

SOLVE FOR X.

***Cut Reusable Packaging
Losses Using Smart
Logistics***

Steve Andon, CEO

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ReturnCenter**



SOLVE FOR X.

Where are my **EMPTY KEGS**?

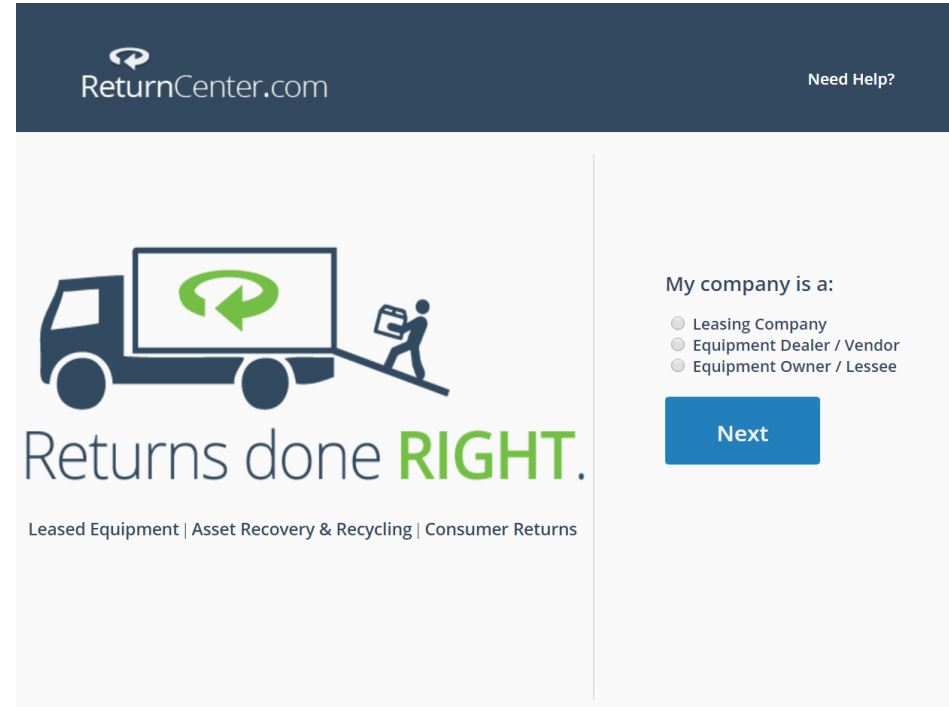
Calling 200 locations to find empty reusable kegs



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About ReturnCenter

- 4PL – Reverse Logistics
- Cloud-based
- 10+ Years
- ~2 Million lbs/week



The screenshot shows the ReturnCenter.com website. At the top, there is a dark blue header with the ReturnCenter.com logo and a "Need Help?" link. Below the header is a large white area featuring a graphic of a truck with a green circular arrow icon on its side and a person unloading a box. Below the graphic, the text reads "Returns done RIGHT." with "RIGHT." in green. Underneath, it says "Leased Equipment | Asset Recovery & Recycling | Consumer Returns". On the right side, there is a section titled "My company is a:" with three radio button options: "Leasing Company", "Equipment Dealer / Vendor", and "Equipment Owner / Lessee". Below these options is a blue "Next" button.

ReturnCenter Lessons

- Control the Loop
- Optimize Routing
- Reduce Shipping Costs
- Increase Inventory Turns
- Using Trusted Partners
- Automate Communications
- Leverage KPIs
- Bundled Solution



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Control the Loop

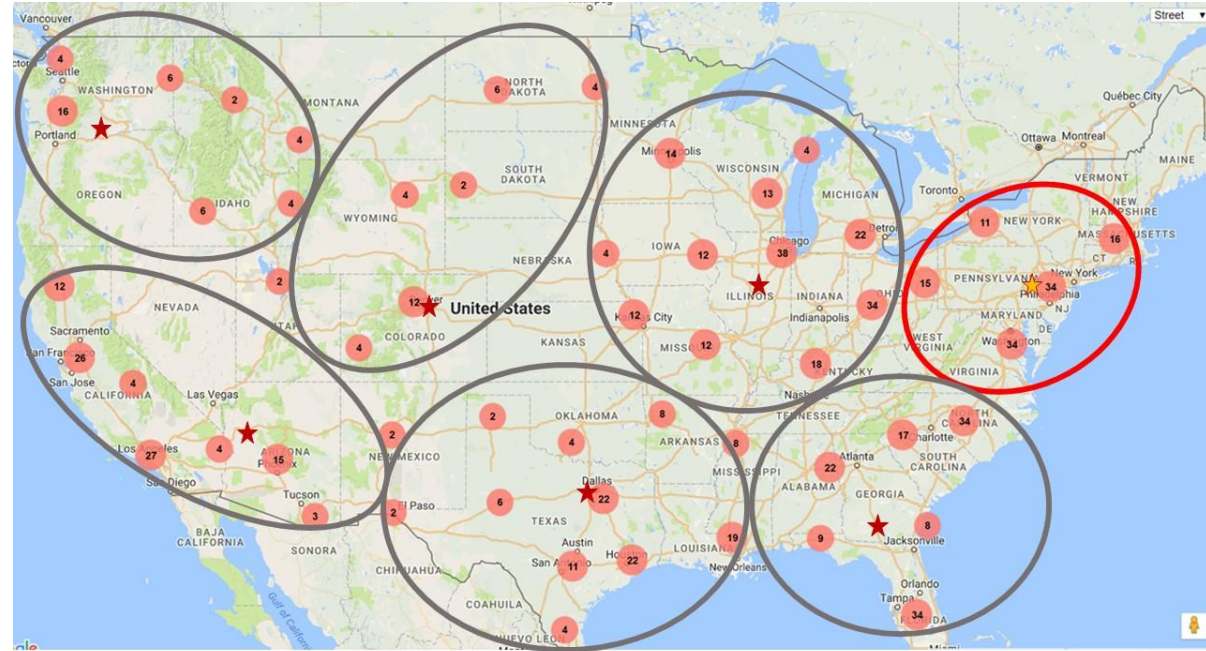
Created means of
controlling shipments of
~100 million lbs per year



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Optimize Routing


Adding one
warehouse saves
217,000 FTL miles



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Reduce Shipping Costs

Standardized process
for 1,000 employees



Welcome to the Equipment ReturnCenter!


This site allows you to order a shipping kit and a pre-paid, pre-addressed shipping label for the equipment you need to return.


Simply complete the form on the next screen and your shipping kit and shipping label will be sent to you.


Organizational Business Unit:

Sub Business Unit:

Region:


The label includes the following information:
- Recipient: M&C T Coordinator, M&C Control Control Security, One Campus Drive, Farmington, CT, 06032, 860-336-2847
- Ship To: TJ LUKA
- Tracking Number: 7967 9187 8264
- Barcode: 41048 8705 CW9





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Increase Inventory Turns

Milk runs eliminate LTLs –
maximize FTLs



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Use Trusted Partners

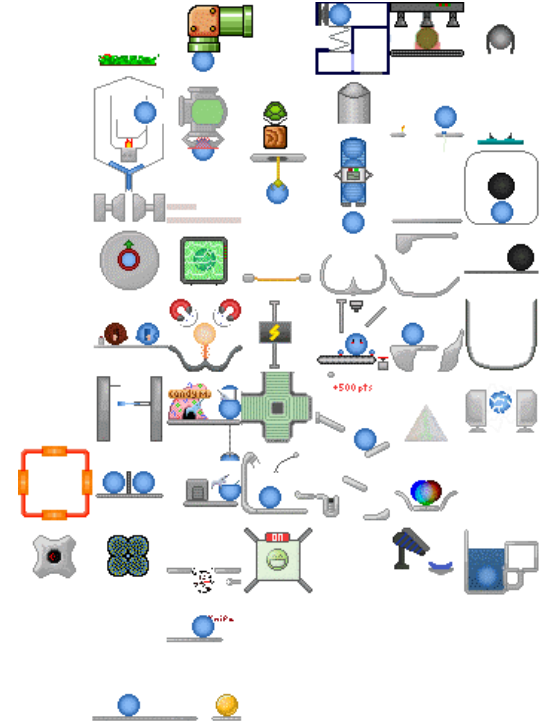
“Extreme Vetting” eliminates costly misfires



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Automate Communications

Automated 4,200 outbound
emails per month



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Leverage Key Performance Indicators

Increased on-time
deliveries by 32%

Logistics

- On-time Pickups
- On-time Deliveries
- Pieces Lost/Damaged

Business Processes

- Mileage
- LTL/FTL
- Piece Count Changed
- Quantity of Pallets
- Cost per Pallet
- Cost per Piece

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Bundle the Solution

- Continuous Tracking
- Geolocation
- Recovery Logistics



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Recap

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- Optimize Routing
- Reduce Shipping Costs
- Increase Inventory Turns
- Use Trusted Partners
- Automate Communications
- Leverage KPIs
- Bundle the Solution



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Q&A