Seafoods
Director of Warehouse Methods	Burris Logistics
Operations Manager	Bush Brothers & Company
Director	C.H. Robinson
Director of Logistics	Cambro Manufacturing
AVP	Canadian Tire Corporation
Sr. Manager WDC Operations	CDW Logistics
Vice President	Church Brothers / Trueleaf Farms
Manager-Logistics Procurement	Clariant Corporation
Director of Distribution	Cooper's Hawk Winery and Restaurants
Director DC Operations	Del Monte Foods
Senior Director of Operations	DHL Supply Chain
Director Logistics	Dillard's
Vice President Operation	Distribution Technology
General Manager	Drive Fulfillment
Senior Vice President, Customer Solutions	DSC Logistics
Sr. VP, Operations	e.l.f. Cosmetics
COO	Empire Merchants North
Vice President of Distribution and Transportation	Essilor of America, Inc.
Global Reliability and Productivity Manager	ExxonMobil
Project Manager	FedEx Services
VP, Distribution & Fulfillment	Ferguson Enterprises, Inc
CEO & President	First Logistics, LLC
General Manager Supply Chain, Facilities, Environment	Fisher & Paykel Healthcare, Ltd.
Director of Operations	Four Seasons Produce
President	FW Logistics
Senior Director of Operations	GEODIS
Supply Chain Manager	Georgia Pacific LLC
Vice President	Gilbert International
Sr. Operations Advisor	Girl Scouts of the U.S.A.
Logistics & Fulfillment VP	GOJO Industries, Inc.
Vice President of Supply Chain	Gopher Sport
Vice President, Customer Service & Distribution	Haldex Brake Products Corp.
Vice President Operations	Hopewell Logistics Inc.
Operations and Logistics Director	Independent Pharmacy Cooperative
Director of Distribution	Ingersoll Rand
Director - Supply Chain Logistics	Intermountain Healthcare
Warehouse Supervisor	Intuitive Surgical Inc
Director	John Deere

Partial 2018 Attendee List

Job Title	Company
Warehouse Team Advisor	Johnson & Johnson Vision Care, Inc
Sr. VP, Operations	KeHE Distributors, LLC
Director of Operations	KENCO
VP Supply Chain Strategy	Keurig Green Mountain
Manager-Distribution	Kikkoman Sales USA, Inc
Vice President	Kuehne + Nagel
Director of Distribution Fulfillment	Land O'Frost
Director, Client Solutions	LEGACY Supply Chain Services
Director Fulfillment Operations	Lincoln Financial Group
Strategic Sourcing Manager, Transportation & Logistics	L'Oreal USA
Sr. Regional Distribution Mgr	Mars Wrigley Confectionery
Logistics Specialist	Mercedes Benz Vans
VP Logistics & Distribution	Metro, Inc.
Director of Operations Excellence	Michael Kors
Supply Chain Manager	Michelin
Regional Director Customer Logistics	Mondelez International, Inc.
Warehouse Operations Lead	Monsanto
Executive Director of Operations and Distribution	MS Walker
VP of Operations	NOTS Logistics
Director of Operations	ODW Logistics, Inc.
Vice President, Fulfillment Operations & IT Services	Penguin Random House, Inc.
Strategic Account Executive	Penske Logistics
VP, Distribution & Logistics	Pep Boys
VP Engineering	Phillips Pet Food & Supplies
Vice President Distribution	Princess Auto Ltd
VP of Operations	Rinchem Company, Inc.
Director of Distribution	Riviana Foods
Regional Warehouse Manager	Salt River Project
Sr. Manager, Logistics	Samsung Electronics America
General Manager	Schneider Logistics, Inc.
Engineering Technician	Shell Oil
Chief Operating Officer	Sunland Logistics Solutions
Distribution Center Manager	T. Marzetti Company
Sr. Transportation Analyst	Tempur Sealy International
Director, Global Distribution & Logistics	The Chamberlain Group
Sr. Manager, Indirect Procurement	The Home Depot
Senior Manager of DC Operations	The Toro Company
Director of Operations	The Vermont Country Store
General Manager	Tractor Supply Company
Regional Distribution Manager	Trane
Branch Operations Manager	ULINE Shipping Supplies
Director Technology Solutions	UPS Supply Chain Solutions
Executive Director of Operations	USANA Health Sciences, Inc
VP of Operations	Vera Bradley
Distribution Supervisor	Vermont Country Store
Distribution Center Manager	Victaulic
Manager, Distribution	Vitamix Corporation
Divisional Logistics Leader	W.L. Gore & Associates
Vice President Supply Chain	Walmart, Inc.
Logistics Manager	WD-40 Company
Sr. Director, Global Distribution Operations	Younique Products