YOUR INTRODUCTION TO THE 2019 WERC CONFERENCE

THE SUPPLY CHAIN RUNS THROUGH US
REGISTER NOW AT WERC.ORG/2019

42nd Annual Conference for Logistics Professionals
APR 28 - MAY 1 2019
COLUMBUS OHIO
Bump that 98% to a 99%. Join us at WERC 2019 and **discover excellence** at the highest level. We bring together leaders and innovators who are redefining the highest of standards and can inspire you to reach your maximum potential.

A little perspective shift and fresh thinking is all you need to **discover solutions**. Among the buzz of the Solutions Center and the lively discussions in our peer-to-peer sessions, you’ll uncover tested solutions at WERC 2019, will power forward those brain gears, and your operations!
Step outside the four walls of your facility and **discover inspiration** from new sources across our dynamic industry. Join us at WERC 2019 and find a spark that will ignite new energy in you and your team.

Extend a hand and **discover connections** with people who understand your unique challenges and share your passion for the industry. WERC 2019 brings together professionals from across our dynamic industry to exchange lessons, think innovatively and share solutions.
GET SOLUTIONS

WERC 2019 will give you the groundbreaking tools, practical strategies and cutting-edge insights you need to thrive in a changing world.

We asked your fellow logistics professionals to tell us about the problems that keep them up at night. Then we created a program that provides solutions.

Discover Empowering Labor Strategies

You’re not alone in your struggle to find and keep good employees -- labor is far and away the biggest challenge facing logistics professionals today. From hiring temporary workers all the way to leadership development, we’ve got a stellar lineup of speakers who will inspire you with innovative, practical labor solutions that work. Some of the topics we’ll cover:

- Learn how vacations and sabbaticals can boost productivity and retention
- Explore five non-monetary benefits to help you attract and retain people
- See how sign-on and retention bonuses help win over new drivers
- Hear how one company experienced powerful benefits by hiring people with disabilities
- Boost warehouse throughput by finding new operational improvements

Get Smarter, Faster & Leaner

Everybody wants it right now, and it’s your job to get it to them. Reliable, resilient warehouses are the beating heart of an international supply chain undergoing tectonic change. You need new approaches for overcoming constraints, managing spikes in demand and fine-tuning systems and people to make it all happen. Here’s what we’ve got in store for you:

- Blast through 30 proven warehouse process improvements in just 60 minutes
- Take a deep dive into one company’s compelling value-stream mapping experience
- Find and eliminate common time-wasters to make every minute count
- Discover how your peers are using WERC’s process & performance improvement tools
- Get an inside look at how educational institutions are evolving to meet future needs
- Learn how to build trust and transparency in Shipper/3PL relationships

A CONFERENCE THAT DELIVERS.
GET FULL PROGRAM DETAILS AT WERC.ORG/2019
Revolutionary automation technologies can power lightning-fast fulfillment, boost the bottom line and reduce your dependence on unpredictable labor markets -- but you have to understand them. Our 2019 presenters and solutions partners give you the knowledge and strategies you need to leverage these powerful new tools. Here’s what you can expect at WERC 2019:

- Discover how modern robotics assist with loading, picking, sorting, transport & storage
- Find out how new, collaborative robotics help warehouses do more with less -- then tour a facility that is using this groundbreaking technology
- Learn how artificial intelligence, machine learning and the Internet of Things (IoT) are shaping autonomous supply chains
- Examine how one global, unionized company successfully transitioned to a Current Good Manufacturing Practice (cGMP) environment
- New in 2019: Get an inside look at emerging technologies at a moderated panel featuring speakers from Uber Freight, Fetch Robotics and LogistiVIEW

Leading supply chain operations are increasingly data-driven, using unprecedented data collection mechanisms and sophisticated analytics to establish and monitor KPIs that drive real improvement. Our 2019 presentations will explain why data matters, show you how to get started, and provide advanced tools for experienced practitioners. Here’s a peek at what’s coming up:

- Discover a simple 5-step method for starting and growing a new analytics program
- See how your peers leverage data to increase productivity and boost the bottom line
- Learn how trucking companies are crunching data to fuel new efficiencies
- Case Study: Get the four steps one company took to achieve operational excellence
- Discover how leading shippers are using metrics to drive critical supply chain strategies, then attend a peer-to-peer session to discuss practical applications

WERC 2019 sessions were hand-selected by front-line logistics professionals just like you, and these four topic areas are just the beginning of what we’ve got planned. Visit WERC.ORG/2019 for a complete list of the sessions, including:

- Safety Culture & Injury Prevention
- First-Time 3PL Partnerships
- Customized Hybrid Slotting
- Trends In Supply Chain Innovation
- Protecting Against Sabotage, Theft & Terrorism
- Adaptive Fulfillment
- Put-Wall Design & Waving Strategies
- Dynamic Decision-Making
- What Supply Chain Optimization Software Can’t Tell You
- Labor Management Systems
Sample List Of Speaker's Companies

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<td>ascena Retail</td>
<td>East Penn Manufacturing Co.</td>
<td>Plaskolite</td>
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<td>C&amp;S Wholesale Grocers</td>
<td>Frank Brunckhorst Company, LLC (Boar's Head Brands)</td>
<td>Southern Glazer Wine &amp; Spirits</td>
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<td>Carter's Inc.</td>
<td>Hilti North America</td>
<td>Sulzer Process Pumps (US) Inc.</td>
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<td>Cooper's Hawk Winery and Restaurants</td>
<td>Ingersoll Rand</td>
<td>Target Corporation</td>
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<tr>
<td>CSL Behring</td>
<td>Kenco Group</td>
<td>Tractor Supply Company</td>
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<tr>
<td>Destination Maternity Corp.</td>
<td>Land O' Lakes</td>
<td>Treehouse Foods</td>
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<td>DHL Supply Chain</td>
<td>Mayo Clinic</td>
<td>W. L. Gore and Associates</td>
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<td>Opttricity Corporation</td>
<td>Walmart, Inc.</td>
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Leading Through Change
THE WERC EXECUTIVE SUMMIT

The customer-centric supply chain is here. Online distribution and big data are forcing industry leaders to rethink conventional marketing and supply chain parameters. Held at The Ohio State University, the 2019 Executive Summit examines how leading companies leverage customer centricity; we’ll also look at how they measure and evaluate customer-centric supply chain activities.

Learn more about the Executive Summit at WERC.ORG/2019

Facility Tours

See how leading Ohio companies are transforming their operations in response to the changing demands on the global supply chain. Tours sell out every year! Here’s a look at the facilities that will be opening their doors to WERC 2019 attendees:

<table>
<thead>
<tr>
<th>Abercrombie and Fitch Retail Distribution</th>
<th>DSW Distribution Center</th>
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<tr>
<td>ascena Retail Group Etna Facility</td>
<td>ODW Logistic Ecommerce Fulfillment Center</td>
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<tr>
<td>Big Lots Regional Distribution and eComm Fulfillment Center</td>
<td>State of Ohio Emergency Operations Center</td>
</tr>
<tr>
<td>DHL Multi-Client Shared Facility</td>
<td>Walmart DC 6024</td>
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Learn more about Facility Tours at WERC.ORG/2019
Build Your Network

The WERC conference is an extraordinary gathering of engaged, highly skilled logistics professionals. It’s a unique opportunity to get to know other people who understand your industry, share your challenges and are working hard to find solutions -- just like you. We make it fun, too! Check out what we have lined up for you in Columbus, Ohio this spring:

<table>
<thead>
<tr>
<th>Kickstart Welcome Reception</th>
<th>Sponsored by:</th>
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<tr>
<td>Sunday Night Meet &amp; Eat</td>
<td>Solutions Center Reception</td>
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<tr>
<td>Women @ WERC Kick-Off</td>
<td>Sponsored by:</td>
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<tr>
<td>Breakfast and Networking</td>
<td>Optricity</td>
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Develop Supportive Business Partnerships

Our Solutions Partners can help you understand and adopt the products and tools that are shaping the future of warehousing, logistics and the international supply chain. From tried-and-true applications to cutting-edge new technologies, our Solutions Center keeps you on top of critical industry developments.

Visit [WERC.ORG/2019](http://WERC.ORG/2019) to see the list of solutions to your biggest challenges
We know that attending a conference is a big investment for you and your company, so we’re giving you more ways to save in 2019.

Knock $250 off your registration by choosing the Stay & Save rate and booking your hotel room through werc.org/2019.

Register by March 20, 2019 and save $175.

<table>
<thead>
<tr>
<th>PRACTITIONER / SHIPPER</th>
<th>SUPPLIER, CONSULTANT OR 3PL EMPLOYEE</th>
<th>FULL-TIME EDUCATOR</th>
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<tr>
<td></td>
<td>Member</td>
<td>Non-member</td>
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<tr>
<td>Stay + Save</td>
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<td>$1,495</td>
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<tr>
<td>Regular Rate</td>
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<td>$1,745</td>
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For additional pricing options, including details about our corporate practitioner program, go to werc.org/2019

The WERC Guarantee

The Warehousing Education and Research Council stands behind the quality of our conference program. If the conference does not deliver a quality educational and networking experience, we want to hear from you. WERC will provide you with a credit certificate toward any national educational program, or refund your money in full.

Champion Solutions Partners

DHL
Kenco Logistics
Optricity™
Yale

Benefactor Solutions Partners

FW Logistics
GDW Logistics

Patron Solutions Partners

Big Ass Fans
FAS
fetch
Frazier Industrial Company

Media Partners

BizClik
EC
Velocity
Networka
Supply Chain
Supply Chain Draft

Supporting Partner

REVERSE LOGISTICS solutions