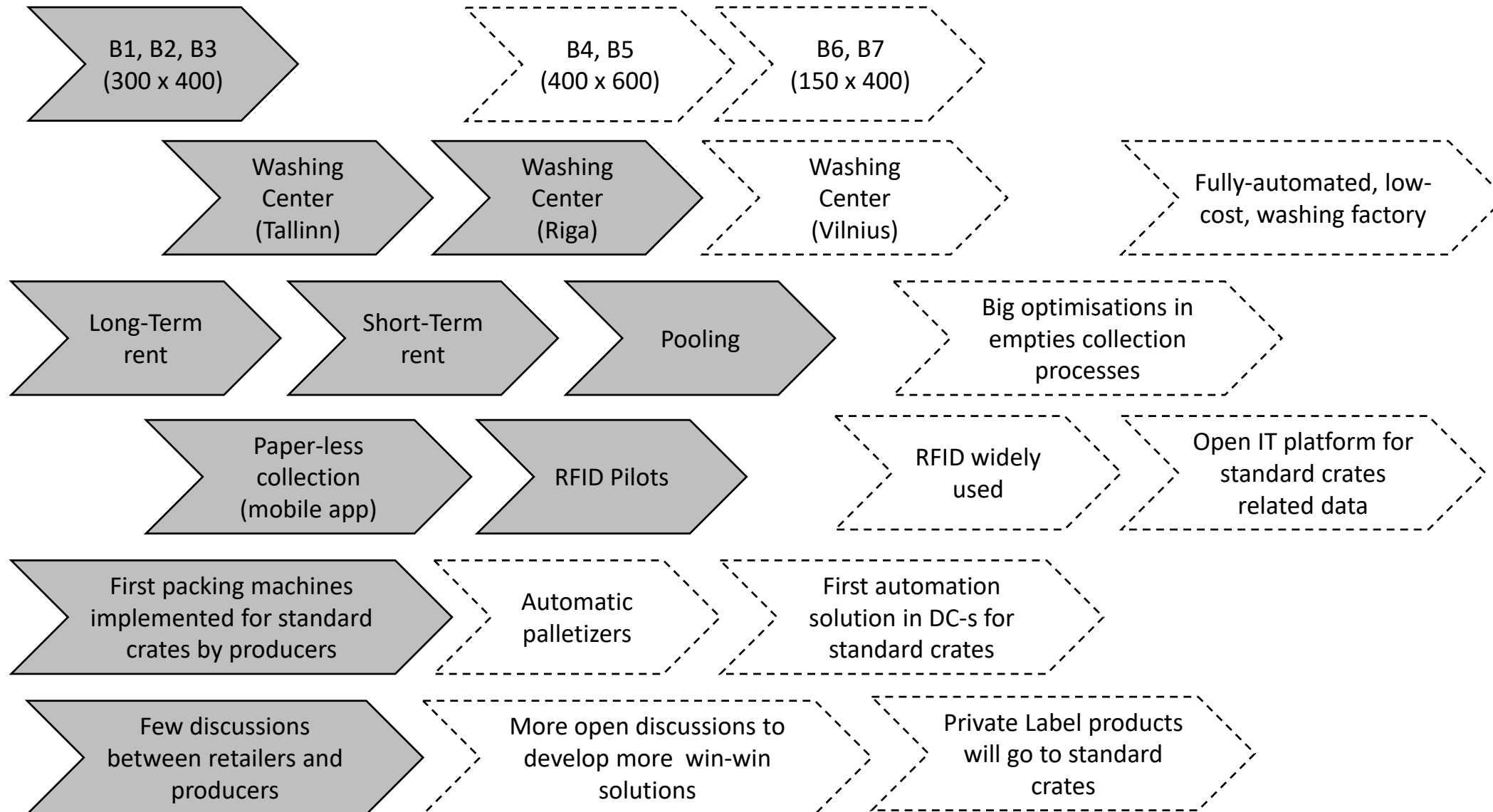


ECR Meeting

Bepco OÜ

No 1 RPC standardization project in
Europe

Development steps



Results after 1st year



CARTON	PLASTIC
Ave Cost of box approx. 22 cents (public market data)	Full Service (per cycle) 20 cents (Bepco price-list)
Additional costs: storing, taxes, folding	No additional costs
Average pallet height in transport: 1m	Average pallet height in transport: 1,6m
Delivery: Send and forget (client recycles waste)	Delivery: Send and forget (all includes in price. service provider returns, washes and replaces broken)
	In Estover: Small win from material price, 3-4 people cut in production, small win in transport costs
	In Estover: Decrease of product damage



Results in meat after 1st year



Space in stock **-65%**

1. Returning efficiency 2 times.
2. 100% more products on pallet place.
3. Loss 0%. Bepco web based tracking solution.
4. No tied capital.
5. Flexibility.
6. 20% win from transportation.



Results in Dairy after 1st year



1. Win 60% compared carton.
2. Returning empties ca. 200%.
3. 20% more products on pallet.
4. More space in production.
5. No tied capital.
6. Flexibility. Seasonality, peaks, Private Label.
7. 20% less crates daily in production stock.
8. Better cooling.
9. Less product shrinkage.
10. Winnings from transportation ca. 18%.

Logistics efficiency up ca. 25%



Client Example

Lithuanian client started to use cheaper transport package. Carton was replaced with 2 times cheaper plastic rental service. Product is now better protected. Supply chain partners win from better logistics possibilities (During transport, there is additional plastic cover, on top).



EXISTING SOLUTION



COMMON DECISION BY SUPPLY CHAIN PARTNERS

Client Example

Analyse of one specific product showed big difference in pallet volume (picture is illustrative).
Implemented right now.



- 8 boxes per layer
- 6 layers
- Total 48 boxes
- 12 cups per box
- Total **576** cups on pallet



- 8 crates per layer
- 12 layers
- Total 96 crates
- 12 cups per crate
- Total **1152** cups on pallet
- **100% increase**

**Truck loading
efficiency 50%**

**Truck loading
efficiency 80%**





Efficiency 100-200%



Problem 1 = „Air“



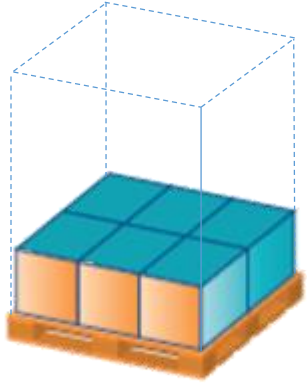
Manufacturer



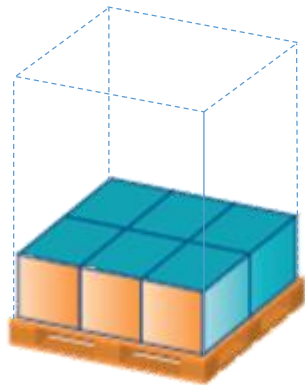
Retailer



Problem 2 = „Air“



Manufacturer



Retailer



Problem 3 = „Waste“



Manufacturer



Retailer



Problem 4 = „Return Air“



DELIVERY

Manufacturer OR
Retailer



RETURN OF
EMPTY

Manufacturer OR
Retailer



Problem 5 = „Product damage“



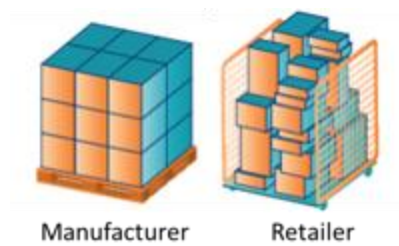
Manufacturer



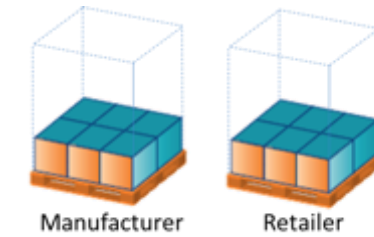
Retailer



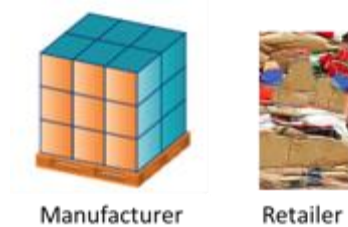
Problem 1 = „Air“



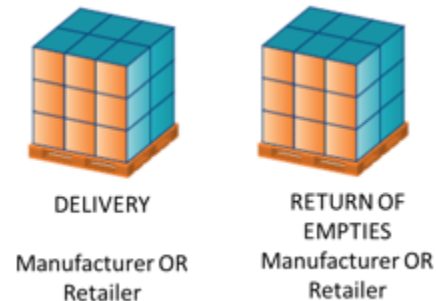
Problem 2 = „Air“



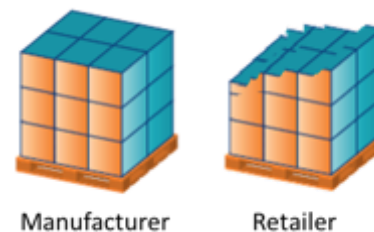
Problem 3 = „Waste“



Problem 4 = „Return Air“



Problem 5 = „Product damage“



Solution / Lahendus

- | CRATES | / | KASTID |
|-----------------------|---|-------------------------|
| • Plastic based | / | Plastikust |
| • Nestable | / | Mahukahanevad |
| • Cross Stackable | / | Ühilduvad liigiti |
| • Based on EUR Pallet | / | Lähtuvad EUR mõõdust |
| • Standardized | / | Standardina kehtestatud |
| • Pan-Baltic | / | Üle-Baltikumi |

What happened in Baltics 2006-2016

- 1M standardized plastic crates came to market (by 2 rental companies)
- Rental, Pooling, Short-Term, Long-Term, Washing Services, IT Services, ...
- 2 Washing Centers working (Tallinn, Riga)
- Pilots with RFID readers
- Paper-free collection of empties in Estonia (mobile app used signing)
- Carton replaced in 10 companies (Pallets higher)
- 10 types of old plastic crates replaced on market (Less air in logistics)

Dimensions (LxWxH)

- 400 x 300 x 118 mm
- 400 x 300 x 170 mm
- 400 x 300 x 290 mm
- 400 x 150 x 118 mm
- 400 x 150 x 170 mm
- 600 x 400 x 180 mm (in development)
- 600 x 400 x 240 mm (in development)



Central Washing Centers

- Wassermann Services OÜ offers services from 2015
- Tallinn washing center opened Q2 2015, Riga opened Q1 2016, Vilnius to be opened soon
- Washing optimized for Bepco crates. 250 000 crates washed in September 2016.
- 3 clients have carried out hygiene/sanitary inspection in our premises
- Industry practise used (pre-wash, main wash, clean water, deso, drying). 15m long washing/drying line. Washing at 50 degrees.



Clients piloting now...



1200x800

Weight 14 kg

Dynamic load 1000 kg



800x600

Weight 8,4 kg

Dynamic load 500 kg



600x400

Weight 1,5 kg

Dynamic load 250 kg

FEATURES

RFID tags give the
pallet unique
identification number

Antislip cover for
load stability

Solid top deck for
easy cleaning

Reinforcements in each feet
makes the pallet strong and
durable

Volume reducible
design for 600x400

MAXIMA

Rimi



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