

'09 IFDA
Distribution
Solutions
Conference

Best Practices for Today's Times



UNIPRO
FOODSERVICE, Inc.



FAB
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Bellissimo
The Best in Business



Best Practices for Today's Times



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Key Methods to Increase Throughput

Session Overview

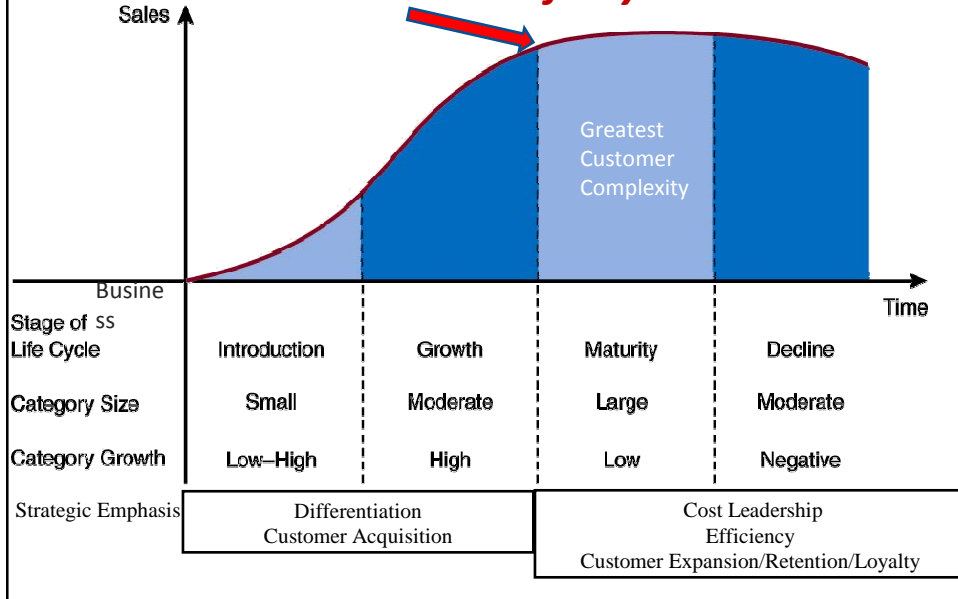
- Current Conditions
- Goals
- Methods to reach goals
 - Efficient working environments
 - Motivation & incentive systems
 - Teamwork

Current Conditions

5 Forces



The Business Life Cycle



Goals

3 Ways to Improve Bottom Line

1. Decrease Cost
2. Increase Revenue
3. Increase Efficiency

Why do we care about Efficiency?

Efficiency Boosts Productivity

Throughput: *Productivity* of a machine, procedure, process, or system over a unit period, expressed in a figure-of-merit or a term meaningful in the given context, such as output per hour, cash turnover, number of orders shipped

What is the Ultimate Goal?



Methods

Environment

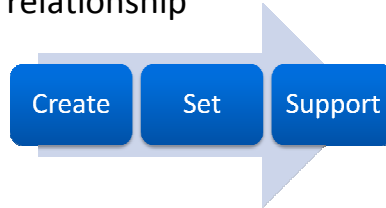
- Physical
 - layout & condition
- Mental
 - culture & mindset
- Racking/Slotting
 - efficient racking given inventory constraints
 - efficient slotting given usages
- Training
 - well developed training program
- Tools
 - all tools provided and utilized

Motivation/Incentive Structure

- S.M.A.R.T. goals
 - S pecific
 - M easurable
 - A ttainable
 - R ealistic
 - T imely
- Don't reward for A while hoping for B
- Walk the Talk

Teamwork

- Teamwork, not “silos”
 - create the mentality
- Encourage interaction
 - set the stage
- Build and maintain strong teams
 - Support the relationship



Final Thoughts

- Quick Review
 - Set S.M.A.R.T. goals
 - Implement process to achieve those goals in 3 key areas: environment, motivation, teamwork
- Bezos Clip
 - http://www.youtube.com/watch?v=-hxX_Q5CnaA