



**WF&FSA ANNOUNCES
ESSENTIALS OF PROFITABLE WAREHOUSE OPERATIONS
COMING TO A CITY NEAR YOU!**

**UPCOMING DATES: January 24, Los Angeles and January 25, San Diego – Registration Form Attached
One Day Course Offered at \$325 per person**

WF&FSA, in conjunction with the Association Education Alliance, is offering a new one-day warehouse training program which will travel soon to a city near you! This one day course is based on the ***Essentials of Profitable Warehouse Operations***® course, originally conceived by the American Supply Association. The course is intended to give managers a framework to teach essential warehousing functions to the teams they manage. The content also serves to refresh old concepts and introduce additional operating efficiencies. Topics include:

- The role of the wholesale distributor in the supply chain
- Inventory as cash
- Warehouse security
- Inventory accuracy and cycle counting
- Preventative maintenance programs
- Employee safety
- Facility layout and storage systems
- Inventory movement analysis
- Dead Stock
- The order transaction
- Functional roles in the transaction
- Team leadership and supervision

This course will move around the country to fit the needs of members. To view the list of cities for the first six months of 2012, please see below.

Many companies struggle with training. Most training is geared toward product knowledge, sales or data processing functions. The material handling team, the same people who have a significant impact on net profit, receive little or no formal training. This is your opportunity to train your operational personnel: branch managers, warehouse managers and key warehouse supervisors. Your training coordinators may be interested in attending to take the program back to your organization.

The Cost of the Program

This program is offered for an affordable \$325 per person. Modest discounts can be offered for multiple participants from a single company. The tuition includes the Essentials of Profitable Warehouse Operations manual (currently sold at \$160), lunch and other catering costs.

The Instructor

The course will be facilitated by Jason Bader, of the Distribution Team. He has presented the course in 10 cities around the United States. His ability to connect with participants stems from his experience growing up in the distribution business and spending several years working in warehouse operations. He transitioned to teaching and coaching in 2003.

Jason Bader is the managing partner of The Distribution Team. The Distribution Team specializes in providing excellence in inventory management training, business operations consulting and technology utilization to the wholesale distribution industry. Jason brings over 20 years of experience working in the distribution field. He has overseen various operational teams, managed small and large facilities, and served in an executive management capacity for the last 10 years of his distribution career.

Jason finds himself in the unique position of being a true practitioner turned educator. He focuses his speaking engagements on practical experience. He often draws from real experience as a way to teach his audience how to overcome challenges in the wholesale distribution industry. Jason is a regular speaker at distribution industry events and he is a featured contributor to several trade publications, such as *Construction Supply*, *Industrial Supply*, *The Wholesaler*, *FEDA News & Views* and *Today's Electrical Distributor*.

HOW TO REGISTER

To register, just click on the interactive link in the PDF attached. This will take you directly to the registration site. When registering, please note that you are a member of WF&FSA.

We hope you find this new offering a valuable addition to your WF&FSA membership benefits.

AEA Warehouse Management Course Dates for 2012 (Subject to Change)

| | | | |
|--------------------|-------------|------------------|----------|
| Los Angeles, CA | January 24 | Detroit, MI | April 4 |
| San Diego, CA | January 25 | Cincinnati, OH | April 24 |
| San Francisco, CA | February 7 | Chicago, IL | April 25 |
| Miami, FL | February 21 | Newark, NJ | May 8 |
| Tampa, FL | February 22 | Philadelphia, PA | May 9 |
| Orlando, FL | February 23 | Baltimore, MD | May 10 |
| Charlotte, NC | March 7 | Pittsburg, PA | May 22 |
| Atlanta, GA | March 8 | Boston, MA | May 24 |
| Denver, CO | March 21 | Vancouver, BC | June 5 |
| Salt Lake City, UT | March 22 | Seattle, WA | June 6 |
| Toronto, ON | April 3 | Portland, OR | June 7 |

Los Angeles • January 24

DoubleTree by Hilton
5757 Telegraph Road
Commerce, CA 90004

San Diego • January 25

Holiday Inn by the Bay
1355 N. Harbor Drive
San Diego, CA 92101

San Francisco • February 7

Hilton Garden Inn
510 Levee Blvd.
San Leandro, CA 94579

Phoenix • February 9

Fairfield Inn & Suites
2520 N. Central Avenue
Phoenix, AZ 85004



FEATURED INSTRUCTOR

JASON BADER

The Distribution Team



Jason Bader, managing partner of The Distribution Team, Inc, specializes in inventory management training, business operations consulting and technology utilization. Jason brings his over 20 years of experience working in managing large and small distribution facilities to teach his audience how to overcome challenges in warehouse operations. He is a true practitioner turned educator who emphasizes practical experience in all his teaching.

Every attendee will receive:

- Full day of instruction from one of distribution's premier trainers
- A copy of the *Essentials of Profitable Warehouse Operations*® course book

PARTICIPANT FEEDBACK

"This program really makes you think differently about your operations."

Doug McClure, Branch Manager, Lute Supply

"As a new warehouse manager this class is a must – very informative."

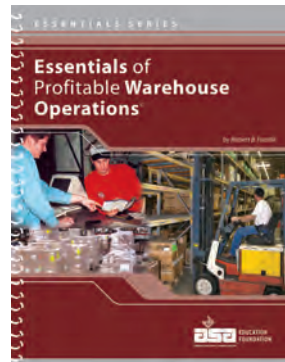
Quinton Young, Warehouse Manager, DSG

"This was a great refresher for the long time employee and a great kick start for new hires."

Starlene Casey, PDI

Drive operational excellence throughout your operation with

Essentials of Profitable Warehouse Operations[®]



Essentials of Profitable Warehouse Operations®, authored by **Robert Footlik**, is a comprehensive training program written exclusively for the wholesale distribution channel.

The course is geared toward warehouse employees, especially those on the supervisor-track. Any team member whose job is related to a smooth-running and efficient warehouse will benefit.

Beginning with an explanation of how the wholesale-distribution business works, the course moves quickly to introduce key members of the warehouse team and explains how they contribute to an effective operation. Next comes an in-depth treatment of the orderly flow of materials from receiving through stocking, picking, packaging and delivery. Critical concerns like safety and security are also well covered. The course wraps up with examples of continuous improvements and how the warehouse employee can grow as a professional within the distribution business.

This course provides warehouse and supervisor-track employees with knowledge of all major functions of a modern wholesale-distributor's warehouse. Topics covered include:

- >> **Overview of Wholesale Distribution Operations**
- >> **Working with Inventory in a Profitable Operation**
- >> **Working Together as a Team**
- >> **Managing Risk in the Warehouse Operations**
- >> **How a Warehouse Works**
- >> **How Orders are Picked and Packed**
- >> **Loading and Shipping Operations**
- >> **How to Put that Knowledge to Work**

Register your key warehouse and management employees by **Friday, January 13**. Cost is \$349 per participant.

CLICK HERE for more information

www.distributionteam.com/warehouseseminar.html

