

SOLVE FOR X.

Exceeding Expectations For Efficiency and Accuracy in Distribution Operations

Presented by:

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SOLVE FOR X.



 **PUERTO RICO
SUPPLIES GROUP**

Whatever your needs are,
**Puerto Rico
Supplies**

A LEADING Total Channel, Total Category, Distributor
for Puerto Rico and the Caribbean,
Providing Faster Delivery, Full Reach, and Dynamic
Market Growth For Your Brands.

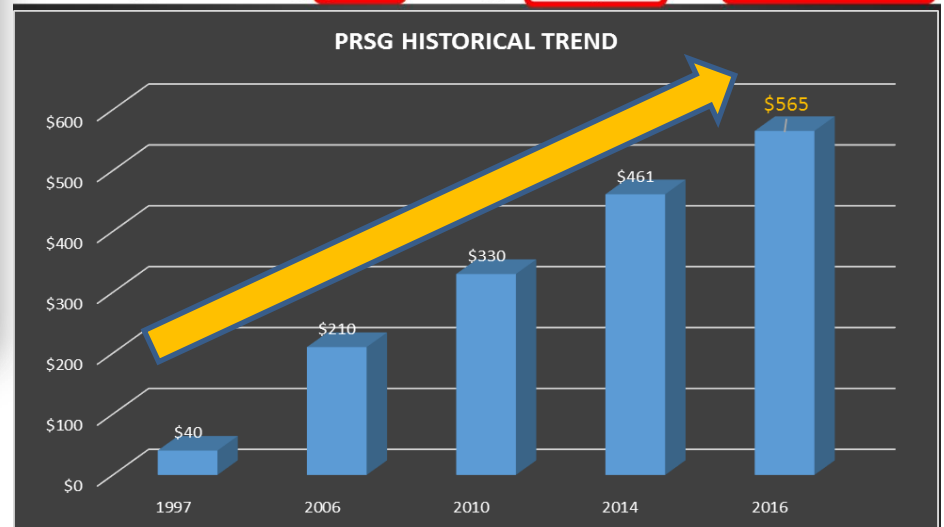
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A FAMILY COMPANY
with the professionalism &
discipline of a Fortune 100
Company

SPECIAL REPORT \$10 **CARIBBEAN BUSINESS THURSDAY, NOVEMBER 11, 2010**
CARIBBEAN BUSINESS TOP400 LOCALLY OWNED COMPANIES
Culture Banking Manufacturing
Estate Retail Tourism & Leisure
Manufacturing Banking Pharmacy
CARIBBEAN BUSINESS TOP400 LOCALLY OWNED COMPANIES
Agriculture Manufacturing Banking Pharmacy
Retail Computer & Technology Education
Finance Health Insurance Construction

P.R. Supplies Group grows through discipline and diversification



#1 Distributor in Puerto Rico

PRSG Highlights

2016 SALES: \$565 million, 3 times more over last 10 yrs

FILL RATE: 98%, above the industry standard



EMPLOYEES:

Over 1,100 in Sales, Distribution, Manufacturing & Agriculture



SALES FORCE:

390 Supervisors, Sales Reps & Merchandisers covering over 214 sales routes island-wide



“THE ARK”

Main warehouse, with 250,000 square feet is a leading-edge installation with automated sorting systems such as "pick to voice" and "picking by eaches". It has a Mezzanine for dispatching by small units.

Extensive Reach & Distribution

**THE PRSG
Advantage**

Making your business simple!

All major Chain Supermarkets and Independents

Full down-the-trade coverage (over 700 independent pharmacies, over 900 gas stations, mom & pops)

National Accounts: Walgreens, CVS, Walmart, Kmart, Sam's, Costco

All major local Discount Stores

Hardware stores: Home Depot, National

Horeca (hotels, restaurants, cafeterias)



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Our Business Partners

THE PRSG
Advantage

Making your business simple!



Our Businesses and Warehouses

Royal Isabela: one of the most exclusive resorts. One of the Caribbean's best private golf course

Metzgermeister:
Meat Processing
Plant

Our main warehouse is strategically located within a five minute drive of the major port facilities in the San Juan harbor, providing quick and seamless service for all inbound container traffic.

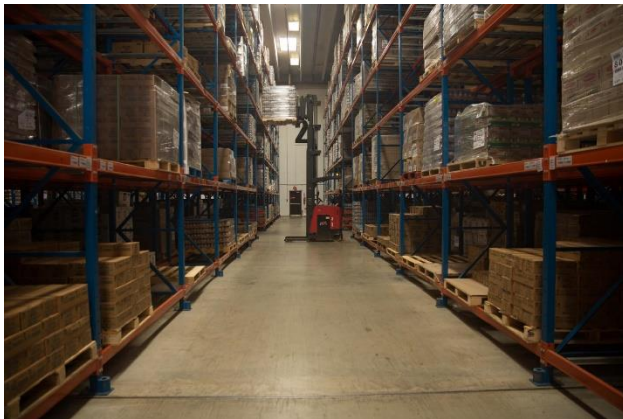


Our other two warehouses are strategically located in Ponce and Mayaguez.

Agro Banana: 4 farms with over 500 acres of cultivated land.

Caribbean Snacks & More:
Snacks Manufacturing Plant

Dry Warehouse Storage System



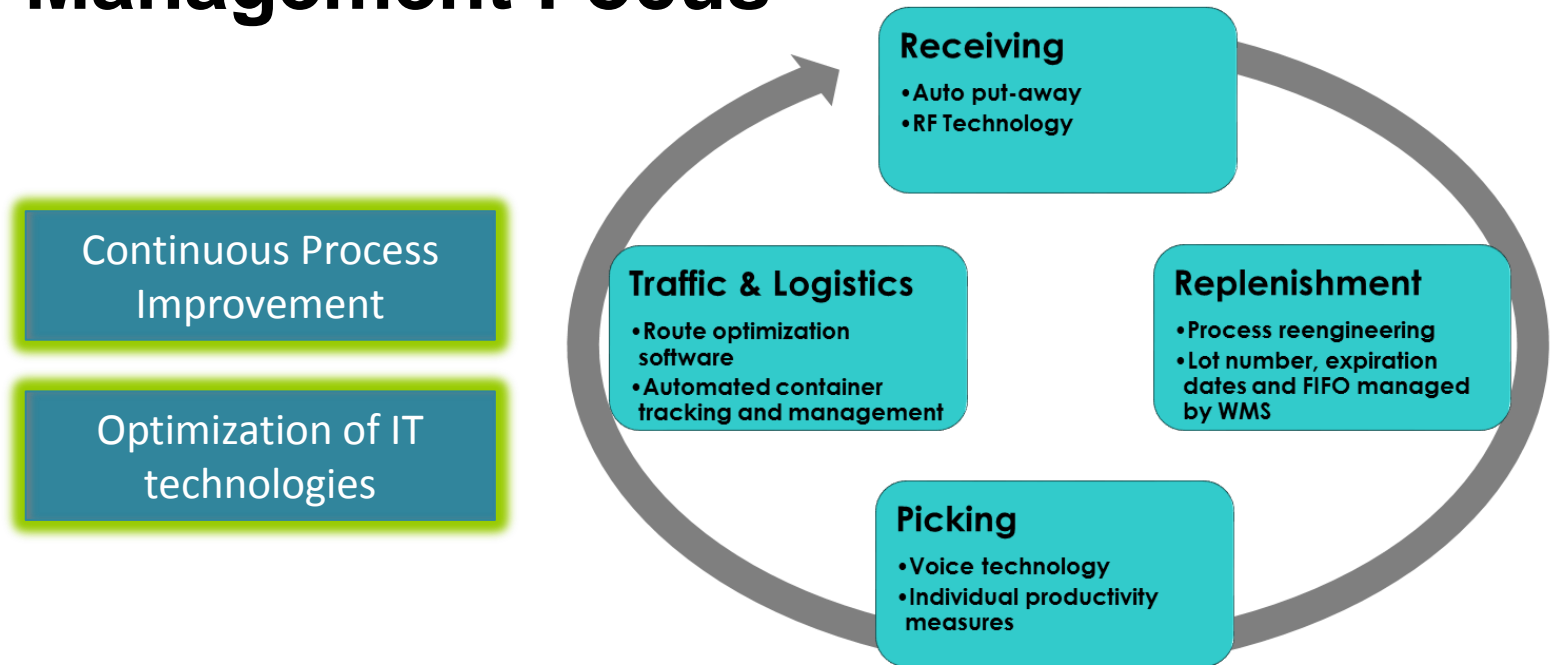
- Combination of single reach, double reach and carton flow racks
- High density design with 6 storage levels
- Storage capacity for over 17,500 pallets of product

Micro-Pick Carton Flow



- Located on mezzanine above dry dock area (35,000 sq. ft.)
- Minimum capacity for 2,448 SKU's (34 bays with 72 SKU's each minimum)
- Roller beds measure 8' 6" in length
- Conveyor line to support re-pack operations

Management Focus



- **Key results (2012-2016)**
 - increased picking productivity by 20% (cases picked per hour)
 - increased inventory accuracy from 65% to 98.9%
 - Increased receiving productivity by 40% (hours per container)

Current challenges and complexities

Mix of customer channels and product categories

PR Economy

Opportunities for growth on island market

Compete on

- Price and costs → Partners and customers
- Service → Order timeliness
- Quality → Accuracy

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Picking

Replenishment

Voice

2010

- Productivity
- Quality
- Reduce costs

Voice &
Analytics

2015

- Productivity
- Efficiency
- Cost effectiveness

New voice picking project

- SaaS and Cloud-based delivery models
- Subscription based

Software Cost effectiveness in the short and long term

Hardware Ease of equipment upgrades without additional costs

Picking workflow – in addition to the benefits of voice

Real time visibility

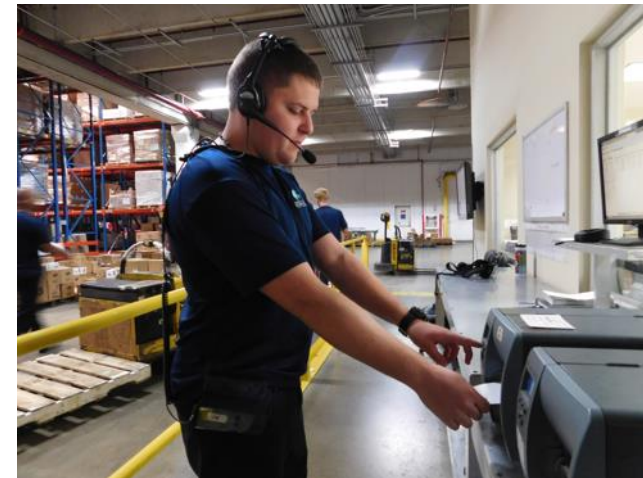
- Productivity
- Work queue
- Pickers' activities
- Link with routing application

Orders

- Splitting large orders
- Batching smaller ones
- Summary picks
- Managing priorities

Quality

- Reassigning shorts
- Ck digit flexibility
- Incremental quantity confirmation



Real-Time Voice Analytics

Replenishment workflow

Integration with Picking Workflow

- Shorts automatically 1st priority
- Full pallet picks

Benefits of voice technology

- Paperless operation
- Real time visibility for supervisors
- Productivity measures for operators

Our contribution:



Price

- Lower operational costs – protect margin

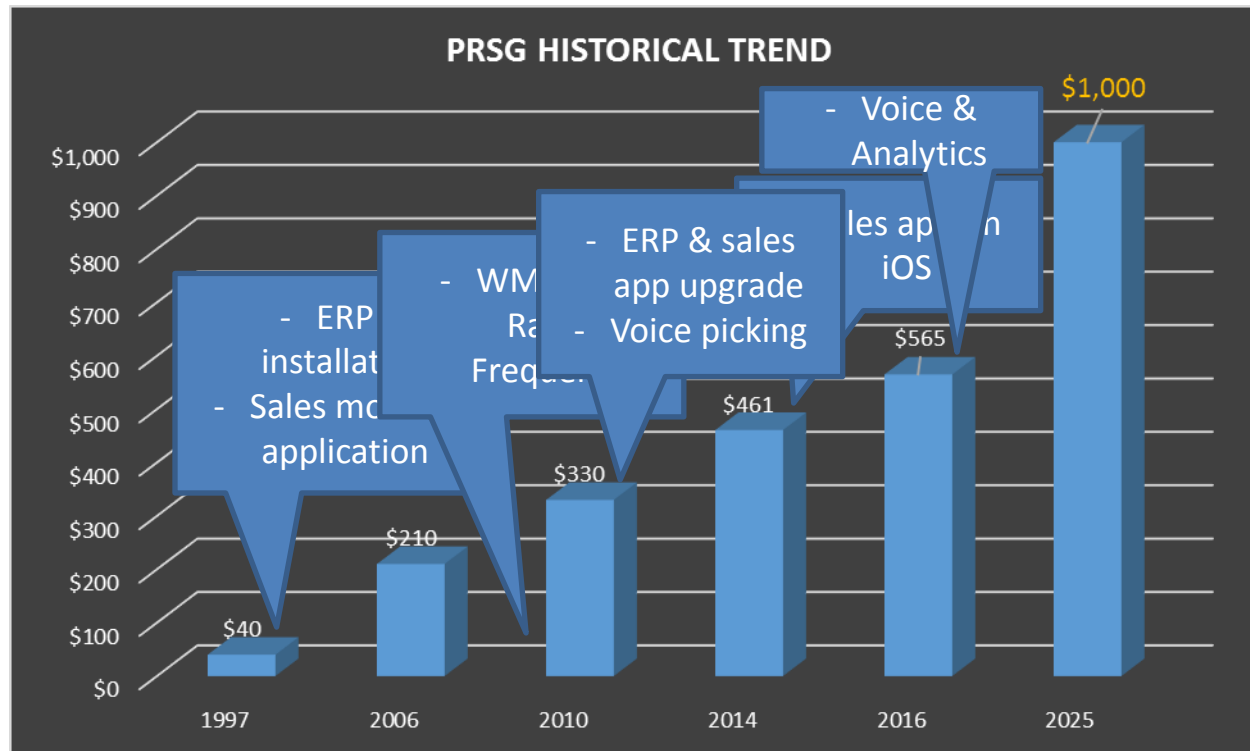
Service

- Quicker response time due to increased flexibility

Quality

- Order accuracy and timeliness

Puerto Rico Supplies Group



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For More Information:

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Or visit us at the Voxware Booth (#S3667)