



Press Kit



Maximizing Resource Utilization

Lean Based

↑
Thru Put



Intelligent Warehouse Control System

Reduce Capital Investments

Pick

Tap Capacity

CAFE[®]
Waveless Order Processing Starts Here

Fastest Order Cycle Time



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Company Objective

VARGO® works to provide an unequalled combination of engineering knowledge, software design and material handling expertise to improve material handling operations, maximize resource utilization and accelerate distribution solutions in the industry.

Company Overview

VARGO® is a team of leading warehousing, fulfillment and distribution center specialists with the expertise and software innovation to move companies beyond traditional fulfillment and distribution methodologies to achieve peak performance metrics and exceed consumers' increasing service level expectations.

VARGO® recognizes the demand in today's marketplace for comprehensive, flexible solutions to warehousing, fulfillment and distribution challenges. The company's strategic team is comprised of specialists with expertise in warehouse execution systems, integration and distribution center process improvement, and specialized material handling equipment.

The pace of today's global economy challenges many companies to meet customer demands and stay ahead of the competition. VARGO®'s dynamic solutions allow companies to transform their fulfillment operations, offering true lean distribution.

VARGO® designs, implements and supports custom distribution center solutions that help companies reduce operating costs, improve efficiency and increase profitability.

In addition to VARGO®'s expertise in engineering and equipment, the company's COFE® (Continuous Order Fulfillment Engine) software provides a revolutionary approach to optimizing warehouse, fulfillment and distribution systems, including an omnichannel solution for retailers.

VARGO®'s most recent technological advancements dramatically excel performance with benefits such as:

- **Dynamic optimization** – Monitoring an operation in real time, then adjusting automatically to optimize it
- **System-directed labor balancing** – Adapting to real-time workload demands, automatically reallocating resources to maintain constant work flow throughout the operation
- **Live-item sorting optimization** – Maximizing product throughput and volume through sorters—often resulting in a 30 percent capacity increase
- **Waveless fulfillment** – Eliminating non-essential relationships in fulfilling orders, creating continuous flow and eliminating low-productivity wave transitions





VARGO®'s innovative thinking and superior material handling solutions have put it in partnership with high-profile direct-to-consumer companies, retailers, wholesalers and manufacturers, including:

- Abercrombie & Fitch Company
- American Eagle Outfitters, Inc.
- American Honda Motor Company, Inc.
- American Signature, Inc.
- DSW, Inc.
- GENCO Distribution System, Inc.
- H.E. Butt Grocery Company (HEB)
- Levi Strauss & Company
- L Brands, Inc.
- L.L.Bean
- Lockheed Martin Corporation
- National Logistics Services, Inc.
- Ocean State Job Lot
- RedEnvelope, Inc.
- The McGraw Hill Companies
- Micro Center
- Carquest Auto Parts
- National Logistics Service

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VARGOsolutions.com

Company History

Vargo Associates was established in 1971 in Columbus, Ohio, by Julius and Mary Ann Vargo. The co-founders began the company to meet the rising demand for efficient, cost effective material handling for local and national businesses.

The Vargos saw Columbus as a major national distribution hub and identified a growing need for material handling expertise. They wanted to create a company that would serve as a major, national leader for warehousing, fulfillment and distribution solutions. Julius Vargo wanted the company's foundation to be based on a strong commitment to customer service and innovative solutions and technologies.

Soon after its inception, Vargo Associates developed strong business relationships with mid- to large-sized companies in the manufacturing and distribution industries that needed innovative solutions to meet market demands within the developing global marketplace. As a result of this growth, Vargo Associates became Vargo Material Handling Inc. to better identify the company's capabilities and service offerings.

In 1975, Julius and Mary Ann's daughter Julie joined the company in the accounting department. She eventually moved into a sales capacity, holding the title of Vice President of Sales, before becoming an independent sales consultant in 2013.

In 1986, Julius and Mary Ann's son, Michael, joined the company as territory sales manager, where he was responsible for the development and sales of the company's product lines for new and existing clients.

In 1995, the company acquired an integrated systems company, Systruct, and changed Systruct's name to Vargo Integrated Systems Inc.

In 1996, the Vargo's daughter Sharon joined the company full-time in accounts payable. After a short absence in 2009, she returned as the company receptionist, a role she continues to fill.

In January of 2001, Julius Vargo officially handed the reigns of the company to Michael. It was a natural and seamless transition for Julius to assume a role as the company's CEO and chairman, putting his trust in Michael's experience and leadership abilities as the company's second president. After becoming president, Michael continued to strengthen Vargo Material Handling's and Vargo Integrated Systems Inc.'s leadership in the industry and sustain the companies' growth.

In January 2006, a major U.S. clothing manufacturer awarded Vargo Integrated Systems Inc. and ADS Specialists, Inc., of Austin, Texas, a significant contract to design a warehouse control system in its new distribution center in Kansas.

Vargo Integrated Systems Inc.'s partnership with ADS Specialists, Inc. was such a success that two months later, Vargo acquired ADS Specialists, Inc. Shortly after the acquisition, Vargo changed the name of ADS Specialists, Inc., to Vargo Adaptive Software, LLC. The acquisition allowed Vargo the ability to offer its customers a





complete array of solutions for the material handling industry, including groundbreaking software programs.

The acquisition was a significant milestone in Vargo's growth and success. By having ADS Specialists, Inc.'s revolutionary solutions under its corporate umbrella, the company was able to provide innovative software applications and complete equipment control systems to dynamically optimize automated material handling systems.

In 2006, with its recent acquisition and the expansion of its services, Vargo began branding itself as VARGO® Companies, and filed for trademark protection of the VARGO® name, including its three separate entities: VARGO® Integrated Systems Inc., VARGO® Adaptive Software LLC and VARGO® Material Handling Inc.

In 2014, VARGO® received the Fast 50 award from Columbus Business First, which named the company as one of the fastest-growing private companies in Central Ohio. During the same year, the company celebrated the grand opening of the American Eagle Outfitters, Inc., omnichannel fulfillment center in Hazle Township, Pa. The facility was equipped with VARGO®'s COFE® (Continuous Order Fulfillment Engine) warehouse execution system, a technology that uses waveless order processing for order fulfillment.

In 2015, VARGO® introduced its COFE® Software as a Service (SaaS), a new pricing structure that empowers small- to medium-sized retailers and third-party logistics companies to take advantage of the COFE® technology without a large, upfront capital investment.

In the first quarter of 2015, VARGO® also partnered with GENCO Distribution System, Inc., a subsidiary of FedEx Corp., to install its COFE® warehouse execution system in an e-commerce facility for a GENCO client, a large, fast-growing retailer.

In 2015, 2016 and 2017, VARGO® and Michael Vargo were honored by Smart Business magazine for being one of the smartest 50 companies and CEOs in Columbus.

Since 1971, VARGO® has developed a strong and loyal customer base, many of which have been with the company since its founding.

Company Growth

Since 1971, VARGO® has grown consistently. While VARGO®'s list of clients continues to grow, the company's greater sights are on cementing its reputation as the industry's leading systems integrator. VARGO® is revolutionizing the industry and the way people move goods in omnichannel fulfillment centers.

With more than two decades of documented successes, VARGO® is at the forefront of waveless order processing in fulfillment centers. It was a pioneer of the automated distribution movement for lean distribution, and continues to lead the industry by using pull-based methodologies and by developing custom fulfillment center solutions with its innovative COFE® (Continuous Order Fulfillment Engine) software. VARGO®'s methodologies assisted fulfillment operations like Amazon and have been in practice for more than two decades with leading catalog, apparel and pharmaceutical companies.

Today, almost 70 percent of VARGO®'s business is custom engineered material handling systems, each tailored to meet customers' needs. The company has the ability and experience to design and install the most complicated and sophisticated integration systems, while also supporting a company's ongoing operational needs.

Just as it has set high standards for its own growth and the products it develops, VARGO® has been exceptionally selective in forming strategic alliances with its partner businesses. The company is dedicated to working with specific material-handling equipment manufacturers who are all proven and well received in the industry. As with VARGO®, these manufacturers are best-in-class; they have established track records and they deliver





Integration Solutions

As a comprehensive integrator, VARGO® delivers customized solutions with a powerful difference. VARGO® designs, implements and supports custom distribution center solutions that dramatically accelerate efficiency to reduce operating costs and increase profitability.

Strategic Planning

VARGO® believes that the first phase in providing the best and most profitable solution for a company's distribution needs is to develop a strategy. A defined strategy will position the customer for continued growth and address new market requirements and demands.

Facility Design

VARGO® will create a new facility design or re-engineer an existing one to streamline operations, improve productivity, and meet the demanding needs of a company's customers and vendors. VARGO® applies its industry, engineering and software expertise to design solutions that provide maximum impact. The engineers at VARGO® will identify the physical requirements to arrive at the most efficient and effective lean distribution solution. VARGO®'s team of experts pays close attention to ever-changing SKU mixes, rapid volume growth, labor requirements, significant peak-to-average periods and consumers' increasing demand for excellent service.

Integration Services

VARGO® can help a company make its design ideas a reality through implementing key processes that allow a company's distribution center or warehouse facility to succeed.

Some of VARGO®'s integration services include sourcing appropriate equipment and providers for the solution, procuring equipment and services, developing detailed implementation schedule and manpower requirements, providing mechanical and electrical installation services, providing system commissioning and customer training, developing a transition plan and preparing ongoing, full-service maintenance programs.

VARGO®'s experienced and dedicated personnel ensure a seamless, non-disruptive implementation. The company executes all equipment purchases, sets and meets project schedules, and manages every aspect of installation. It also provides training, post-installation support and preventative maintenance programs.

COFE® WES

VARGO® offers the most advanced warehouse execution software. The company provides COFE® (Continuous Order Fulfillment Engine)—the software necessary to achieve real-time optimization and true lean distribution. VARGO®'s highly specialized group of industry-leading software engineers has created proven, unparalleled dynamic solutions that continue to raise the bar in performance and speed for warehouse, fulfillment and distribution center operations. The company's solutions are technically superior, configured for each client's environment, and easily adapted to industry-specific requirements.

COFE®

At the forefront of the automated distribution movement, VARGO® is the only company that offers COFE®, a real-time warehouse execution system (WES) that automates wave planning and enables continuous picking for a true lean and smart distribution. This intelligent system maximizes worker efficiency, minimizes order cycle time, increases equipment utilization and eliminates waving and buffers.

COFE® provides one of the most advanced dynamic optimization solutions available. The system is capable of managing material handling equipment as well as devices, people and processes. Its demand-driven technology integrates and synchronizes the distribution center to position workers strategically with the operation of the equipment.

COFE® Software as a Service (SaaS)

COFE® SaaS is a new pricing structure that empowers small- to medium-sized retailers and third-party logistics companies to take advantage of the COFE® technology. The new "Software as a Service" pricing structure allows customers with a minimum of 2,000 orders a day or 44,000 units a week to pay based on the number of units processed, reducing the large capital investment typically required to implement a warehouse execution system.





Material Handling

VARGO® supplies a complete range of superior material handling equipment. From rack and storage systems to conveyors, sortation and ergonomic equipment, cabinets and containers, the company maintains the vast inventory that clients need to keep material moving.

VARGO® understands the importance of on-time delivery, competitive pricing and quality products. With no bias toward in-house manufactured equipment, the company represents many leading material handling equipment and systems manufacturers, which allows it to bring a customer the best available products and services, including:

- Balers, compactors and shredders
- Carousels
- Containers, bins and baskets
- Dock equipment
- Electrified monorail systems
- Electronic Scanning/RFID/Data Capture Systems
- Hand trucks and picking carts
- Hoists and cranes/ergonomic handling systems
- Mezzanines and work platforms
- Paperless order fulfillment systems
- Pneumatic tube systems
- Security areas and wire partitions
- Modular offices
- Storage products
- Racks
- Shelving
- Stretch wrap and shrink wrap machines
- Work stations
- Lockers
- Industrial furniture
- Automated packaging equipment

Awards, Associations and Community Involvement

VARGO® is a member of the following industry associations:

- Council of Supply Chain Management Professionals (CSCMP)
- Material Handling Equipment Distributors Association (MHEDA)
- Material Handling Institute of America (MHIA)
- Warehousing Education and Research Council (WERC)

VARGO® supports the following community associations:

- Columbus Chamber of Commerce
- The Ohio State University Alumni Association
- The Ohio State University President's Club
- Hilliard Chamber of Commerce
- Ohio Quarter Horse Association
- JDRF—Juvenile Diabetes Research Foundation Promise Ball
- Walk to Defeat ALS
- Kids-n-Kamp
- Hilliard Area Food Bank
- The James Cancer Hospital and Solove Research Institute
- Columbus Torah Academy
- Congregation Torat Emet Main Event
- OSU's Wexner Center for the Arts
- County and State 4-H organizations
- American Eagle Outfitters Foundation

VARGO® also has been recognized with the following awards:

- Smart 50—from *Smart Business Columbus* in 2015 and 2016 as one of Columbus' smartest, most innovative companies
- Fast 50—named by *Columbus Business First* as one of the fastest-growing private companies in Central Ohio in 2014
- Top 100 Private Companies in Columbus in 2014—from *Columbus Business First*
- A finalist for the 2006 Family Business of the Year award from the Conway Center for Family Business



Success Story: American Eagle Outfitters, Inc.



American Eagle Outfitters, which had previously relied on the expertise of VARGO® to evaluate and improve its material handling system at its Warrendale, Pa., distribution center, and to design the system at its Ottawa, Kan., facility, turned once again to VARGO® when it planned to open a distribution center in Hazle Township, Pa., that would support both store replenishment orders as well as direct-to-consumer orders.

VARGO® recommended that American Eagle use its COFE® (Continuous Order Fulfillment Engine) warehouse execution system. VARGO®'s COFE® technology has the flexibility to handle a wide range of orders at the same time, making possible American Eagle's desire for one fulfillment center that could combine retail store and online orders for omnichannel fulfillment.

In August 2014, American Eagle Outfitters and VARGO® celebrated the grand opening of the Hazle Township omnichannel fulfillment center that uses VARGO®'s COFE® WES (warehouse execution system). The new system uses waveless order processing for continuous order fulfillment. COFE® knows where workers are at any given point in their picking process, and—as orders are received at the facility—COFE® assigns them to a worker based on where the worker is in their pick list, thereby assuring the most efficient path to fulfilling that order. The supply chain engineering power of COFE® made history in June 2015 when the Hazle Township facility—which at that time began filling both direct-to-customer orders as well as store-replenishment orders—went live as the only all-waveless omnichannel fulfillment center in the world.

The new fulfillment center is capable of reaching 90 percent of American Eagle Outfitters' retail customers in two days or less. Previously, customers typically had to wait seven or more days for their merchandise to arrive. American Eagle also expects the new system to shave operating costs by 10 to 15 percent. In addition, the system takes up less space. While it can handle the same volume as the operation in Ottawa, Kan., it does so in 20 percent less space.

Success Story: Fast Fashion Retailer

A quickly growing, fast fashion, specialty retailer with store locations and a growing direct-to-consumer order volume was looking for a way to improve the efficiency of its e-commerce business. The West Coast company enlisted the help of VARGO® to provide a solution for improving operations at its direct-to-consumer order fulfillment center.

The retailer was looking for greater production capacity, decreased overall order cycle times, improved flexibility with intra-day SKU activity and counts, and a significant reduction in labor needs, all without the typically large capital investment of a traditional system.

VARGO® recommended its COFE® (Continuous Order Fulfillment Engine) warehouse execution system as the best e-commerce order processing engine to meet their needs. The recommendation was based on maintaining a continuous order processing system based on proven “lean” processes. The benefit of the COFE® system is that it allows the retailer to maintain an end-to-end order processing engine that is able to use other technologies underneath it to efficiently complete tasks based on the customer’s individual equipment needs. For this retailer, VARGO® used Eurosort’s dual-tray compact sorter to feed 56 VARGO® Speedpack™ stations.

As a result of VARGO®’s efforts, the retailer immediately realized an 80-percent capacity increase in processed orders, with a path to double the volume in the coming three years. Order cycle times during peak periods also did not exceed 48 hours, a reduction of more than 75 percent. The company already has plans to double the amount of storage and the number of SKUs served. Because of COFE®’s scalability, minimal changes are required to facilitate this growth.



Success Story: Major Pharmaceutical Distributor



A major U.S. pharmaceutical distributor was looking to improve the overall efficiency of its operations and reduce the required supervision. The distributor, which receives products from more than 200 suppliers and ships them out to more than 60,000 locations, also wanted to increase capacity and system throughput, but with a minimal capital investment.

VARGO® designed and implemented an entirely new operational process for the distributor, using its COFE® (Continuous Order Fulfillment Engine) warehouse execution system to manage and optimize the tasks required to fill an order. VARGO® developed, fabricated and installed low-cost, industrial-strength work cells to help process orders at each stage in the fulfillment cycle. The COFE® system gives the company great flexibility to work on high-priority orders while not interrupting the overall daily volume of work.

As a result, the distributor is experiencing an approximate 30-percent reduction in its workforce. At the same time, it has reduced its footprint by being able to process the same amount of work in 25 percent less space. Same-day and priority orders are pulled through the COFE® system and processed in the same stream of work as the daily production mass, resulting in the lowest possible order cycle times and increased customer satisfaction. The client is so pleased with the outcome that it has plans to roll this system out to the remainder of its network.

Warehouse Terms

- **Continuous Flow Processing** — A constant flow of work (orders) is continually incorporated into the work stream; the new work is seamlessly included, allowing new items to be retrieved during the retrieval of existing items. This type of processing relies on pull-based/lean manufacturing principles to maximize efficiencies.
- **SKU** — Stock Keeping Unit; a unique identifier denoting a specific type of merchandise; any item identified by a specific SKU is identical to another item with the same SKU.
- **Storage Location** — A unique physical location for storing products or merchandise. The physical location is identified with a unique name.
- **Wave Processing (from a lean perspective)** — Processing where a collection of unrelated work efforts is combined into batches. With wave picking, each batch must be completed before new orders are introduced.
- **Waveless Processing** — Waveless systems release new orders into a revolving batch of work based on priority and optimization. As work is completed, new work is introduced. A waveless system does not hold work in a buffer before releasing it to the next process downstage. Efforts for each order start and finish independently from the efforts on ALL other orders.
- **Wave-less Processing (or Order Streaming)** — A blend of wave and waveless processing to provide more dynamic order fulfillment and to prioritize the most important orders at a given time. Order streaming delays final task construction and assignment, including travel/pick paths, until the work is ready to be assigned to a work queue.



Equipment Terms

- **Automatic Storage and Retrieval System (ASRS)** — Devices used to store and retrieve product without human labor.
- **Cube and Weigh** — Automatic equipment that reads package identifiers and measures their size and/or weight, reporting the information to other computing systems.
- **Fork Truck Vehicle** — A vehicle on which a payload is carried on forks that may be elevated and lowered to place or remove material from a storage location.
- **Goods-To-Man Stations (G2M)** — Work stations where material required for operation is delivered to a worker for processing. While these stations are often used in conjunction with an AS/RS, a sorter induction station and an order matching station are technically G2M stations.
- **Mini-Load Stacker** — An AS/RS with a track running down an aisle between multiple-level storage locations. Cranes run along the tracks and carry containers that are automatically place into or retrieve from storage locations. The material to be sorted or retrieved is delivered to specified pick-up & delivery locations.

- **Multi-Shuttle** — A storage system that uses multiple captive shuttles operating on various levels of storage locations. The shuttles transfer material between pickup and delivery locations and storage locations. Some multi-shuttle systems operate on a single level and some use elevators to move material between levels. Other multi-shuttle systems have shuttles travelling vertically as well as horizontally and do not require elevators.
- **Narrow Aisle/Very Narrow Aisle (VNA)** — A storage area with narrow aisles for accessing product. This type of aisle requires specialized equipment.
- **Near Demand Buffer** — A conveyor loop in which material that has no current demand but has a known very near-term demand may be held temporarily. Near-demand buffers have high transaction rates but low storage capacity.
- **Pick Module** — A storage system that uses people to store and retrieve product. Pick modules may be multi-level.
- **Pickup and Delivery/Drop-off Stations (P and D Stations)** — Transfer locations used temporarily for moving material between process or storage.
- **Print and Apply (PANDA, P&A)** — Automated printing equipment that reads incoming package-identifying information and automatically produces a label and affixes it to the package.
- **Sorter** — A container sorter or a sorter for sorting packages, cartons, bags, cases, etc.
- **Stock Picking Vehicle** — A specialized type of fork truck where the operator is enclosed in a cage that is elevated with the forks.
- **Turret Truck Vehicle** — A specialized type of fork truck where the forks (and payload) may be rotated to allow the vehicle to operate in a narrow storage aisle.
- **Unit Load Stacker** — A pallet-storing AS/RS with a track running down an aisle between multiple high storage locations. A crane runs along the track and can place a pallet into or retrieve it from storage locations. The material to be sorted or retrieved is delivered to specified pickup and delivery locations.
- **Unit Sorter** — A loose-item sorter or a sorter for sorting individual items. Sorters for performing these operations include cross-belt sorters, tilt-tray sorters and bombay sorters.

Software Terms

- **Advance Ship Notice (ASN)** — Information provided by a shipper/provider indicating the future arrival of inventory.
- **Host or Host Computer** — A computing device that provides and/or requires data from a lower hierarchical level element. Hierarchy refers to authority or influence.
- **Inventory Management Systems** — Systems that identify and track inventory from receipt to disposition.
- **Machine Control** — Low-level computer software and controls hardware for directly controlling mechanical devices. Machine control software normally controls the start and stop of the machine, monitors sensory inputs to provide instantaneous control direction and uses safety functions during operation.

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- **Merchandise Control** — Systems that allow definition and procurement of inventory.
 - **Order Management System (OMS)** — A computer software system used for order entry and processing.
 - **Programmable Logic Controller (PLC)** — A computing device specifically designed to interface with various sensors' control elements to facilitate equipment control. A PLC often has a specialized computing language for programming.
 - **Warehouse Execution System (WES)** — A software system working in real time to organize, sequence and synchronize all warehouse resources, including material handling equipment, devices and employees directing and controlling the operation.
 - **Warehouse Control System (WCS)** — A software system integrating the control of multiple machine control systems in real time. Normally provides visualization tools to identify and correct equipment faults.
 - **Warehouse Management System (WMS)** — Computer software providing tools for controlling the operation of a warehouse. WMS software is designed to support and optimize warehouse or distribution center management. WMS software furnishes management with tools for daily planning, organizing, staffing, directing, and controlling the utilization of available resources. It also helps with storage within and movement in and out of a warehouse, and is used to support staff performing these functions.

Biographical Information

J. Michael Vargo, President and CEO

As president of VARGO®, Michael Vargo has been responsible for the overall growth and business development of the company for more than a decade.

Michael began working for the company when he was still in high school, learning all aspects of fieldwork and the installation processes. His early training in the logistics and implementation aspects of the business primed him for his future roles within the company. He joined VARGO® full time in January 1986 as territory sales manager, which involved being responsible for the development and sales of the company's product lines for new and existing clients.

In January of 2001, Michael became president of VARGO®. His experience and leadership abilities made him the clear choice to carry on his father's legacy as the company's second president.

Since 2001, Michael has successfully led the company, achieving significant growth each year, acquiring new clients and diversifying the company's existing client base. He has also served an integral role in VARGO®'s expansion with the acquisition of ADS Specialists, Inc. in March 2006.

In addition to the acquisition and continued prosperity, Michael has only begun to steer VARGO® toward his own vision with the support and encouragement of his mother, father, sisters and the extended VARGO® "family." His vision is to position the company to be a sustained, dominant force in the distribution systems and warehouse integration industry.

Michael received his Bachelor of Science degree in business from the University of South Carolina, located in Columbia, S.C. He is a member of the Material Handling Equipment Distributors Association (MHEDA). Born and raised in central Ohio, Michael resides in Plain City, Ohio (ZIP Code 43064).





Bart J. Cera, Chief Operating Officer and Chief Financial Officer

As Chief Operating Officer and Chief Financial Officer, Bart J. Cera provides strategic financial and operational direction for the company's business goals. He is also responsible for developing corporate strategies and systems for VARGO®.

Before joining the company in December 2006, Cera was the senior vice president, chief operating officer and chief financial officer at Emerald Bank, where he successfully chartered a de novo bank and was principally responsible for all aspects of the operation from the ground up. Prior to that, Cera was the vice president and chief financial officer at Ohio Central Savings, a senior auditor and accountant at Condit & Associates CPAs, and a senior auditor at American Share Insurance.

Cera received his Bachelor of Science degree in finance from Bowling Green State University in Bowling Green, Ohio. He is a certified public accountant, and is a member of the American Institute of Certified Public Accountants (AICPA). Cera is also a member of the Ohio Society of CPAs. Originally from Lorain, Ohio, Cera now lives in Delaware, Ohio (ZIP Code 43015).

Arthur R. Eldred, Client Executive, Systems Engineering

As the client executive for systems engineering at VARGO®, Arthur R. Eldred is responsible for developing and implementing all strategic marketing plans and manages all client interactions as well as VARGO®'s internal solution and analytic teams. He performs site audits and consults with clients, providing expertise for all mechanized material handling systems, functions and solutions. A supply chain professional for 23 years, Eldred brings an unmatched expertise in developing, implementing and supporting supply chain solutions for VARGO®'s clients.

Prior to joining VARGO® in 2012, Eldred's previous positions have included global market manager, director of support services, project manager and account manager for such companies as Unarco Automation, Intelligrated (FKI Logistex), Dematic and DHL/Exel. Some of his notable achievements include producing leading solutions for the e-commerce/direct-to-consumer market in his roles at Dematic, Kiva and VARGO®; devising a robotic palletizing system for mixed cases of assorted SKUs for the grocery market; and engineering an urban transportation and delivery solution for a global third party logistics supplier.

Eldred received his Bachelor of Science degree in industrial engineering from Ohio University in Athens, Ohio. He actively serves on the engineering college's faculty advisory committee. Originally from Moorestown, N.J., Eldred now lives in Upper Arlington, Ohio (ZIP Code 43220).

Carlos N. Ysasi, Vice President of Integrated Systems

As vice president of integrated systems at VARGO®, Carlos N. Ysasi focuses on providing state-of-the-art supply chain solutions. With over 20 years of consulting and industry experience in retail, his talent and keen business sense help set VARGO® apart from the competition.

Prior to joining VARGO®, Ysasi worked for Dillard's, Neiman Marcus and Pier One Imports. His experience with store operations helps him develop distribution solutions focused on customer service. Ysasi also worked at Sedlak Management Consultants, a supply chain consulting firm for the retail, manufacturing, wholesale and direct-to-consumer distribution industries. His strong engineering and consulting experience helps develop both conceptual and detailed distribution center designs.

Ysasi received a Bachelor of Science degree in industrial engineering from Texas A&M University in College Station, Texas. Originally from Corpus Christi, Texas, he now resides in Hilliard, Ohio (ZIP Code 43026).

Rob Fink, Director of Engineering

As Director of Engineering at VARGO®, Rob Fink focuses on developing best-in-class material handling processes to enable customers to achieve distribution excellence. With over 30 years of consulting and industry experience in retail and manufacturing, his design and implementation abilities help set VARGO® apart from the competition.

Prior to joining VARGO® in March 2009, Rob worked at L Brands, Inc., a large retailer headquartered in Columbus, Ohio, where his experience implementing the Victoria's Secret Direct distribution center enabled him to connect with the operations side of business. He also has worked at Sedlak Management Consultants, a supply chain consulting firm for the retail, manufacturing, wholesale and direct-to-consumer distribution industries.

Fink received a Bachelor of Science degree in mechanical engineering from West Virginia University Institute of Technology in Montgomery, W. Va. Originally from Charleston, W. Va., he now resides in Hilliard, Ohio (ZIP Code 43026).





Daniel C. Perry, Senior Systems Engineer

As systems engineer of VARGO®, Daniel C. Perry is responsible for all aspects of VARGO®'s systems and software engineering, including design, development, testing and implementation.

Perry joined VARGO® as a result of an acquisition of ADS Specialists Inc. in 2006. Perry was a founding member of ADS Specialists, Inc. and played a vital part in developing the concepts and technologies for many of the company's innovative software solutions.

Perry received a Bachelor of Science degree in electrical engineering from the University of Utah, followed by a period of graduate study in philosophy. He is an active member in his community serving as a volunteer and board member for many local organizations and causes. Perry is also an active member of his local church.

Perry has been involved in the design and development of some of the most automated distribution systems in the United States and Europe. He has been awarded several patents. Originally from Utah, Perry now resides in Buda, Texas (ZIP Code 78610).

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