



Welcome to the MHI 2016 Annual Conference

On behalf of the MHI Board of Governors, Roundtable, Chairman's Council and Staff, welcome to the MHI 2016 Annual Conference. Thank you for investing your time to join us for this event.

This year's theme "Accelerating Change" was developed to address trends and innovations that are driving supply chains identified by the *U.S. Roadmap for Material Handling and Logistics* and the *MHI 2016 Annual Industry Report* including:

- Building the future of supply chain workforce
- Managing change
- The impact of technology on supply chains
- Investing in material handling solutions for future success

The 2016 MHI Annual Conference will feature four keynotes, twelve lab and class tracks, two solution sessions and a variety of networking opportunities. The conference will also feature a complete lineup of Product and Solutions Group meetings.

Within this guide you will find detailed information about this year's meeting and activities to help you get the most out of your time here. The pocket in the back of this guide also includes:

- Your Personalized Meeting Agenda
- Conference Attendee List

I hope that you enjoy this year's conference and that the content helps you seize new opportunities and produce tangible results for your company.

If you have any questions, comments and/or suggestions please feel free to visit the MHI Registration Desk or talk to any of our MHI staff members on-site. As always, please feel free to contact me directly at gprest@mhi.org or call 704.714.8711.

Cheers,

George W. Prest
Chief Executive Officer

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Schedule at a Glance: Education & Networking

TIME	SUNDAY, OCTOBER 16	MONDAY, OCTOBER 17	TUESDAY, OCTOBER 18		
6:30 AM - 7:00 AM	<p>EDUCATION & NETWORKING SCHEDULE KEY</p> <ul style="list-style-type: none"> ■ LAB TRACK SESSION ■ CLASS TRACK SESSION ■ KEYNOTE SESSION □ NETWORKING/FOOD AND BEVERAGE □ SOLUTIONS FOCUS SESSION <p>REGISTRATION DESK HOURS: Saturday 10:00 AM - 6:00 PM Sunday 10:00 AM - 6:00 PM Monday 6:30 AM - 6:00 PM Tuesday 6:30 AM - 6:00 PM Wednesday 6:30 AM - 11:00 AM</p>	<p>7:00 AM - 8:00 AM First Time Attendee Breakfast Buffet (Turquoise Ballroom)</p>	<p>6:30 AM - 8:00 AM Breakfast Buffet (Epazote)</p>	<p>6:30 AM - 8:00 AM Breakfast Buffet (Epazote)</p>	
7:00 AM - 8:00 AM					
8:00 AM - 9:00 AM					
9:00 AM - 11:00 AM			<p>9:00 AM - 10:30 AM Leadership Lab (Catalina)</p>	<p>9:00 AM - 10:30 AM US. Roadmap for Material Handling and Logistics Class (Tortolita)</p>	<p>9:00 AM - 10:30 AM Material Handling and Supply Chain Technology Lab (Catalina)</p>
11:00 AM - 12:00 PM			<p>11:00 AM - 12:00 PM Scanners Taking Flight: World of Warehouse Sensing is Changing (Coronado)</p>	<p>11:00 AM - 12:00 PM Economic Impact of Automation (Coronado)</p>	<p>11:00 AM - 12:00 PM Material Handling and Supply Chain Technology Lab (Catalina)</p>
12:00 PM - 1:00 PM			<p>12:00 PM - 2:00 PM Millennials Mean Business: Recruiting & Retaining the Next Generation of Leaders (Lunch Provided) (Turquoise Ballroom)</p>	<p>12:00 PM - 2:00 PM A Tour of our New Facilities (Lunch Provided) (Turquoise Ballroom)</p>	<p>12:00 PM - 2:00 PM Material Handling and Supply Chain Technology Lab (Catalina)</p>
1:00 PM - 2:00 PM			<p>2:00 PM - 2:30 PM: BREAK</p>	<p>2:00 PM - 2:30 PM: BREAK</p>	<p>2:00 PM - 2:30 PM: BREAK</p>
2:00 PM - 2:30 PM			<p>2:30 PM - 3:45 PM U.S. Roadmap for Material Handling and Logistics Lab (Catalina)</p>	<p>2:30 PM - 3:45 PM Supply Chain Workforce Class (Tortolita)</p>	<p>2:30 PM - 3:45 PM Marketing in the Supply Chain Industry Lab (White Dove)</p>
2:30 PM - 4:00 PM			<p>4:00 PM - 5:15 PM Supply Chain Workforce Lab (Catalina)</p>	<p>4:00 PM - 5:15 PM Leadership Class (Tortolita)</p>	<p>4:00 PM - 5:15 PM Managing Change Lab (Catalina)</p>
4:00 PM - 6:00 PM		<p>6:00 PM - 8:00 PM MHI Annual Conference Welcome Reception & Dinner (Poolside with Tony Redhouse)</p>	<p>6:00 PM - 9:00 PM Dinner Party At The "Last Territory" with Western Games, Line Dancing, Live Entertainment (The Last Territory)</p>	<p>6:00 PM - 9:00 PM Dinner Party and Entertainment (Turquoise Ballroom)</p>	
6:00 PM - 9:00 PM		<p>9:00 PM - 10:00 PM YPN Reception (Turquoise Ballroom)</p>			

Networking

TUESDAY, OCTOBER 18

8:00 AM
Buffet

(note)

8:00 AM - 9:00 AM
Accelerating Automation
(Coronado)

9:00 AM - 10:30 AM
**Marketing in the
Supply Chain Industry
Class**
(Tortolita)

12:00 PM
Outlook

(Coronado)

2:00 PM
**Amazing and
Innovation (Future
provided)**

(Ballroom)

PM: BREAK

2:30 PM - 3:45 PM
**Managing Change
Class**
(Tortolita)

2:30 PM - 3:30 PM
Solutions Teams
(Coronado)

4:00 PM - 5:15 PM
**Material Handling
& Supply Chain
Technology Class**
(Tortolita)

8:00 PM
**MHI Song Debut
Session Band**

(Ballroom)

Industry Group Meetings

SUNDAY, OCTOBER 16

9:00 AM – 5:00 PM

CICMHE Santa Rita

4:30 PM – 6:30 PM

MHEFI Sonoran

MONDAY, OCTOBER 17

7:00 AM – 8:00 AM

CMAA First Timer Presidio IV

8:00 AM – 9:30 AM

Storage Rack Decking Presidio V

8:00 AM – 11:00 AM

ProGMA Membership Joshua Tree

Automation Solutions Group (ASG) Presidio I-II

CMAA Strategic Work Groups Presidio IV

9:00 AM – 12:00 AM

ICWM Membership Santa Rita

9:30 AM – 5:30 PM

RMI Engineering Presidio V

2:30 PM – 5:30 PM

LIFT Membership Santa Rita

CMAA Membership Presidio IV

Information Systems Solutions Group (ISSG) Presidio I-II

TUESDAY, OCTOBER 18

8:00 AM – 9:00 AM

SMA/RMI Engineering Presidio I

8:00 AM – 11:00 AM

OFS Membership Presidio V

AS/RS Membership Joshua Tree

CSS Membership Oro Valley

HMI Engineering Santa Rita

8:00 AM – 5:30 PM

CMAA Engineering Presidio IV

ProGMA Engineering Sonoran

9:00 AM – 5:30 PM

SMA Engineering Presidio I

2:30 PM – 5:30 PM

LODEM Membership Palo Verde

EASE Membership Joshua Tree

HMI Membership Oro Valley

WEDNESDAY, OCTOBER 19

6:30 AM – 8:00 AM

Breakfast Epazote

8:00 AM – 11:00 AM

AGVS Membership Coronado

ECMA Membership Joshua Tree

MMA Engineering Agave I

SMA Membership Presidio V

CMAA Engineering Presidio IV

11:30 AM – 12:30 PM

Lunch Turquoise III

12:30 PM – 3:30 PM

RMI Membership Presidio V

MMA Membership Joshua Tree

4:00 PM – 5:00 PM

Chairman's Council Meeting (Invitation Only) Turquoise I

6:00 PM - 8:00 PM

Chairman's Council Dinner (Invitation Only) Sunset Point

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MHI 2016 ANNUAL CONFERENCE KEYNOTE SPEAKERS

They inspire, educate, influence and entertain.
Discover possibilities and connections to accelerating change.

1 Skyward, CEO
JONATHAN EVANS

2 Skyward, CTO
X

Scanners Taking Flight: World of Warehouse Sensing is Changing

Monday, October 17 | 11:00 AM - 12:00 PM

It's clear that drones are transforming numerous industries, driving efficiency and enhancing safety. But how do they fit within supply chains? Learn how drones and other mobile sensors can become a core cost-cutting component of your business. Jonathan Evans and X of Skyward, the leading drone operations management platform, showcase how drones are much more than delivery vehicles or flying cameras.

About Jonathan and X

Jonathan is a self-proclaimed geeky pilot and the CEO and co-founder of the leading drone operations platform, Skyward. Jonathan was a professional aviator for 18 years serving as a UH60 Blackhawk pilot in the Army as well as a LifeFlight medevac pilot. He was named one of the seven most influential people in the drone industry.

X is a former military officer and commercially rated helicopter pilot-in-command and maintenance officer with flight experience on three continents. As a military officer, he managed the United States Army's Medical Information Technology Center's (USAMITC) plans and operations.

3 Director of Learning & Development, JB Training Solutions
BUDDY BUSH

Millennials Mean Business: Recruiting & Retaining the Next Generation of Leaders

Monday, October 17 | 12:00 PM - 2:00 PM
(LUNCH SPEAKER)

There are specific strategies for recruiting and retaining your future leaders that will make your organization stand out from even the fiercest competitors. In this dynamic and power-packed keynote, Buddy Bush shares how you can accelerate change and implement a strategic framework for bringing in and keeping the best and brightest talent.

About Buddy

Buddy Bush is Director of Learning & Development at JB Training Solutions. In her former role as a Vice President at commercial real-estate firm Grubb & Ellis, she led the marketing, communications and market research department. Buddy applies her zeal for business by developing Down-&-Dirty-in-30 Book Reports for today's top selling business books, including Lie Spotting by Pamela Meyer, Good to Great by Jim Collins and Start with Why by Simon Sinek.

4 President, Prestige Economics
JASON SCHENKER

Economic Outlook for MHI

Tuesday, October 18 | 11:00 AM - 12:00 PM

What challenges and opportunities does the U.S. and global economic outlook pose for your company? Join top-ranked economist, Jason Schenker, who will share his short-term and long-term economic forecasts. This presentation will cover the growth outlook, as well as the outlook for interest rates, foreign exchange rates, energy prices, and industrial metals prices.

About Jason

Jason Schenker is ranked one of the most accurate financial forecasters in the world. He shares the worldview that shapes his forecasts with clients and audiences around the world. In April 2016, Bloomberg News ranked Jason a top forecaster in nine categories, including #1 forecaster in the world of WTI crude oil prices, #1 forecaster of copper prices and #2 forecaster of the U.S. unemployment rate.

5 Director of Research at Duke University
VIVEK WADHWA

A Tour of our Amazing-and Scary-Technofuture

Tuesday, October 18 | 12:00 PM - 2:00 PM
(LUNCH SPEAKER)

Vivek Wadhwa will talk about how advancing technologies are making it possible to solve the grand challenges of humanity—such as energy, health, food, and education. Also, how they will disrupt entire industries and create new ones. Science fiction is becoming technology reality. Vivek will give a tour of the future and discuss what it means.

About Vivek

Called “Silicon Valley’s most provocative voice” for his ideas on technology trends, globalization, U.S. competitiveness, and the future, Vivek Wadhwa’s work puts him at the heart of innovation. From tech entrepreneur and business owner to accomplished academic and widely published author, he is a Stanford University research fellow and director of Duke University’s Pratt School of Engineering, where he teaches on the impact of technology. Formerly, he led research at Singularity University, an institution that educates a select group of leaders about the exponentially growing technologies that are soon going to change our world.



To add continuity to this years event we have asked Ralph Henderson to MC the Annual Conference.

MHI 2016 ANNUAL CONFERENCE CLASS & LAB TRACKS

Learn and collaborate with your peers on how to utilize the latest trends & innovations in supply chain & material handling.

MONDAY | OCTOBER 17

U.S. ROADMAP FOR MATERIAL HANDLING AND LOGISTICS

The *U.S. Roadmap for Material Handling and Logistics* guides companies through the major trends impacting the industry over the next ten years. Listen to peers discuss how to best utilize the Roadmap for your organization.

Class Track Session

9:00 AM - 10:30 AM

We all agree that change in supply chains these days is rapid, complex and tough to manage. This session will offer unique insights into the realities of rapidly evolving supply chains in four key areas – workforce, technology, consumers and infrastructure. In addition to the expertise of the panelists, you will be among the first to hear key findings from recent roundtables conducted to update the *U.S. Roadmap for Material Handling & Logistics*. This is your chance to get a jump on supply chain changes already underway and those expected in the next 10 years.

Moderator: Dan Gilmore, President & Editor in Chief, *Supply Chain Digest*

Panelist: Gary Forger, Consultant, MHI

Mike Kotecki, SVP Customer Service, Dematic

Bill Ferrell, President CIMHE - Clemson University

Jonathan A. Rader, Manager, Design Engineering, FedEx Ground

Mike Regan, VP, Tranzact

Lab Track Session:

2:30 PM - 3:45 PM

So, what do changes in the supply chain now and in the next 10 years mean to you and your company? This interactive session will give participants a forum to discuss these changes and how to better manage them. Panelists from the morning session on the Roadmap will facilitate roundtable discussions so you can better understand what's going on and what it

all means to your operations. These roundtable discussions won't provide all the answers to these challenges, but they will give you a better chance at taking them more in stride. It's also a great opportunity to network with others facing the same challenges.

Facilitators: Gary Forger, Consultant, MHI

Mike Kotecki, SVP Customer Service, Dematic

Dan Gilmore, President & Editor in Chief, *Supply Chain Digest*

Bill Ferrell, President CIMHE - Clemson University

Jonathan A. Rader, Manager, Design Engineering, FedEx Ground

Mike Regan, VP, Tranzact

Fab Brasca, VP Solution Strategy, Intelligent Fulfillment, JDA

SUPPLY CHAIN WORKFORCE

The supply chain industry is struggling to recruit and retain talent. The labor shortage and ongoing skills gap have become a major crisis for individual firms and the industry as a whole. These sessions will address these issues and how to tackle them.

Class Track Session:

2:30 PM - 3:45 PM

Much has been written about the labor shortage and ongoing skills gap across business in general and the supply chain industry in specific. But what can you or your company do to address issues related to recruiting, training and retaining the next generation of talent? In this interactive session, our panelists and attendees will be presented with a variety of "What If" workplace scenarios and then discuss what's working or might work to tackle them. Join us to learn from the panelists and share your own insights and experiences.

Moderator: Bob Trebilcock, Editorial Director, *Supply Chain Management Review*

Panelists: Buddy Bush, Director of Learning and Development, JB Training

Angela Jenkins, CTE Program Director, MHI

Paul Lauritzen, Big Ass Solutions

Bill Torrens, Director of Strategic Initiatives, Otto Motors

Class and Lab Tracks

Lab Track Session:

4:00 PM - 5:15 PM

Workforce challenges were ranked as the number one concern for those in the material handling industry. To build and retain a high-performing workforce, it's critical to understand how to engage your employees on multigenerational teams. In this interactive session, you'll discover how generational differences manifest in the workplace and what you can do to be more effective and successful as a leader. Buddy Bush provides participants with actionable advice to implement immediately to help bridge the gap between all generations.

Facilitator: Buddy Bush, Director of Learning and Development, JB Training

LEADERSHIP

With the boomers aging and starting to retire, who are our next generation of leaders? Is your company prepared to hand off the reins? Find out how others like you have faced this challenge and come out on top.

Class Track Session:

4:00 PM - 5:15 PM

"Culture Eats Strategy For Breakfast" – Peter Drucker Companies are experiencing massive changes in both technology and the composition of their workforce. It's been proven that money and benefits are NOT the primary reasons why people love their jobs and, more importantly, STAY with the company. In this session, we will discuss what "corporate culture" means, how to build it, and what an impact it has when successfully deployed.

Presenter: Gough Grubbs, SVP Distribution, Stage Stores

Moderator: Dave Maloney, Editor, Agile / DCV

Lab Track Session:

9:00 AM - 10:30 AM

Research from leading analysts at organizations such as the Harvard Business Review, PwC, Deloitte, Gartner and others shows that developing and maintaining a talent pipeline of future leaders has consistently made the list of top concerns for "best-in-class" companies across all industries. Supply-chain organizations are certainly no exception. How high on your organization's priority list is making sure you identify and develop future

leaders? Organizations either end up putting off implementing a program or fail to invest sufficient resources to make it effective. Learn how to formulate a plan to develop leaders now and in the future can deliver multiple benefits including:

- Reducing the time it takes to fill key positions
- Lowering turnover costs
- Improving employee satisfaction and employee passion
- Providing a significant competitive advantage

Facilitator: Laura A. Davis, President and Founder, Laura A. Davis & Associates, Inc.

TUESDAY | OCTOBER 18

MATERIAL HANDLING AND SUPPLY CHAIN TECHNOLOGY

Learn what technologies are truly shaking up the material handling and supply chain industry and how they will impact your business.

Class Track Session:

4:00 PM - 5:15 PM

In this session you will learn what emerging and disruptive technologies are truly shaking up the material handling and supply chain industry today and how they will impact your business. A future look of where we are headed in this "Always On" supply chain world and the new products and solutions that will be coming into the marketplace will also be discussed. Panel members include leaders in the robotics, drones, wearables, and disruptive technologies space.

Moderator: Scott Sopher, Global Supply Chain Leader, Deloitte Consulting LLP

Jay Kim, Chief Strategy Officer, APX Labs

X, Chief Technology Officer, Skyward

Vivek Wadhwa, Distinguished Fellow and professor, Carnegie Mellon University Engineering at Silicon Valley, Director of Research, CERC, Pratt School of Engineering, Duke University

Jack Peck, Ph.D., President, FastFetch Corporation

Tom Galluzzo, CEO, IAmRobotics

Lab Track Session:

9:00 AM - 10:30 AM

This workshop brings state-of-the-art warehouse automation technologies to life. You will see and interact with technologies such as augmented reality and drones. Technology by itself is, however, of little use if it's not readily applicable. The session will show how these technologies can be utilized to create bottom line impact for your business.

Facilitator: Jeff Carbeck, PhD, Head of Advanced Materials and Manufacturing Systems, Deloitte Consulting, LLP

MANAGING CHANGE

Leading organizations are harnessing the accelerating change impacting our industry today to develop a competitive edge. Learn how your company can be more open to change and increase your agility in this new age of relentless competition.

Class Track Session:

2:30 PM - 3:45 PM

Disruption has become part and parcel of the supply chain world, impacting technologies, processes and above all, people. In this fast-paced session, David Blanchard, chief editor of *Material Handling & Logistics* and author of *Supply Chain Management Best Practices*, will present a quick overview of the evolutionary and revolutionary changes taking place right now in the supply chain, from drones to self-driving trucks to robots to the Internet of Things. Combat veteran, leadership coach and State Senator Hunter Hill will then share his experience leading people through change. What's required to lead your team through the sometimes volatile process of change? You will learn about managing the anxiety, fear and other emotions that arise in your subordinates when change comes.

Presenter: Hunter Hill, President, Tommy Newberry Coaching

Moderator: Dave Blanchard, Editor, *Material Handling & Logistics*

Lab Track Session:

4:00 PM - 5:15 PM

Change is the new normal for most organizations. However, many organizations continue to behave as if change is a temporary condition to be managed and tolerated until the change is over and things can get back to "normal." The reality of the world today is that change is constant, and it's happening at record pace. Multiple changes are happening concurrently and many are complex and systemic in nature. As a result, employees find themselves feeling harried and stressed. The consistent successful implementation of organizational changes and the ability to continuously accelerate the pace at which successful change happens are both critical elements in this new normal. We will explore ways to bring these elements to your organization and to help employees engage in successful change.

Facilitator: Jeff Carbeck, PhD, Head of Advanced Materials and Manufacturing Systems, Deloitte Consulting, LLP

MARKETING IN THE SUPPLY CHAIN INDUSTRY

How do we position this industry to increase awareness and sales and to attract millennials? Find out how firms are successfully branding themselves to bring awareness, excitement and energy to this rapidly changing industry.

Class Track Session:

9:00 AM - 10:30 AM

On this panel, industry experts will discuss ways to better position your company for success and how to better brand the material handling industry. They will answer questions about how they approach marketing to effectively reach Millennials with regard to workforce development, branding and gaining them as a loyal customer. Learn what marketing channels are working, tips to making marketing a priority at your company and how to position your company for success.

Moderator: Brett Wood, President & CEO, Toyota Material Handling

Panelists: Cheryl Falk, VP Global Marketing Communications, Dematic
John Clark, Director of North American Marketing, Egemin Automation Inc.
Chris Miranda, Associate Creative Director, Mythic
Derrick Johnson, Vice President, UPS
Tracy Niehaus, VP Marketing, Intelligrated

Lab Track Session:

2:30 PM - 3:45 PM

During this interactive session, SongDivision will assist attendees as they work together to write and perform an original song for our industry. Led by an all-star band that have played with artists such as Cheap Trick, Led Zeppelin, No Doubt, Kid Rock, and more, this experience will build group cohesiveness as we create a lyrical marketing message for the material handling and supply chain industry. No previous musical experience is necessary, and everyone is assured they won't have to sing solo. Unless, of course, they want to! This program will be followed by 2 sets of high energy rock and roll dance music performed by world class musicians.

Facilitator: SongDivision

Mike Suzter, Music Director, SongDivision




Angus Clark, General Manager, SongDivision

MHI 2016 ANNUAL CONFERENCE SOLUTIONS SESSIONS

ACCELERATING AUTOMATION: SUPPLIER/CUSTOMER COLLABORATION

TUESDAY, OCTOBER 18
8:00 AM - 9:00 AM

The unique collaboration environment between solution providers and solutions users created by MHI Solutions Groups will be discussed in this interactive session, from a best practices to lessons learned. MHI's Automation Solutions Group (ASG), including members from solution providers and the solution user communities, will present results from its current work topics. This includes results to-date from the three work streams.

-  Developing a standard protocol for equipment communication within material handling
-  Outlining best practices for visibility and traceability in order fulfillment
-  Developing a robust ROI calculator & standardized tools to expedite the RFQ process

The ASG consists of 45 MHI solution provider member companies, and 12 solution user community member companies. ASG is the premier authority for automation in material handling.

Key takeaway for session attendees: Learn about and become more involved in the innovative approach MHI and its Solutions Groups are taking to developing trust and collaboration between suppliers and their customers. Hear about the progress to date on some of the supply chain's leading automation challenges.

SOLUTIONS TEAMS: CONNECTING SUPPLIER & CUSTOMER

TUESDAY, OCTOBER 18
2:30 PM - 3:30 PM

Learn how MHI is tackling real-world solutions demands by leveraging the combined experience, skills and knowledge of its 800 members in 'safe-harbor' collaboration with the user community. The broad-based industry expertise offered by MHI and MHI members makes MHI Solutions Teams an ideal resource for supply chain solution users seeking research and solutions for real-life material handling, logistics and supply chain issues.

MHI is working in concert with interested solutions users to facilitate cooperative work groups of its members in Solutions Teams. These Solutions Teams collaborate with users to study complex issues to offer solutions based on the collective expertise of the group. Over the last year, several collaborative Solutions Teams have stood up and produced measurable results.

MHI has been working with a major airplane manufacturer to organize a MHI Solutions Team consisting of over a dozen MHI member companies. They approached MHI in February with a problem statement that was very broad and of significant scale, and in the intervening months MHI has facilitated a research and discovery process for this company that will be described during this session, including results to date.

Key takeaway for session attendees: Learn about and become more involved in this new MHI initiative designed to establish an innovative and collaborative trust environment between MHI members and material handling solution users through the development, sharing and promotion of best practices.



HILTON TUCSON EL CONQUISTADOR

Feel the stress melt away under the Arizona sun at the Hilton Tucson Conquistador Golf & Tennis Resort.

HOTEL INFORMATION

Lush desert terrain, tropical drinks and southwestern décor welcome your arrival to the foothills of the Santa Catalina Mountains. With all rooms offering private patios and balconies, a stunning view is never far.

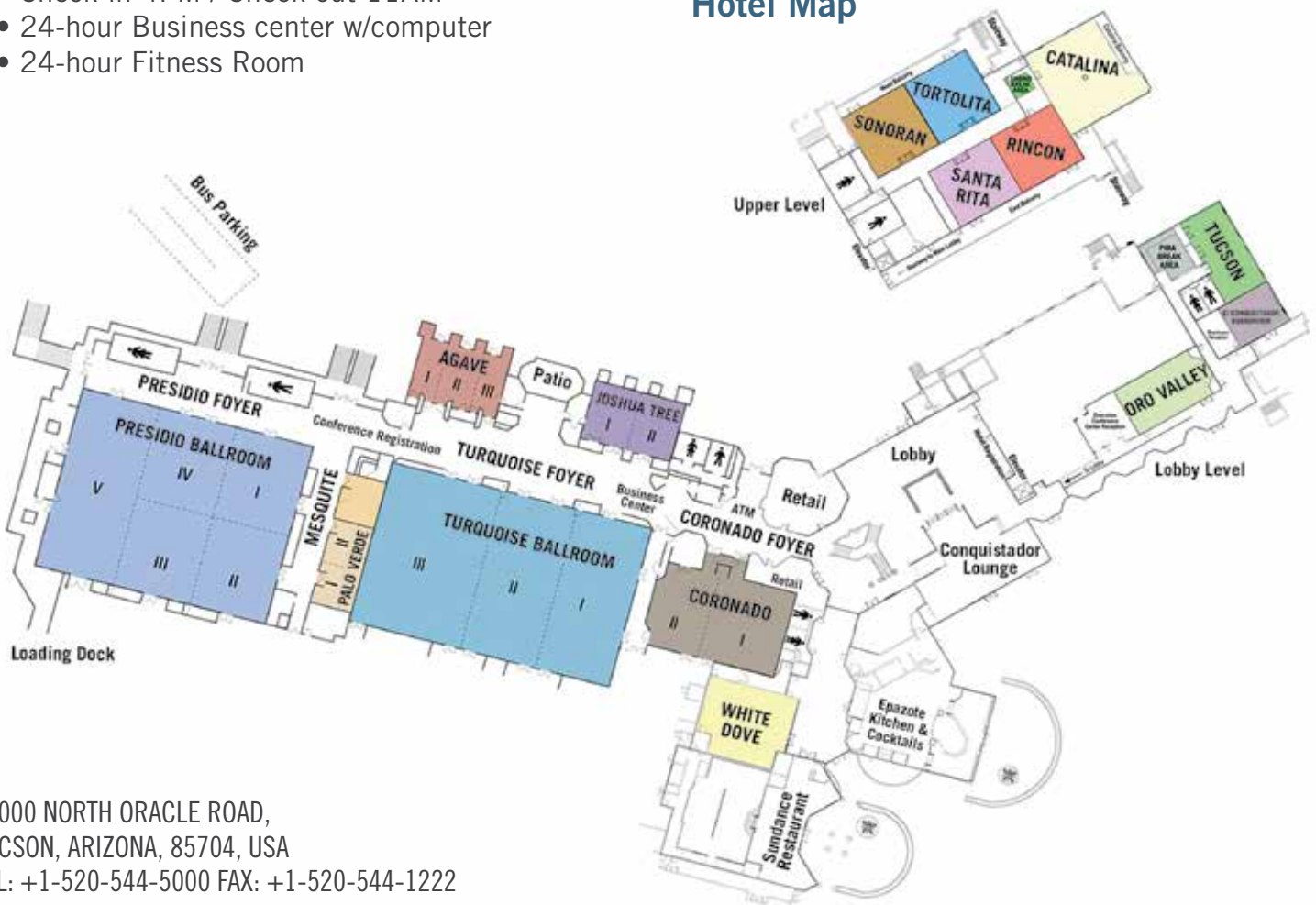
- Check-in 4PM / Check-out 11AM
- 24-hour Business center w/computer
- 24-hour Fitness Room

Parking

Self parking: complimentary open parking lot.
Valet: \$11

15% Spa Discount for MHI Attendees!

Hotel Map



10000 NORTH ORACLE ROAD,
TUCSON, ARIZONA, 85704, USA
TEL: +1-520-544-5000 FAX: +1-520-544-1222

MHI 2016 ANNUAL CONFERENCE SOCIAL & NETWORKING EVENTS

Enjoy Tucson Arizona's beautiful attractions, wildlife and activities and make new connections with your peers.



WELLNESS HIKE WITH GUIDE*

Saturday & Sunday, October 15 & 16

9:00 AM - 10:00 AM

This hike is moderately difficult. You do not need hiking shoes, sneakers with a tread are appropriate. (Flip Flops are not!) The trail is loose dirt with moderate elevations. Layers of clothing and a hat are also suggested. Bring your own bottle of water.

Schedule:

8:45 AM: Meet in the hotel lobby and walk to trail head

9:00 AM - 10:00 AM: Hike

Distance: 1.3 miles (approximately). MHI will provide the guide, no cost to registered attendees/guests.

*Complimentary



HORSEBACK RIDING*

Saturday, October 15

2:00 PM - 3:00 PM or 3:00 PM - 4:00 PM

Sunday, October 16

10:00 AM - 11:00 AM or 11:00 AM - 12:00 PM

Guided trail ride, western saddles. Both the novice and the advanced rider can enjoy the splendor of acres of natural desert or mountain trails that will allow you to peek into the past and view unrivaled beauty.

Schedule:

Meet in the hotel lobby 30 minutes prior to scheduled time and board transportation. Sign waivers onsite, make payment and meet your horse. Guided Trail Ride will begin on scheduled time. Long pants, socks and closed toe shoes required.

*Fee Required

Cost: \$40 + \$2.44 (tax)

Must pay in cash in person.



MHI ANNUAL GOLF TOURNAMENT*

Saturday, October 15

Shotgun Start: 12:30 PM

The Conquistador Course at El Conquistador Golf & Tennis is a recently renovated Greg Nash design offering state-of-the-art agronomic conditions and a true 'country club' course. The Conquistador Course is located in a lush, park-like setting adjacent to the clubhouse by the driving range. Fringed with natural mesquite and palo verde trees, this fabulous 18 hole course is intertwined with vibrant desert flora and offers four sets of tee boxes suitable for golfers of all abilities.

Schedule:

12:30 PM: Shotgun Start

Highlights: 18 holes, 6,720 yards, Par 71, Rating 72.4, Slope 129

*Fee Required

Cost: \$85 per person

Price Includes:

- Greens fee, Cart, Water
- Transfer to course via motorcoach
- Tournament Scoring & Set Up

Additional Expenses:

- Lunch on own
- Rental Clubs \$35+ tax
- Rental Shoes Not Available



TOHONO CHUL BOTANICAL GARDEN*

Monday, October 17 | 9:00 AM - 2:00 PM

Enjoy a day at Tohono Chul with complete garden tours led by volunteer docents. Attend a cooking demonstration, eat a delicious lunch, meet the chef and learn about native foods sources of the Sonoran Desert. Learn how to prepare a unique salsa and enjoy prickly pear margaritas.



MOSAIC TILING*

Tuesday, October 18
8:30 AM - 12:00 PM

Every guest will find their creative side as they create a tiled treasure of their own at the Santa Theresa Studio! Starting with a tour of the studio, then one-on-one instruction from the tile artisans, guests will be ready to take charge of their projects. Armed with newly learned mosaic techniques, they will have the opportunity to choose from hundreds of tile pieces and colors to create a mosaic all their own.



CREATING KINDNESS WITH BEN'S BELLS*

Tuesday, October 18
1:00 PM - 3:45 PM

The Ben's Bells Project illustrates it's mission with the Tucson community through the gifting of bells. Guests will learn the history behind the bells, and then discover how these bells continue to spread kindness throughout the city! They will have the chance to share some kindness of their own as they contribute to the creation of the bells that will be given to the community by painting and creating bells in the studio.



ANY DAY - AT LEISURE

The MHI group rate includes the following resort amenities complimentary:

- 9-hole golf, Elements Wellness/Fitness Center, Tennis, Bicycles, Pool
- 15% discount on spa treatments!

Schedule:

9:00 AM: Bus leaves Hilton El Conquistador
 9:15 AM: Arrival to Tohono Chul
 9:15 - 9:30 AM: Divide into groups
 9:30-10:30 AM: Garden Tour

Group A

10:45 AM - 12:15 PM: Cooking & Lunch
 12:30 PM - 1:30 PM: Art Gallery Tour
 1:30 PM - 2:00 PM: Shopping

Group B

10:45 AM - 11:45 AM: Art Gallery Tour
 11:45 AM - 12:15 PM: Shopping
 12:30 PM - 2:00 PM: Cooking & Lunch

*Complimentary - spouses & guests only

Schedule:

Morning & Afternoon Excursion

8:30 AM: Depart Resort
 9:00 AM: Arrive
 9:05 AM: Introduction
 9:20 AM: Demonstration 9:30 AM /
 2:30 PM: Creating the Tiles
 11:00 AM: Grouting Tiles
 11:30 AM: Depart
 12:00 PM: Return to Resort

*Fee required - spouses & guests only

Cost: \$79 + tax* per person

Schedule:

1:00 PM: Depart Resort
 1:30 PM: Arrive at Ben's Bells Studio
 1:35 PM: Introduction
 2:00 PM: Create Bells
 3:00 PM: Free Time
 3:15 PM: Depart Studio
 3:45 PM: Return to Resort

*Complimentary - spouses & guests only

Social & Networking Events



WELCOME DINNER - BUFFET POOLSIDE

SUNDAY, OCTOBER 16 | 6:00 PM - 8:00 PM

Meet your MHI friends by the pool for an evening outside and enjoy the scenic Pusch Ridge mountains. A special treat will be entertainment provided by Tucson's very own Tony Redhouse. Tony is a talented flutist and Native American hoop dancer. He will be available for photos and for questions about the Native American culture both today and historically. Learn more about Tony at tonyredhouse.net

DINNER AT THE LAST TERRITORY

MONDAY, OCTOBER 17 | 6:00 PM - 9:00 PM

It's time to visit the old West....but you don't have to go far. Just a short walk down the hill you will discover The Last Territory. A true Southwest BBQ dinner awaits you. Try your hand at the Tomahawk Toss, and test your speed at the Quick Draw. We'll have line dance instructors to help you with your two-step and a famous trick rope star. Don't miss our special 4-legged Beer greeter! Western wear is encouraged, but not required.



YPN NETWORKING RECEPTION

MONDAY, OCTOBER 17 | 9:00 PM - 10:00 PM

Calling all young professionals! Join us for our 2nd Annual Trivia Night for a great time and networking.



Dinner and Live Music with SongDivision

TUESDAY, OCTOBER 18 | 6:00 PM - 10:00 PM

Last year we celebrated the decades with a dance party and you asked for more. This year we've invited a band to help us create our own song and you will be part of it! Using the universal language of music, SongDivision will tie together MHI's event themes and key objectives in an engaging and highly energetic experiential branding and entertainment program.

The end result will be everyone participating in the performance of a completely original song, which will reinforce the key takeaways and content from the conference, and capped off by a night of unparalleled musical entertainment. This collaborative event will be truly unique and memorable. Afterwards we'll keep the dance party going with rock n' roll hits.

MHI MEMBERSHIP

About MHI



Since 1945, successful companies have come to MHI for professional resources and reliable information as they make capital expenditure and supply chain investment decisions. They know MHI is the premier trade association and information resource for this diverse industry.

MHI's member companies are the leading providers of material handling, logistics and supply chain equipment, systems and services. Their solutions set the industry standard for excellence.

MHI attracts an exclusive audience of decision makers from leading companies that want to improve their manufacturing and supply chain performance. MHI membership provides the platform to connect and create strategic partnerships with these industry leaders and supply chain buyers.

Member companies join MHI to take advantage of professional development, networking and continuous marketing exposure that they can't find anywhere else. Membership provides the advantages they need to excel in the \$156 billion material handling and logistics industry.

Your Membership in MHI Helps You Connect with Manufacturing and Supply Chain Professionals

MHI is committed to delivering member value. Below are a few highlighted programs offered to MHI members.

MHI Loyalty Program

MHI members are rewarded "Loyalty Points" for participation and support of various MHI programs throughout a calendar year. Accumulated points can be redeemed for benefits and discounts as well as determine position at the exhibit Space Draws for the ProMat and MODEX expos.

MHI Members can accumulate points through:

- Membership in MHI
- New MHI Member Referrals
- Booth size at MODEX and ProMat
- Product and Solutions Group Membership
- MHI Meeting Attendance
- MHI Volunteer Leadership Participation
- Advertising in or sponsorship of MODEX, ProMat, *MHI Solutions* and the Material Handling Education Foundation

MODEX 2018 Space Draw Points

Lease and deposit are due November 30, 2016. Once the final point list has been determined it will be posted on MHI.org/loyalty prior to the Space Draw. For more information, visit MHI.org/loyalty.

2016 MHI Annual Industry Report – *Accelerating change: How innovation is driving digital, always-on supply chains*

Supply chains face constant pressure to do more with less. As many supply chain organizations have spent years cutting costs and eliminating waste, incremental improvements are leading to diminishing returns. This is driving the need for supply chain executives to seek more innovative solutions. This report identifies eight innovations that are driving next generation supply chains. Download the report at MHI.org/publications/report.

MHI Business Planning Community

The Business Planning Community (BPC) allows members convenient access to business planning tools and resources. The BPC offers an online library including the Material Handling Equipment Manufacturing (MHEM) Forecast, a monthly economic snapshot, the 2016 Member Annual Industry Report, economic analysis and market data, market reports, MHI presentations, white papers, industry research and links to other hot business topics.

For more information on this program contact Heather Taylor at htaylor@mhi.org or visit MHI.org/planning.



ProMat 2017

April 3-6, 2017

McCormick Place, Chicago

Collocated with ProMat:



MHI Innovation Awards

The 2017 MHI Innovation Awards will serve to educate and provide valuable insights on the latest manufacturing and supply chain innovative products and services to ProMat attendees. This award will be given to winners in three categories: Best New Innovation, Best Innovation of an Existing Product and Best IT Innovation. Contact Greg Baer for more information at gbaer@mhi.org.

Want to Exhibit at ProMat 2017?

The show floor is now 90% SOLD OUT! Secure your booth while inventory remains available. For more information visit www.ProMatShow.com or contact Tom Carbott at 704-258-6212 or tcarbott@mhi.org.



MODEX 2018 Exhibit Space Draw

December 8, 2016 // Atlanta's Georgia World Congress Center

Top-tier decision makers with the power to buy will attend the material handling and logistics industry's premier global event to find what's next. If you supply the supply chain, you need to exhibit at MODEX 2018.

Learn more about how to participate in the Space Draw at MODEXShow.com or contact Tom Carbott at 704-258-6212 or tcarbott@mhi.org

MHI ShowPro Live

December 7, 2016 // Atlanta's Georgia World Congress Center

Before the MODEX Space Draw, enjoy a day of exhibitor education at the ShowPro Live Exhibitor Workshop for ProMat 2017. The MHI ShowPro Live Exhibitor Workshop will feature a fantastic lineup of trade show consultants. MHI Mpro will deliver ALL NEW CONTENT to help your company maximize trade show investment. Learn best exhibiting, marketing and sales practices. Gain practical ideas, knowledge and skills to help maximize ROI at industry trade shows.



Topics include:

- First Time ProMat Exhibitors: Show Operations 101
- First Time ProMat Exhibitors: Integrating MHI Marketing Ops
- Experienced ProMat Exhibitors Content Marketing: The New Era of Event Marketing
- Experienced ProMat Exhibitors: Content Marketing: How To Start Your Content Marketing Mission
- MHI Mpro Best Practices Roundtable Discussions:
 - Saving Money & Controlling Costs
 - Promoting Your Exhibit & Driving Booth Traffic
 - Social Media
 - Working with Sales, Dealers & Distributors
 - Measuring Exhibiting Performance & ROI

The MODEX 2018 Space Draw Kickoff Event

December 7, 2016 from 6pm-9pm, MHI invites you to unwind with a new spin on golf at Topgolf Atlanta Midtown. The evening will feature hors d'oeuvres, networking, and a chance to challenge your new friends to a little friendly competition with Topgolf's unique contests register at ProMatShow.com/ShowPro.



U.S. Roadmap for Material Handling & Logistics

The U.S. Roadmap for Material Handling & Logistics is a 67-page report and action plan written for the logistics and supply chain industry. It identifies 65 capabilities the industry needs to develop to increase productivity, reduce costs, create jobs and enhance the global competitiveness of the U.S. between now and 2025.

The Roadmap's content is based on input from a broad, open community of thought leaders including material handling and logistics practitioners, suppliers, academia, associations, publications and government. They contributed thoughts about the capabilities and resources that the industry must improve during a series of roundtable discussions and Roadmap draft reviews. Learn more and download a free copy of the Roadmap at mhlroadmap.org.



ProMat Student Days

The 13th annual Material Handling & Logistics Student Days to be held on April 5-6 at ProMat. Classroom Day increases the recognition and appreciation of the material handling and supply chain industry among high school, community college and university faculty and students who represent the future buyers and users of the industry's products and services. If you are interested in becoming a tour guide contact Delana Hopkins at dhopkins@mhi.org.

College Industry Council on Material Handling Education (CICMHE)

CICMHE is an academic/industry partnership funded by MHI since 1952. CICMHE's purpose is to increase awareness, understanding, exploration, and development of material handling, logistics and supply chain systems through high value projects and events. CICMHE works to educate graduate and undergraduate students and create new knowledge through theoretical and applied research. Visit cicmhe.org for more information.

Material Handling Education Foundation, Inc. (MHEFI)

The Board of Directors of the Material Handling Education Foundation, Inc. (MHEFI) provided \$116,460 in academic scholarships for the 2016-2017 term.

This continues MHEFI's forty year tradition of investing in college students who have committed to a career in the material handling, logistics and supply chain industry. Graduating students will enter the workforce as engineers, project managers, management, research and academia. Many will be employed by member companies and end-users.

Please consider making a tax deductible investment in our future workforce. If you are interested in making an investment or if you have any questions, please contact Donna Varner at dvarner@mhi.org or 704.676.1190.

MHI SOLUTIONS GROUPS

MHI Solutions Groups

MHI Solutions Groups bring MHI members together with equipment and systems users to address common challenges and opportunities in manufacturing and the supply chain.

Solutions Groups offer MHI member companies, their customers and the manufacturing and supply chain user community a non-commercial environment to collaborate and discuss topics of mutual business interest. The goal is to provide a “safe harbor” for sharing information, awareness, education, best practices and lessons learned. In general, topics for discussion are typically related to the *U.S. Roadmap for Material Handling & Logistics* or the *Annual MHI Industry Report*.



Automation Solutions Group I (ASG) Meeting
Monday, October 17th | 8:00 AM - 11:00 AM
Contact: Matt Smurr, msmurr@mhi.org



Information Systems Solutions Group I (ISSG) Meeting
Monday, October 17th | 2:30 PM - 5:30 PM
Contact: Matt Smurr, msmurr@mhi.org

MHI ANNUAL CONFERENCE SOLUTIONS SESSIONS:

Accelerating Automation: Supplier/Customer Collaboration
Tuesday, October 18 | 8:00 AM - 9:00 AM

Solutions Teams: Connecting Supplier & Customer
Tuesday, October 18 | 2:30 PM - 3:30 PM

Solutions Group Benefits:

<p>Meetings & Education</p>  <ul style="list-style-type: none"> ▪ Ground floor discussions ▪ Address market issues ▪ Educational opportunities ▪ Stay up-to-date on trends and innovations 	<p>Solution-Specific Collaboration</p>  <ul style="list-style-type: none"> ▪ Collaboration between solution suppliers and users to facilitate innovation and promote specific equipment and system solutions 	<p>Research and Thought Leadership</p>  <ul style="list-style-type: none"> ▪ Development of industry-leading research on innovations and trends ▪ Industry outreach to promote solution-specific thought leadership 	<p>Peer and Supplier Networking</p>  <ul style="list-style-type: none"> ▪ Collaborate and develop relationships with thought leaders and key players ▪ Influence product and technology development 	
<p>Face-to-face Discussions</p>  <ul style="list-style-type: none"> ▪ Facilitated discussions between solution suppliers and users 	<p>Marketing & Promotion</p>  <ul style="list-style-type: none"> ▪ Exposure on MHI.org ▪ Public Relations ▪ MHI.org Microsites ▪ Case Studies ▪ Expo Seminars 	<p>Publications</p>  <ul style="list-style-type: none"> ▪ MHI Solutions ▪ MHI Annual Industry Report ▪ U.S. Roadmap 	<p>Business Planning Tools</p>  <ul style="list-style-type: none"> ▪ MHEM Report ▪ Monthly Market Snapshot ▪ BPC 	<p>Digital Collaboration Communities</p>  <ul style="list-style-type: none"> ▪ Access to digital collaboration tools to facilitate ongoing interaction

MHI LEADERSHIP

2016 MHI Officers and Board of Governors

Officers:

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John Paxton, Vice President and General Manager,
Terex Corporation

President of MHI

Gregg E. Goodner, Member, Board of Directors,
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Vice President of MHI

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Steve Diebold, President, Wirecrafters, LLC

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Inc.

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Daniel Quinn, Emeritus, HAMACO Industries

Kelly Reed, Partner/EVP, MH Integration, Tompkins International

Brian Reh, President & CEO, Gorbelt Inc.

Pat Sedlak, Principal, Sedlak Management Consultants

Clark Skeen, President, CubiScan

Jim Vandegriff, President, R&M Materials Handling, Inc.

MHI 2016 Chairman's Council



Automated Storage/Retrieval Systems (AS/RS)

Chair: Roger Stubbs, Dematic



Automatic Guided Vehicle Systems (AGVS)

Chair: Stacy Kelly, Rockwell Automation Control
Systems

Vice Chair: Bryan Knott, Dematic



College Industry Council on Material Handling Education
(CICMHE)

President: Bill Ferrell, Clemson University

Vice President: Michael Kay, North Carolina State University



Conveyor and Sortation Systems (CSS)

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Crane Manufacturers Association of America, Inc. (CMAA)

President: Chris Becker, G.W. Becker, Inc.

Vice President: Bill Schneider, Sissco Material Handling
Equipment



Electrification & Controls Manufacturers Association (ECMA)

Chair: Mike Sparks, HBC-radiomatic, Inc.

Vice Chair: Ben Hiebenthal, Conductix-Wampfler



Ergonomic Assist Systems and Equipment Council (EASE)

Chair: Jim Galante, Southworth International Group, Inc.

Vice-Chair: David Butwid, Gorbelt, Inc.



Hoist Manufacturers Institute (HMI)

President: Robert Burkey, Yale Hoists

Vice President: Chris Hess, Harrington Hoists, Inc.



Institute of Caster & Wheel Manufacturers (ICWM)

President: Darrell Metzger, Colson Group USA

Vice President: Ray Simmons, Darcor Casters



Lift Manufacturers Product Section (LIFT)

Chair: Ev Latvys, Advance Lifts, Inc.

Vice Chair: Paul Pedersen, Pentalift Equipment Corporation



Loading Dock Equipment Manufacturers (LODEM)

Chair: Mike Pilgrim, Systems, Incorporated

Vice Chair: Robert Hensel, Nova Technology International, LLC



Monorail Manufacturers Association (MMA)

President: Rob Beightol, Gorbelt, Inc.



Order Fulfillment Solutions (OFS)

Chair: Rick Fox, FOX IV Technologies, Inc.



Protective Guarding Manufacturers Association (ProGMA)

Chair: David Brentz, Industrial Netting

Vice Chair: Ray Niemeyer, SpaceGuard Products, Inc.



Rack Manufacturers Institute (RMI)

President: Jeff Andrews, Elite Storage Solutions

Vice President: Patrick Peplowski, SpaceRAK, Division of
Heartland Steel Products, LLC



Storage Manufacturers Association (SMA)

Chair: Kevin O'Neill, Steele Solutions, Inc

Christopher Rutkowski, Teilhaber Manufacturing Corporation

MHI Solutions Groups



Automation Solutions Group (ASG)

Jerry Koch, Intelligrated, Inc.

Vice-Chairs: Bill Leber, SWISSLOG Logistics, Inc.

Shana Relle, Intralox

General MBR REP: Todd Farwell, Caterpillar



Information Systems Solutions Group (ISSG)

Chair: Alan Reigart, St. Onge Company

Vice-Chair: John Reichert, TECSYS, Inc.

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MHI.org

Save The Date

ShowPro Live Exhibitor Workshop
December 7, 2016
Georgia World Congress Center
Atlanta, GA

MODEX 2018 Space Draw
December 8, 2016
Georgia World Congress Center
Atlanta, GA

2017 Roundtable Advisory
Committee Meeting
January 20-23, 2017
Four Seasons Resort
Palm Beach, Florida

ProMat 2017
April 3-6, 2017
McCormick Place
Chicago, Illinois

2017 Spring Meeting
May 22-24, 2017
Marriott City Center
Charlotte, North Carolina

2017 MHI Solutions Conference
May 22-23, 2017
Marriott City Center
Charlotte, North Carolina

2017 MHI Executive Summit
October 1, 2017
Boca Raton Resort
Boca Raton, FL

2017 MHI Annual Conference
October 2-4, 2017
Boca Raton Resort
Boca Raton, FL

MODEX 2018
April 9-12, 2018
Georgia World Congress Center
Atlanta, Georgia

