

Fifty Years of Focusing on Customers' Needs



In 1960, Jim McIlrath was a young man who had an idea about how a business could serve its customers better. He founded Dry Storage Corporation in a rented warehouse on Chicago's

South Side to provide "dry" or "common" storage to customers who needed more than cold storage. At the end of five months, the Dry Storage Corporation balance sheet showed a profit of \$12. Years later, when asked if he had a strategic plan for the young company, Jim laughed and said the only plan was to make sure he could put food on his family's table.

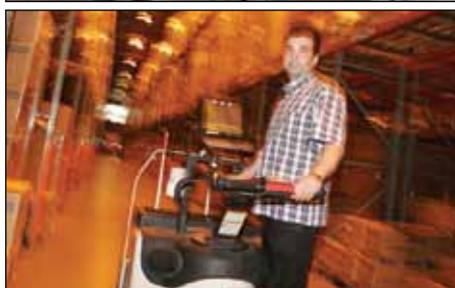
In the years between 1960 and 1990, Dry Storage added customers, expanded services into trucking and contract operations, extended geographies and earned the reputation as a company that puts the needs of its customers first. By the early 1990s, DSC had a national presence and was the parent to 22 separate companies.

Jim McIlrath's daughter, Ann Drake – an entrepreneur and an MBA from Northwestern University's Kellogg School of Management – served on the Dry Storage Advisory Board

from 1985 to 1990, when she became Executive Vice President for strategy and culture. After being named CEO in 1994, Ann worked to consolidate all 22 companies into one entity – DSC Logistics – with a new emphasis on integrated logistics services and consistency across the network. She also introduced the company to an innovative strategy known as *sense-and-respond* that enabled DSC to help customers face rapid, unpredictable changes by adapting solutions and deploying resources – by being *ready for anything!*

As customers' needs changed, so did DSC – exploring and engineering new technology; developing a Partnership Process; forming a Supply Chain Solutions team; and building expertise in network modeling, consolidation, value-added services, health care operations, and sustainability. Fulfilling an increasingly strategic role as well as providing operations excellence, DSC is now the Lead Logistics Partner to a number of leading global companies.

So much has changed! But what remains the same is DSC's focus on meeting customers' ever-changing needs.



And now we're focused on the future!

We're ready for the future because:

1. Supply chain outsourcing has gained ground as a smart strategy for improving business processes and increasing flexibility.

2. Intellectual capital counts.

Leading companies realize that the value of logistics and supply chain management isn't just about *doing*. More and more, it's about *thinking, learning, collaborating, and improving*.

3. DSC Logistics turns 50 this year!

The field of supply chain management has transformed – and so have we.



Founded in 1960 as a storage company for dry goods...



DSC evolved over the next several decades to become an operations-based provider of warehousing and transportation.



And then, to keep meeting customers' needs, we kept reinventing our role and our capabilities until we were an integrated provider of supply chain solutions and customer care.



Today, we are a customer-centered strategic supply chain partner working with global leaders in a variety of industries, including consumer products, food, medical devices and health care, personal care, electronics, musical instruments, packaging materials,

tobacco, and more. In partnership with our customers, we design, integrate, manage, and adapt customized supply chain solutions – and we are constantly looking at alternatives, modeling scenarios, collaborating on strategies, engineering improvements, and optimizing networks.

Focusing on our six strengths of Leadership, Collaboration, Information, Execution, Flexibility, and Integrity – and fulfilling our mission of using change and information in the supply chain to help our customers achieve their business goals – earned DSC Logistics these recent awards:

- Kimberly-Clark Health Care Distribution Center of the Year
- Recognized by Kellogg Company as leading diverse supplier and one of first two members of "Diamond Club"
- Named "Most Valuable Partner" by R. J. Reynolds Tobacco Company
- MeadWestvaco "Diverse Supplier of the Year"
- One of "100 Great Supply Chain Partners" – *Supply Chain Brain*
- One of "100 Top 3PL Providers" – *Inbound Logistics*
- One of "70 Top 3PL Providers" – *Food Logistics*

Sustainability Awards:

- Green Supply Chain Award – *Supply and Demand Chain Executive*
- SmartWaySM Transport Partner

DSC CEO Ann Drake:



- Selected as "Industry Leader of the Year" by Illinois Institute of Technology
- Named one of 14 "Rainmakers" – *DC Velocity*
- Named one of "Chicago's Who's Who" – *Crain's Chicago Business*
- Named a "Pro to Know" – *Supply*

& *Demand Chain Executive*

When you think of DSC – think of Dynamic Supply Chain Leadership!

Lead Logistics Partner • Third-Party Logistics • Network Management • Logistics Center Management
Supply Chain Analysis & Design • Transportation Management
Value-Added Services • Business Process Integration • Supply Chain Visibility



*Fifty Years of Experience,
Focused on the Future*

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