



Data Synchronisation Road show

A Warehouse Perspective
John Danks & Son





Data Synch Roadshow

- Errol Kennedy
- John Danks & Son
- National Vendor Relations Manager - Melbourne
- 35 Years Service
- Logistics Background
- Chairperson HGAG N&BC Work Group

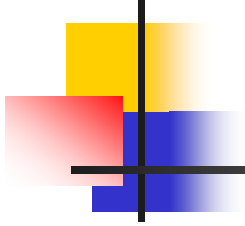




GS1 & HGAG

Why did Danks join into the HGAG?

- Barcoding accuracy
- Data Synchronisation
- eCommerce
- All @ "Global Industry Standard"



Data Synchronisation





Data Synch Roadshow

- Why “Data Synchronisation”?
- What’s in it for us?
- What’s in it for you?
- What will we use the Data for?
- When will we start to take Data?
- What if we do nothing?
- How and when can I start ?



Data Synch Roadshow

Why are we doing Data Sync?

- We have a item file of 25000+ SKU in warehouses x 5 different sites
- We have over 500 Vendors
- To have Global Standard based, validated, accurate Data
- We use Data for Buying, Selling, Receiving, Slotting, stocktaking and various other uses
- We have over 2500 + customers who download this data





Data Synch Roadshow

Answer is very simple

- How would YOU maintain 25000 + SKU's in 3 different states over 500 vendors most of which don't understand the importance of the need for accurate DATA?





Data Synch Roadshow

What's in it for Danks

- Improved Supply Chain efficiency
- Better Service Levels, more sales
- Less re-pick, cost saving
- Less Space requirements
- Less Stock discrepancies
- Less Handling, less product damage





Data Synch Roadshow

What's in it for YOU?

- Less Labour cost in Picking
- Less Transport costs
- Less Damages
- Less Claims
- Quicker payment through better processing
- Better Service Levels in turn More Sales





Data Synch Roadshow

Dulux Deliveries Pre Data Synch

We did not have accurate carton, pallet & pallet layer qty's in our system causing -

- Replenishing took up 2 to 3 days to complete
- Mixed Cartons
- Mixed Pallets
- Multiple Claims for wrong/ short sent
- Re ordering before last order putaway



Data Synch Roadshow

Dulux Delivery after Data Synch

- All deliveries put away within 2 hours - permanent delivery day
- Less replenishment by expanding pick slot
- Less "Claims"
- Better stock accuracy
- Increase service levels, current Melb Dulux 98.55%, Selley's 98.75%





Data Synch Roadshow

Why do we need accurate Data?

- Our Buy Qty's
- Forecasting
- Our Sell Min's to the customers
- Slotting & OH&S
- Stocktaking purposes
- Our Customers for on selling purposes
- Government Acts DGoods, Haz, Poisons etc





Data Synch Roadshow

When will the Industry be able to take Data Sync?

- Mitre 10 are planning to have Data Synch up and running 1st half 2010
- Danks will start taking Data from Jan 2010
- Balance of Industry will come on Board through 2010/2011



Data Synch Roadshow

What if I do nothing?

- You will start receiving on a regular bases a spreadsheet from Danks requesting you update your Data
- You will still have to do “New Product Forms” as we currently do, this process will go behind suppliers that feed us electronically
- You will still have wrong purchase qty's, resulting in repack labour in your DC's
- Human intervention for receiving processes at DC's which cause unnecessary claims & hold up payments (How much does a claim cost you?)
- Slower receiving's through DC's thus effecting service levels hence reflecting in sales
- I ask you this question.....





Data Synch Roadshow

“ Can you afford not to do Data Synch, continue doing the same old, same old, and give your competitors the upper edge in today's market? ”

I think “NOT”

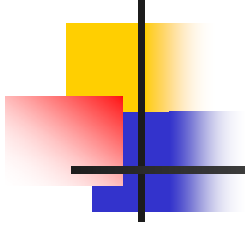




Data Synch Roadshow

Where do I go from here?

- Simply talk to GS1 staff
- Learn about Data Synch
- Ensure you have allocated barcodes to all levels of packaging
- Understand your current Data process
- Understand your Data requirements



Thank You

