



Helping members run high-quality, profitable warehouse logistics businesses.

## SAVINGS YOU CAN SEE... ACTION YOU'LL APPRECIATE

On your company's behalf in 2006, IWLA:

- ▶ REVIEWED and HANDLED over 500 legal compliance QUESTIONS for warehouse members – a savings of \$300 per hour for each time you need an attorney for a general reference question.
- ▶ CREATED a BEST PRACTICES TEMPLATE for warehouse C-TPAT compliance, enabling you to meet one set of standards for international import security practices – savings that start at \$10,000 per individual application.
- ▶ NEGOTIATED for you a series of MEMBER ADVANTAGE PROGRAMS that consistently save your company money on a wide-array of products and services – a savings of \$500 to as much as \$300,000 annually.
- ▶ FUNDED and PRODUCED a 2006 FINANCIAL BENCHMARKING STUDY, providing your company, free of charge, the ability to compare your income statement and balance sheet with other warehousing companies – a savings upwards of \$1,200.
- ▶ SUPPLIED your company with ADVERTISING and RECOGNITION in the online Logistics Services Locator (LSL) and printed *Warehouse Logistics Buyers' Guide*, both of which work to promote your services to shippers and receivers – an annual savings of \$450 - \$1,500, the cost of reaching similar markets on your own.
- ▶ PROVIDED your company with DIRECT ACCESS to resources needed to identify issues, participate in grassroots efforts and support pro-business candidates through an online Legislative Action Center – Resources that could cost your company \$7,500 annually.
- ▶ DELIVERED deep MEMBER DISCOUNTS on education and training programs that keep you on the leading edge of warehouse profitability practices – savings more than \$200 per registrant.
- ▶ PROVIDED over 12 REGIONAL FORUMS for you to exchange, gain and apply knowledge from thought leaders and peer practitioners – knowledge that could cost you \$500 per consultation if purchased on the open market.
- ▶ DEFEATED the Pennsylvania gross receipts TAX – a savings of 3% on all warehouse revenue derived from Pennsylvania-based regulations.



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Add it up and count the returns on your annual dues investment.