- **LARGE COMPANIES**
  - Owners / CEOs
  - Presidents
  - C-Suite – Senior Executive Leadership Team

- **SMALL – MEDIUM COMPANIES**
  - Owners
  - Presidents
  - Executive Management

**IARW-WFLO CONVENTION**
- Owners / CEOs
- Presidents
- Executive Management

**GCCA ASSEMBLY OF COMMITTEES**
- Owners / CEOs
- Senior Executives with compliance and regulatory responsibility

**IACSC CONFERENCE**
- Owners / CEOs
- Senior Executives with compliance and regulatory responsibility

**GLOBAL COLD CHAIN EXPO**
- Owners / CEOs
- Sr Executive Mgmt
- Chief Engineers
- Engineer Mgmt Teams
- Facility Ops Mgmt
- (Warehouse Mgrs)

**WFLO GRADUATE INSTITUTE**
- Warehouse Mgrs who have graduated from the three-year WFLO Institute
- Executives who have graduated from the three-year WFLO Institute

**WFLO INSTITUTE**
- Warehouse Mgr
- Operations Mgr
- High-Potential for Mgmt Position
- High Mgmt Potential
- Customer Svc Mgr
- Transportation Mgr
- Execs new to industry
- Warehouse Supervisor
- Shift Leads
EVENT | PURPOSE
--- | ---
**IARW-WFLO CONVENTION** | Annual gathering of IARW & WFLO; education for cold storage operators; networking and business development
**GCCA ASSEMBLY OF COMMITTEES** | Policy educational programming, committee meetings, and government agency meetings
**IACSC CONFERENCE** | Annual gathering of IACSC members, education for cold storage owners building facilities; networking and business development
**GLOBAL COLD CHAIN EXPO** | 2-1/2 day educational conference, expo, and business-to-business networking for the perishable supply chain.
**WFLO GRADUATE INSTITUTE** | 3-day industry-specific program for graduates of the WFLO Institute. The experience centers around two components – analyzing and responding to a customer request & developing leadership skills for the 21st century.
**WFLO INSTITUTE** | 4-day industry-specific program for third-party logistics professionals offering more than 40 classes in warehouse management and transportation management taught by leading experts in the industry.