2020 Supply Chain Exchange
EXHIBITOR PROSPECTUS
Who is CSCMP?

- Since 1963, the Council of Supply Chain Management Professionals (CSCMP) has supported the supply chain management community by fostering relationships and building up careers through unbiased education, professional development and networking opportunities.

- Our mission is to lead the supply chain profession by connecting, developing and educating the world’s supply chain management and logistics professionals throughout their careers.

What is EDGE?

- CSCMP’s EDGE supply chain conference and exhibition is an event like no other, with unlimited opportunities to learn from industry experts, hear dynamic speakers you won’t find anywhere else, and network with the most influential supply chain leaders in the world.

- EDGE is how the supply chain management professional connects to the latest in industry knowledge and developments while meeting today’s innovators and trend-setters.

- Supply Chain Exchange Exhibition, a component of the conference, offers attendees opportunity to experience intelligent design and function of contemporary, world-class supply chains. In this unique educational setting, attendees will have the opportunity to view demonstrations, equipment, systems, and technologies that provide cutting-edge solutions for a wide range of supply chain challenges.

- Join your colleagues from around the world in Kissimmee, FL at supply chain’s premier event and make the connections that will accelerate your success.
Why Exhibit?

- EDGE attracts 3,000 supply chain professionals and industry partners for 3 ½ days of educational sessions, connections and solutions.

- 60% of CSCMP's EDGE attendees include C- and V-suite titles, giving you the opportunity to network with senior decision-makers.

- The Supply Chain Exchange Exhibition introduces attendees to innovations and technologies that can help solve their supply chain challenges. Demonstrate your equipment, systems and technologies and offer cutting-edge solutions for a wide range of supply chain issues.

- EDGE attendees have a vested interest. Research indicates that most participants who are required to pay to attend an event such as this have an active project under way and are looking for partners with solutions.

- EDGE is just the right size. It is large enough for extensive networking but small enough to allow you to spend significant time with key contacts and prospects in a relaxed atmosphere.

- New for 2020 – The Innovation Stage. Think of this as a “Shark Tank” type of presentation taking place on our centrally located stage. Sessions will be held on Sunday, Monday and Tuesday with each session allowing for a 15-minute demonstration followed by a 5-minute Q&A. **Cost: $4,995***

*Must be an exhibitor or sponsor to participate.*
EDGE Attendees
Responsibility Level

- Director: 25%
- Manager: 25%
- Vice President: 17%
- Sr. V.P.: 4%
- President: 4%
- Corporate Officer: 5%
- CEO: 4%
- Student: 8%
- Other: 2%
- Academic: 6%
EDGE Attendees
Type of Business/Organization

- Shippers: 38%
- 3PLs and 4PLs: 20%
- Consultants: 12%
- Academia: 14%
- Info Tech: 7%
- Gov./Other: 9%
EDGE Attendees
Industry Type

[Bar chart showing percentage distribution by industry type]
## FORTUNE 50

1. Walmart  
2. Exxon Mobil  
6. McKesson  
8. Amazon.com  
13. Chevron  
14. Cardinal Health  
17. Kroger  
23. The Home Depot  
24. Bank of America Corp.  
27. The Boeing Company  
34. IBM  
35. Dell Technologies  
37. Johnson & Johnson  
42. Procter & Gamble  
44. UPS  
45. PepsiCo  
46. Intel  
48. Archer Daniels Midland  
50. FedEx

## FORTUNE 100

### Fortune 50 Plus

54. Sysco  
55. Walt Disney  
57. Pfizer  
58. HP  
59. Lockheed Martin  
62. Cisco Systems  
65. Caterpillar  
77. Honeywell International  
78. Merck  
82. Oracle  
87. The Coca-Cola Company  
89. Nike

## FORTUNE 250

### Fortune 100 Plus

102. Deere  
110. AbbVie  
113. Arrow Electronics  
117. Mondelez International  
123. Dollar General  
124. International Paper  
130. Amgen  
131. McDonald's  
139. Penske Automotive Group  
140. Whirlpool  
153. Fluor  
154. Altria Group  
162. Danaher  
163. Kimberly-Clark  
174. CarMax  
183. Nordstrom  
186. XPO Logistics  
189. CDW  
190. Sherwin-Williams  
192. Texas Instruments  
193. C.H. Robinson Worldwide  
195. Cognizant Technology Solutions  
204. Illinois Tool Works  
207. CBRE Group  
245. Biogen

## FORTUNE 500

### Fortune 250 Plus

265. CSX  
275. Molson Coors Brewing  
283. Baxter International  
287. W.W. Grainger  
293. Corning  
321. Conagra Brands  
356. Jones Lange LaSalle (JLL)  
362. Dean Foods  
379. The Hershey Company  
387. Ryder System  
394. Weyerhaeuser  
395. J.B. Hunt Transport Services  
399. Berry Global Group  
407. Harris  
408. Expeditors Intl. of Washington  
416. Kindred Healthcare  
436. Packaging Corp. of America  
439. Dillard’s  
446. TreeHouse Foods  
456. Sealed Air  
471. Ulta Beauty  
488. Harley-Davidson
Supply Chain Exchange
Exhibitor Participation Levels

**Standard Package:**
These are organizations that have supply chain management products and/or services that would be of interest to CSCMP’s EDGE attendees. Participating organizations will receive their choice of one (1) 10’ by 10’ booth space.

<table>
<thead>
<tr>
<th>2 complimentary registrations ($2,495 per)</th>
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<tbody>
<tr>
<td><strong>Booth Package Price:</strong></td>
</tr>
<tr>
<td>Member: $4,150</td>
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<tr>
<td>Non-member: $5,188</td>
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<td>(Value: $10,178)</td>
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**Standard Package Plus:**
These are organizations that have supply chain management products and/or services that would be of interest to CSCMP’s EDGE attendees. Participating organizations will receive their choice of two (2) 10’ by 10’ side-by-side booths.

<table>
<thead>
<tr>
<th>3 complimentary registrations ($2,495 per)</th>
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<tbody>
<tr>
<td><strong>Booth Package Price:</strong></td>
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<tr>
<td>Member: $8,000</td>
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<tr>
<td>Non-member: $10,000</td>
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<tr>
<td>(Value: $17,485)</td>
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Supply Chain Exchange
Exhibitor Participation Levels

**Education Package:**
These are organizations that have supply chain management equipment and/or services and want the opportunity to develop and run one non-commercial educational session within the conference educational program.

Participating organizations will have their choice of (2) two side-by-side 10’ by 10’ (which will combine into one 10’ by 20’ booth) standard booth spaces. If the organization wishes to purchase additional floor space for a bigger booth or a stand-alone ‘island’ type of booth, they can be purchased at a discounted rate.

**Premium Package:**
These are organizations that have supply chain management products and/or services that would be of interest to CSCMP’s EDGE attendees.

Participating organizations will receive a minimum size of two side-by-side 10’ by 10’ (which will combine into one 10’ by 20’ booth) standard booth spaces. If the organization wishes to purchase additional floor space for a stand-alone ‘island’ type of booth, they can be purchased at a discounted rate.

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5 complimentary registrations ($2,495 per)

**Booth Package Price:**
- Member: $16,800
- Non-member: $21,000
(Value: $33,475)
Maximum: 12 Education Sessions

6 complimentary registrations ($2,495 per)

**Booth Package Price:**
- Member: $15,800
- Non-member: $19,750
(Value: $34,720)
Increase your exposure at EDGE with these marketing opportunities offered through CSCMP’s award-winning publication

▶ Pre-Conference Report Sponsorship
Get exclusive pre-event coverage of CSCMP’s EDGE conference with our Pre-Conference Report. Seeing your paid-content insertions before key attendees set foot on the show floor will help ensure their itinerary includes a stop at your booth.
Cost: $3,500 (Rectangle + sponsored content)

▶ Pre-Conference Dedicated Emails
The perfect opportunity to let our 20,000+ subscribers know in advance what exciting things you’ll be up to at the upcoming event.
Cost: $5,775

▶ CSCMP’s Supply Chain Quarterly’s Annual State of Logistics Issue
This issue gives each advertiser a FREE bonus page to deliver the message of its choosing in a clean, crisp format with the purchase of a full-page ad. As a further value-add, this special issue is included in all attendee registration packets at CSCMP’s EDGE Annual Conference.

▶ CSCMP’s SCE Show Guide
This very popular show guide will be distributed at the Supply Chain Exchange Exhibition at CSCMP’s EDGE conference and will provide information that will be beneficial for attendees to have at the event. Buy an ad in Supply Chain Quarterly’s State of Logistics issue or the Q3 issue, and receive the same-sized ad for half-price in the Show Guide.

▶ Conference Daily Report Sponsorship
These reports will bring readers’ insights and important news from the CSCMP EDGE conference, including highlights of the previous day’s program.
Cost: $3,500 (Rectangle + sponsored content)

▶ Booth Video Tapings
High-impact, easy, cost-effective. Our film crew will come to your booth and interview an executive. Videos will be included in the Conference Daily Reports, time permitting.
Cost: $2,950

All pricing is NET.

Ask your sales representative about fully customized packages!
Contact Us

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Want more information on EDGE 2020? Visit cscmpedge.org.