Simpósio da Cadeia do Frio GCCA Brasil & ABIAF
10 DE OUTUBRO DE 2019 | SÃO PAULO, BRASIL
SERVICES

TRANSPORTATION

FREIGHT CONSOLIDATION
- Pickup Services - Available in the Northeast
- Frozen LTL to 48 states
- Refrigerated LTL to 48 states
- Cross Docking
- Walmart Frozen Pool Program #464
- Walmart Refrigerated Pool Program #1087
- Accelefrate™ MVC
- Accelefrate™ MTS

FREIGHT BROKER
- Truckload
  - Dry and temperature-controlled
- LTL
  - National Coverage
- Intermodal
- Drayage
- Expedite
- Flatbed

COLD STORAGE WAREHOUSING

- Multi-Temperature Storage
- Cross Dock
- USDA Reinspection Services
- Food Grade Facilities
- BRC Certified
- EDI Capabilities
- RF Inventory Control
- Online Inventory Control
- Anello – Business Intelligence

VALUE ADDED SERVICES

COLD CHAIN FULFILLMENT

- Direct-to-Consumer E-commerce
- Kitting and Assembly
- Customized Packaging
- Pick and Pack
Channels Served

Foodservice

Retail

Direct-to-Consumer
Founded in 1968, RLS Logistics is a family-owned, third-party logistics provider (3PL) specializing within the cold chain. The company is a nationally recognized frozen and refrigerated temperature controlled logistics provider offering LTL and TL transportation, cold storage warehousing and e-commerce fulfillment services. Our flexibility and custom-tailored solutions allow us to be a valued partner to our customers. Whether it is a fully integrated or a stand alone solution, our professional and dedicated team is ready to meet your needs today.
1. **Valued People.**
   A Team ready to meet your needs
   Throughout our entire organization, you will find the most professional, dedicated and knowledgeable staff here to serve you.

2. **Food Safety.**
   Trusted for over 50 years
   We are committed to food safety. All of our multi-temperature facilities are BRC certified.

3. **Quality Services.**
   Custom-tailored solutions
   We have a vast menu of quality services - integrated or standalone solutions to fit your needs.

4. **Our Way of Operating.**
   A valued business partner
   Flexibility and simplicity is our way of operating – an easy way of doing business both on and off the road.
Key Differentiators

1. Nationwide Transportation Management
2. Direct-to-consumer Fulfillment
3. Repack Services
4. Information/Business Intelligence
Nationwide Transportation Management
TRANSPORTATION

LTL FREIGHT CONSOLIDATION

We provide flexible and customizable solutions that allow us to be a valued partner to our customers. We offer one of the most comprehensive and robust transportation programs in the industry. With a 48-state frozen consolidation program from the Northeast, and additional dedicated refrigerated consolidation lanes, we are able to safely deliver your products on time and at the correct temperature.

LTL Services

- Pickup Services for the Northeast
- Refrigerated LTL to all 48 states
- Frozen LTL to all 48 states
- Walmart Frozen Pool Program #464
- Walmart Refrigerated Pool Program #1087
- Deconsolidation
- Cross Docking
- Cold Storage Warehousing
- AcceleRate™ MVC
- AcceleRate™ MTS
TRANSPORTATION

LTL FREIGHT CONSOLIDATION

We provide flexible and customizable solutions that allow us to be a valued partner to our customers. We offer one of the most comprehensive and robust transportation programs in the industry. With a 48-state frozen consolidation program from the Northeast, and additional dedicated refrigerated lanes, we are able to safely deliver your products on time and at the correct temperature.

LTL Services

Pickup Services for the Northeast
Refrigerated LTL to all 48 states
Frozen LTL to all 48 states

- Walmart Frozen Pool Program #464
- Walmart Refrigerated Pool Program #1087
- Deconsolidation
- Cross Docking
- Cold Storage Warehousing
- AcceleRate™ MVC
- AcceleRate™ MTS

Please email departs@logistics.com for exact pickup and delivery dates.
TRANSPORTATION

LTL FREIGHT CONSOLIDATION

We provide flexible and customizable solutions that allow us to be a valued partner to our customers. We offer one of the most comprehensive and robust transportation programs in the industry. With a 48-state frozen consolidation program from the Northeast, and additional dedicated refrigerated consolidation lanes, we are able to safely deliver your products on time and at the correct temperature.

LTL Services

- Pickup Services for the Northeast
- Refrigerated LTL to all 48 states
- Frozen LTL to all 48 states
- Walmart Frozen Pool Program #464
- Walmart Refrigerated Pool Program #1087
- Deconsolidation
- Cross Docking
- Cold Storage Warehousing
- Accelefrate™ MVC
- Accelefrate™ MTS
Please email dispatchnj@rlslogistics.com for exact pickup and delivery days.
The RLS Logistics’ Walmart Pool Program provides day-specific deliveries to all temperature controlled Walmart DC's on a weekly sailing schedule on both frozen and refrigerated trucks. We offer customized solutions for our partners’ needs. We have the ability to pick up pre-tagged orders direct from our customers’ facilities. We also offer a fully-integrated cold storage inventory solution.

- **Walmart Pool Benefits**
  - Reduced Transportation Cost
  - Increased Accuracy
  - Decreased Lead Times
  - Improve OTIF Compliance
eCommerce Fulfillment
COLD STORAGE
WAREHOUSING

Our modern, safe, and secure, our facilities are highly energy-efficient and cost-effective for product handling. All of our facilities are CFSI certified for Storage & Distribution by the British Retail Consortium (BRC). Our Warehouse Management System provides real-time inventory control, just-in-time order management, productivity tracking and customized reporting. Dedicated warehousing services are available to customers looking for a customized facility tailored to their specific needs.

Cold Storage Services

- Multi-Temperature Storage
- Cross Dock
- USDA Reinspection Services
- Food Grade Facilities
- BRC Certified
- EDI Capabilities
- RF Inventory Control
- Online Inventory Control
- Anello – Business Intelligence

Cold Storage Facilities:

- Salt Lake City, UT
- Pittston, PA
- Delanco, NJ
- Newfield, NJ
- Vineland, NJ
FULFILLMENT

COLD CHAIN SERVICES

Temperature controlled direct-to-consumer fulfillment can be a challenge. RLS Logistics is able to manage the pick pack of both frozen and refrigerated commodity. RLS fulfills direct-to-consumer orders from two strategic locations. Our Newfield, NJ facility covers the entire east coast with 2-day ground service, and our Salt Lake City, UT facility covers the entire west coast with 2-day ground service. Collectively, we are able to service 88% of the population with 2-day ground shipping and 99% with 3-day ground.

Fulfillment Solutions

- Direct to Consumer Ecommerce
- Kitting and Assembly
- Customized Packaging
- Pick and Pack
- Customized Inventory Control

With our two fulfillment centers, we are able to reach 2-day delivery for 80% of the population and 3-day delivery to 99% of the population.
With our two fulfillment centers, we are able to reach 2-day delivery for 80% of the population and 3-day delivery to 99% of the population.
Looking to infill center of the country in 2020
According to a 2018 FMI/Nielsen study, consumer buying patterns show that 70% of purchases are online.*

*according to a 2018 FMI/Nielsen study
Key Considerations

Packaging
- Type
- Perception

Refrigerant
- Amount
- Seasonal
Refrigerant

Dry Ice

Gel-packs
DtC vs traditional distribution channels

- Many different parties involved
DTC vs traditional distribution channels
• Marketplaces
DTC vs traditional distribution channels

- Web Stores
DTC vs traditional distribution channels

- Parcel Carriers
Technology and integration are critical.
DTC vs traditional

- 48 vs 6
- Mon-Wed
DTC vs traditional

- Pieces
- Traceability
DTC vs traditional

- Labor
- 3x
Repack Services
ANELLO
INFORMATION TECHNOLOGY

Anello is our powerful business intelligence software. Because we realize that great service isn’t enough, we created a single source portal that connects our customers with data about every aspect of their transportation and warehousing activities.

- **Business Intelligence**

  Adaptable Dashboard
  Inventory Data
  Shipment & Delivery Statistics
  Analytics
Background

- Why Power BI?
- Vs Tableau, Zoho Analytics, Domo, Independents (ISV)
  - Functionality - same or better
  - Cost - competitive
  - Ecosystem - Office 365
  - Scalability - internal reporting, mobile ready, integration capabilities
Goals

Analytics
- Turning data into information
- Customer Profitability
- Occupancy
- Employee productivity
- Better understanding of data (insights)
- Actionable

Time
- Previous reports scattered, Excel
  - Out of date quickly
- Manual collection, using many people

Accuracy
- Errors
- Different KPI’s being reported depending on person/data source
- “Single source of truth”
Design
Build
Results

1. Time to prepare cut down by days
2. Real time - info is available whenever we need it
3. Old way - as soon as the report was created, it was out of date
Before

Basic spreadsheet

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</tbody>
</table>
After
Interactive BI/Analytics, always updated
After

Customized Customer Portal
Ongoing Challenges

• Constant changes
• Stability- took time to figure out
Next Steps/Future

- Machine learning
- AI
- Anomalies/Outliers
- Predictive Analytics
WE LOOK FORWARD TO SERVING YOU.

RLS Logistics
COLD CHAIN EXPERTS

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