BERKSHIRE GREY

CDA Convenience Distribution ASSOCIATION

Supply Chain Lessons from COVID-19

Business Sensitive – Do Not Distribute

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We welcome your questions! In the GoToWebinar Control Panel, type in any questions you have for the speakers in the questions box under the questions tab.

Featured Speakers

Keith Canning

Seasoned Leader in the Wholesale Distribution Industry

Pete Allen

VP and General Manager, Food Distribution and Convenience at Berkshire Grey

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Agenda

- Overview
- Q&A Discussion addressing:
  - Market Dynamics
  - Pandemic Impact on Convenience Distribution
  - Reliance on Labor
  - Using Robotic Automation to Rethinking Workflows
  - Creating safer worker environments
  - Case Studies
- Participant Q&A session

The Goal of This Webinar is To Help You…

…look at the long-lasting impact of the pandemic on the Convenience Distribution Supply Chain and to discuss ideas to transform your operations.

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The Labor Scarcity Effect

Source: U.S. Chamber of Commerce, June 2021

The Amazon Effect

Lessons Learned

What lessons did Convenience Distributors learn about the supply chain due to the pandemic?

Reliance on Labor

How can the workforce be restructured to reduce reliance on labor?

The Need for Automation

What's driving the need for automation in the Convenience Distribution fulfillment business?

Safer Work Environment

How can robotics create a safer work environment in supply chain?

CASE STUDY

Less-Than-Case | Break Pack

THE CHALLENGE

- Automating item handling, the most labor-intense operation at the regional distribution center.
- Converting additional SKUs and categories previously replenished as full cases to less-than-case each and inner-pack quantities for store replenishment.
- Delivering the needed SKUs to stores on-time even when product demand spikes.

THE SOLUTION

Deployed robotic solution for automated product sortation:

- Integrates break pack store replenishment orders.
- Orchestrates the entire system to fulfill individual store orders.
- Helps avoid adding another shift to maintain successful store replenishment operations.

THE RESULT

- Reduced labor cost by 70% - less dependent on labor
- Distribution center has increased store replenishment volume by 30%.
- 24x7 operations fulfilling higher volume without adding shift to the break pack area.

In Sum…

Coming out of the Pandemic, what has changed? What's the future?

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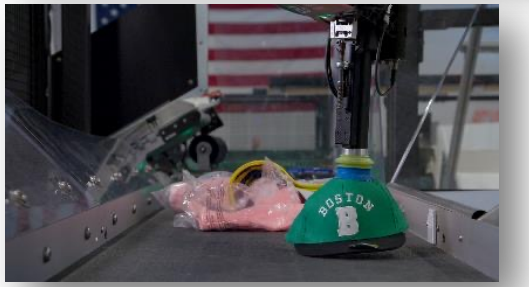
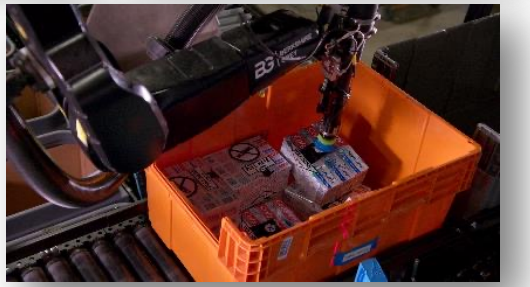
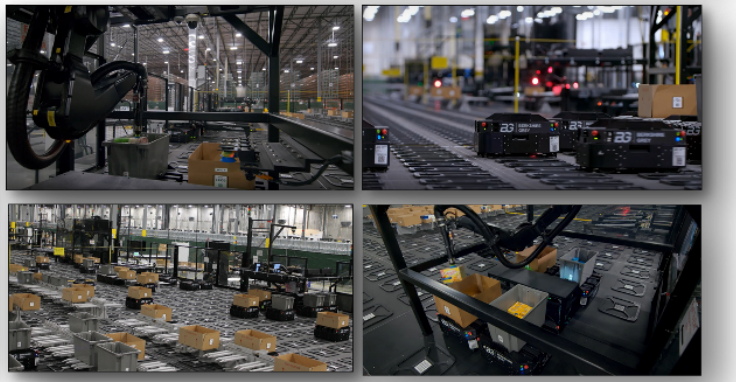


Questions?





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Thank you!

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