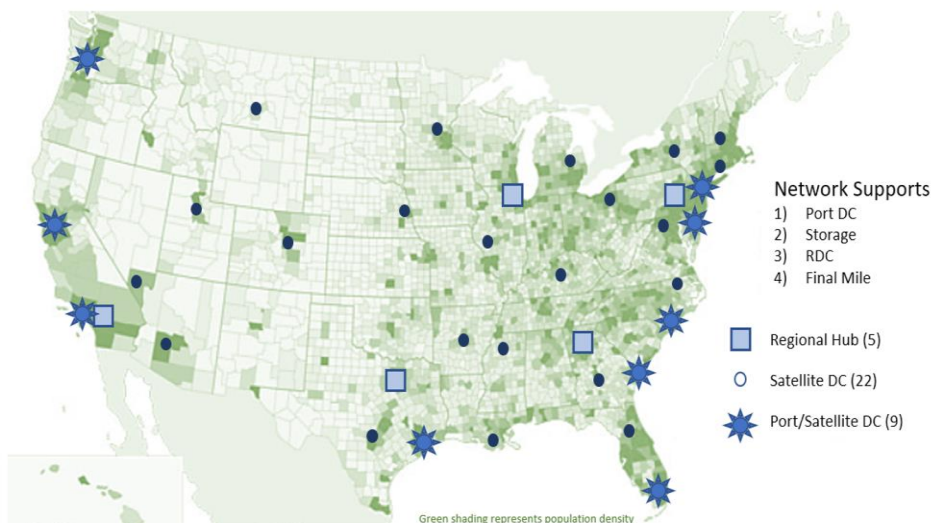


# Supply Chain Case Studies

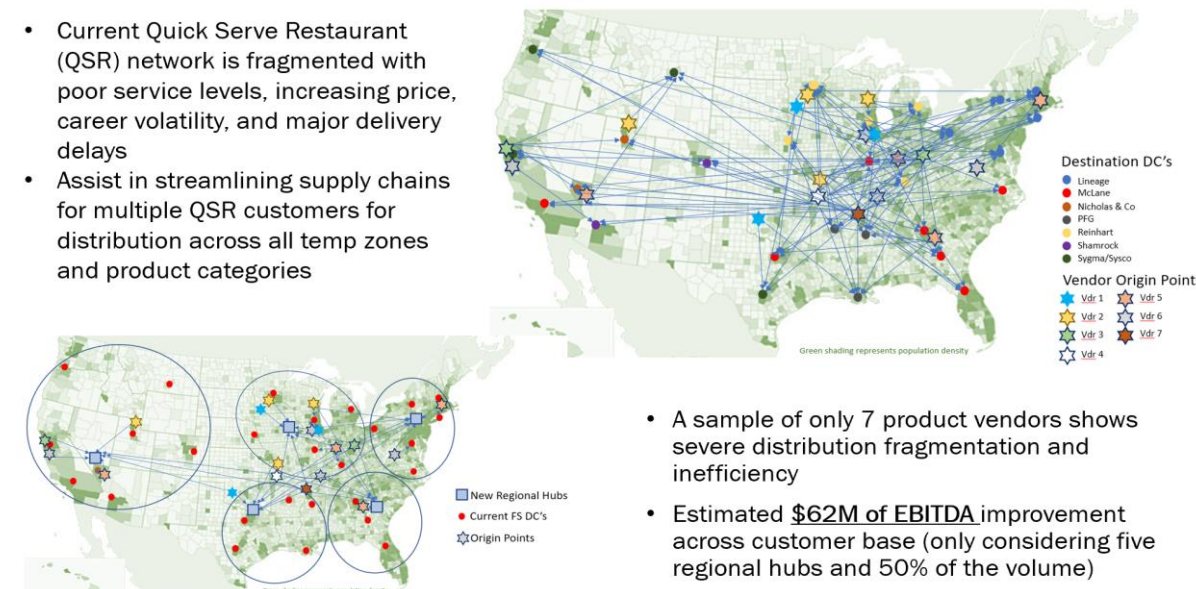
## SC Case Study #1- Integrated Cold Chain Network Project

- Assemble a nation-wide cold chain network for a major global customer that includes storage, port, middle-mile, and last-mile delivery
- Identify ideal freight lanes, facility locations, square footages of facilities, temperature mix, and other client specific needs



## SC Case Study #2 - Logistics & Distribution Analysis

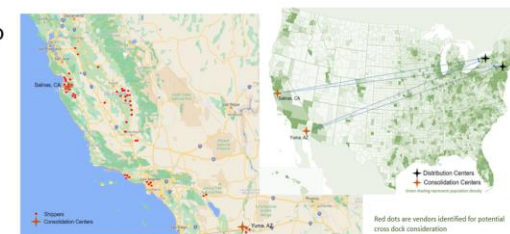
- Current Quick Serve Restaurant (QSR) network is fragmented with poor service levels, increasing price, career volatility, and major delivery delays
- Assist in streamlining supply chains for multiple QSR customers for distribution across all temp zones and product categories



- A sample of only 7 product vendors shows severe distribution fragmentation and inefficiency
- Estimated **\$62M of EBITDA** improvement across customer base (only considering five regional hubs and 50% of the volume)

## SC Case Study # 3 - Produce Consolidation Project

- Consolidation program for an East Coast retailer to reduce transportation cost and increase product turns and freshness
- Leverage our cross-dock consolidation centers in Salinas and Yuma



### Transportation Savings

- Reduction in loads due to consolidation optimization
  - Reduction in linehaul rates due to shift to 1 pick, 1 drop
  - Includes filling out a truck with a second pick at cross dock
  - Reduce out-of-route miles dropping at both DCs

\$5.7M

### Cross Dock Handling Costs

-\$1.2M

### Annual Net EBITDA Impact

\$4.5M

### Enterprise Value Creation (12x Multiple)

**\$54M**