

Where supply
chain solutions
come together

SUSTAINABILITY

TRANSPORTATION

LAST MILE

MANUFACTURING

FULFILLMENT

DATA CAPTURE

EMERGING TECHNOLOGY

ROBOTICS

Sustainability in Action: Transforming Order Fulfillment for a Greener Future

Presented by:

Greg Berguig, PAC Machinery

Robert Nilsson, Sitma Machinery S.p.A.

David Gray, Sparck Technologies

Presenters



Greg Berguig

President
PAC Machinery



Robert Nilsson

General Manager of Americas
Sitma



David Gray

Sr. Vice President of Sales
Sparck Technologies



SLAM Members



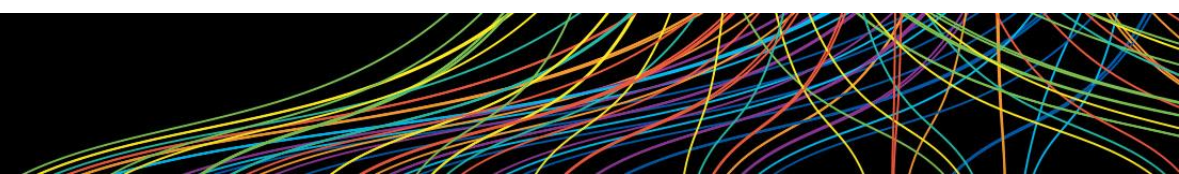
Simplicity through technology



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STREAMLINING E-FULFILLMENT

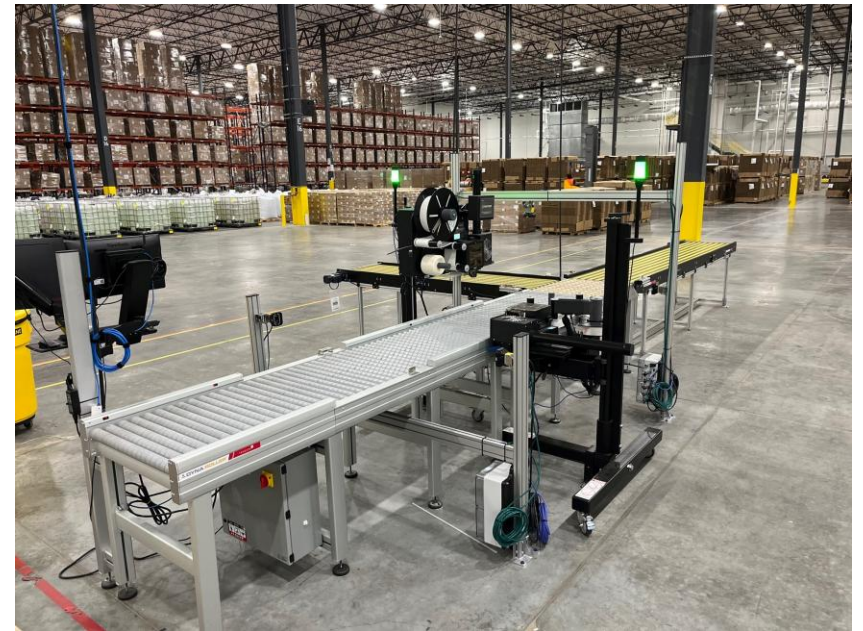


SLAM Industry Group Overview

SLAM (Scan-Label-Appl-Manifest)

Mission: To be the authoritative resource for transforming today's end of line fulfillment operations to address tomorrow's challenges.

Vision: To provide thought leadership for best practices within "the last 100 feet" of evolving warehouse and distribution operations.



SLAM Member Booths

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more sensors, more solutions
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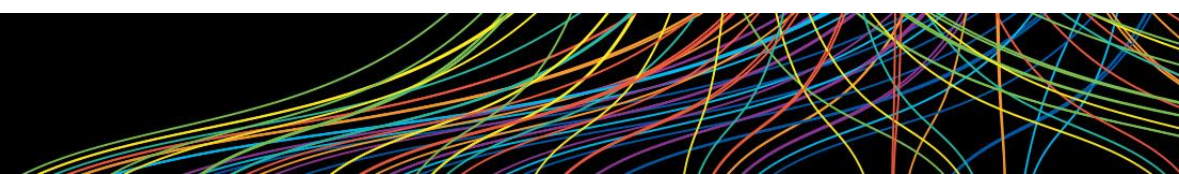
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S637



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Facing pressure to meet
corporate sustainability goals?



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Preparing for compliance with upcoming EPR legislation?



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Worried your automation investments won't adapt to next gen. materials?

Packaging in mailers allows for easy automation and flexible sustainability

Increase Output Productivity

Significantly more output within the same warehouse footprint



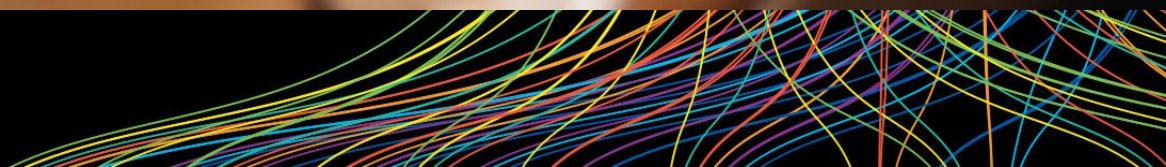
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Add Recycled Content

Including PCR or Coastal Recovered materials



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Design for Recyclability

Poly for store drop-off and paper for curbside



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Future-Proof Automation

Systems adaptable to both poly and paper materials



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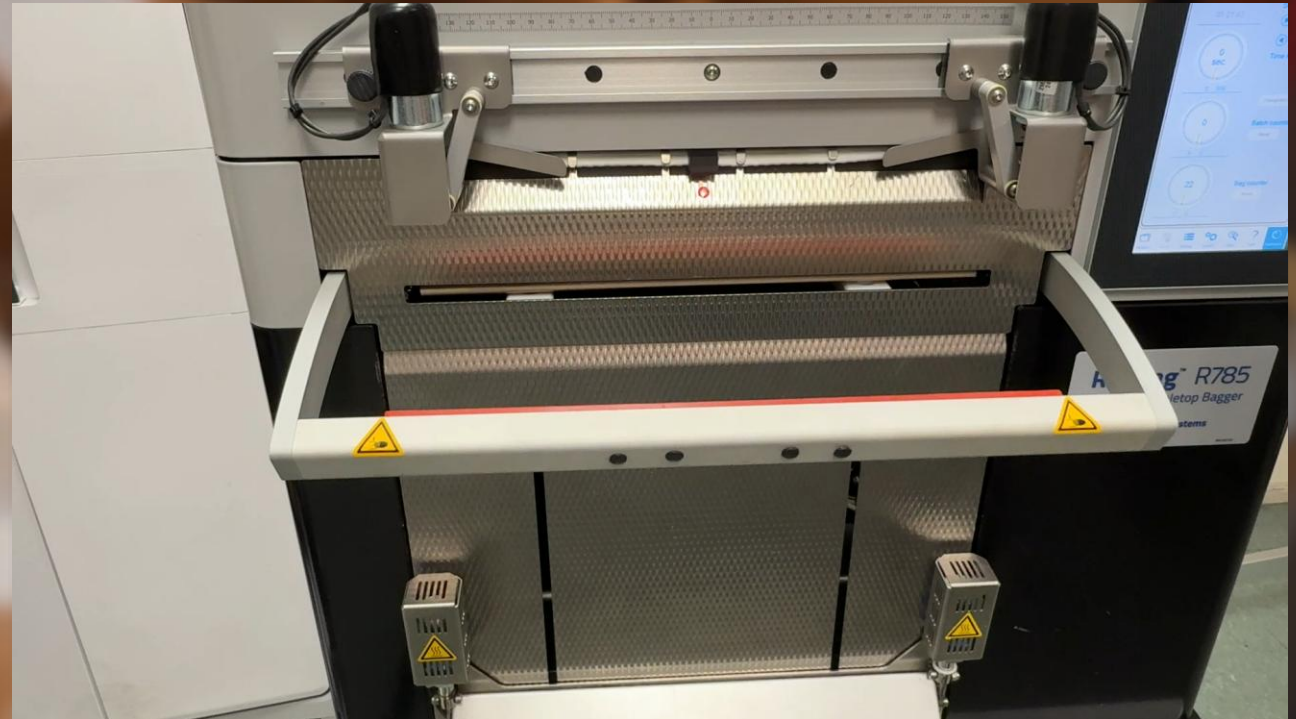
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Enhance Your Brand

Use paper mailers as a branding opportunity

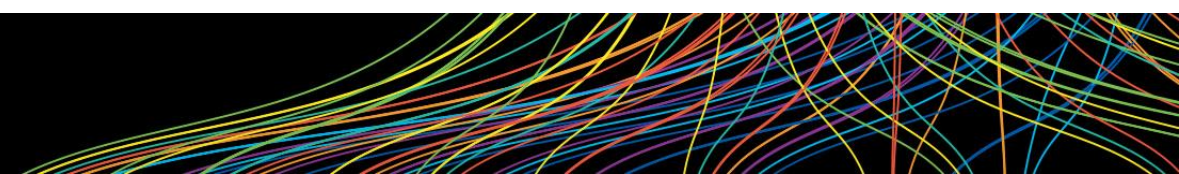




Robert Nilsson

General Manager of Americas

Sitma



Sustainability in Action | Eliminating Plastic

L.L.Bean

The Objective

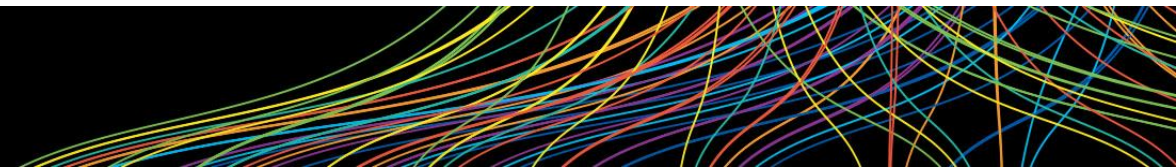
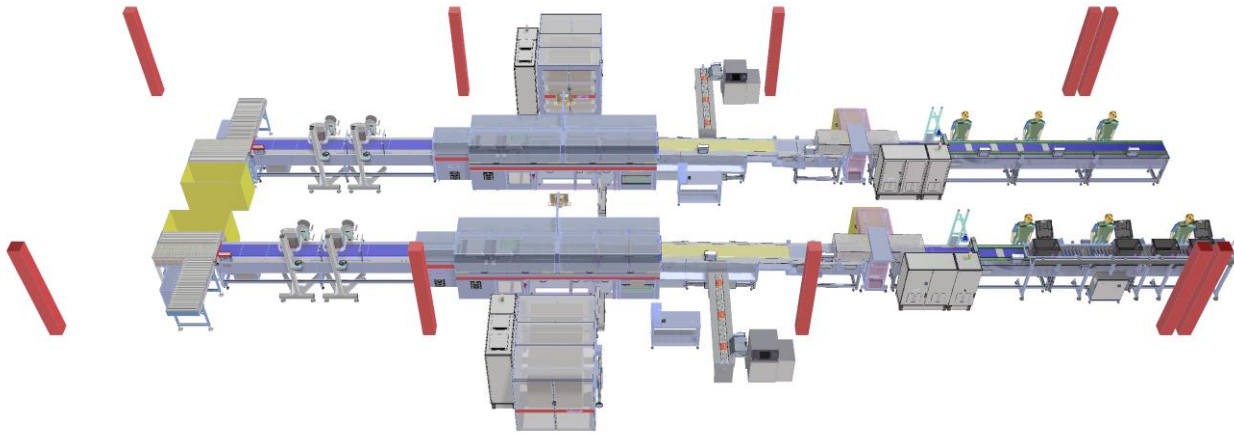
- Goal to switch all outbound poly bags to paper
- Automate packaging process for single unit orders

Design Criteria

- Throughput: 6 million single unit orders per year
- Product: Apparel & Shoe Boxes
- L.L.Bean branded packaging

The Solution

- **2 Autopack Machines**
 - Fulfillment speed of 1,650 UPH per machine
- **Print on Demand Feature**



Eliminating Plastics | Customer Value Story

L.L.Bean

Phasing Out All Single Use Plastic from Outbound Packaging



ROI of 8 months

- Ongoing ROI
- Not including expected overall fee reduction for EPR regulations compared to poly



Operational Efficiency

- Increased throughput to 3,300 packages per hour (with 2 machines)
- Reduced labor costs compared to manual processes



Sustainability

- 100% curbside recyclable paper
- Right-size technology minimizes material consumption
- Elimination of 300,000 pounds of single use plastics from May – Dec 2024



Cost Reduction

- Material savings & lower shipping costs
- Shorter materials to DC path



Scalability & Flexibility

- Scalable and space efficient solutions
- Extended building life





David Gray

Sr. Vice President of Sales
Sparck Technologies



Sustainability Drivers & ESG Commitment



Regulation Driven

UN Regulations

- Over 60% fill-rate in packages
- By 2030, all packages (with minor exceptions) will have to be recyclable



Customer Driven

Customer Driven

- In DHL's Global Shopper Survey 2023, 72% of consumers said they would be prepared to pay extra for sustainable packaging (44% "sometimes"; 28% "always")



Competition Driven

US Regulations

- Extended Producer Responsibility (EPR) legislation
- Tax incentives in certain localities

Competition Driven

- Rapid e-commerce growth is redefining the average customer experience



The benefits of automated right sized packages

Reduced Shipping Costs



Environmental Sustainability



The benefits of automated right sized packages

Improved Product Protection



Brand Perception



Extended Producer Responsibility (EPR)



Panel Discussion



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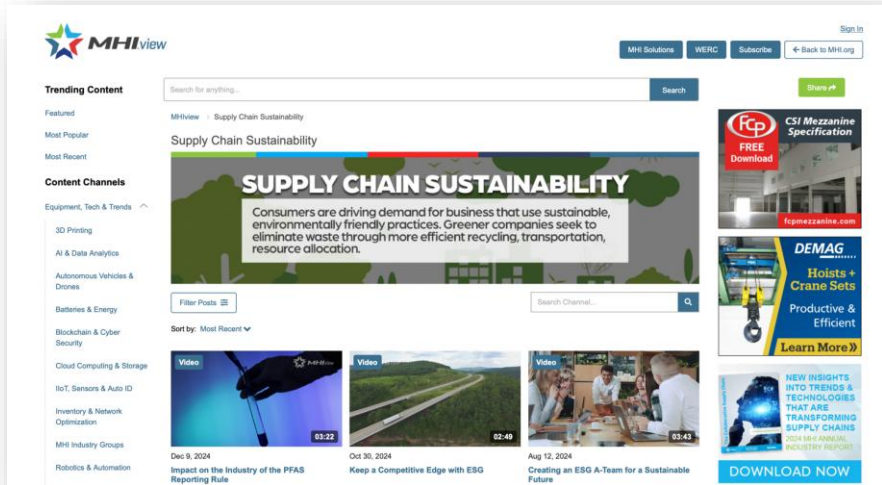


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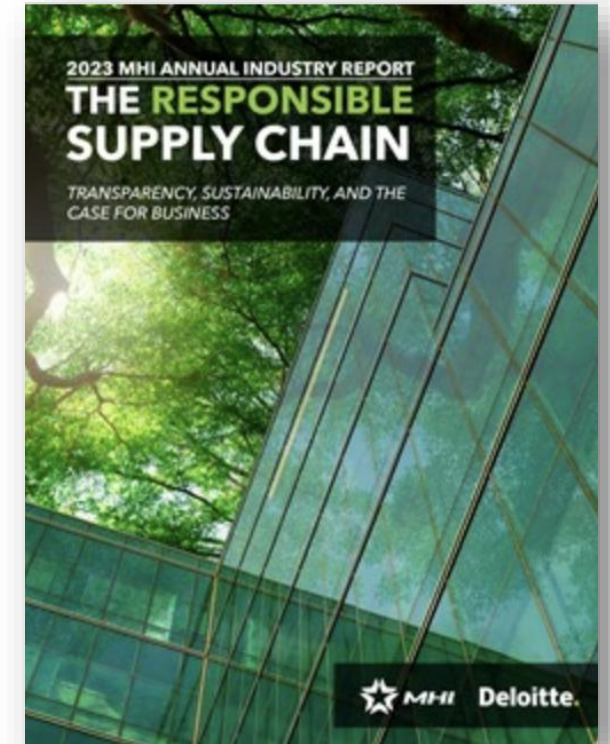
Sustainability Resources



MHI view Video and Podcast Supply Chain Sustainability Channel
videos.mhi.org/supply-chain-sustainability



MHI Solutions Magazine
mhisolutionsmag.com

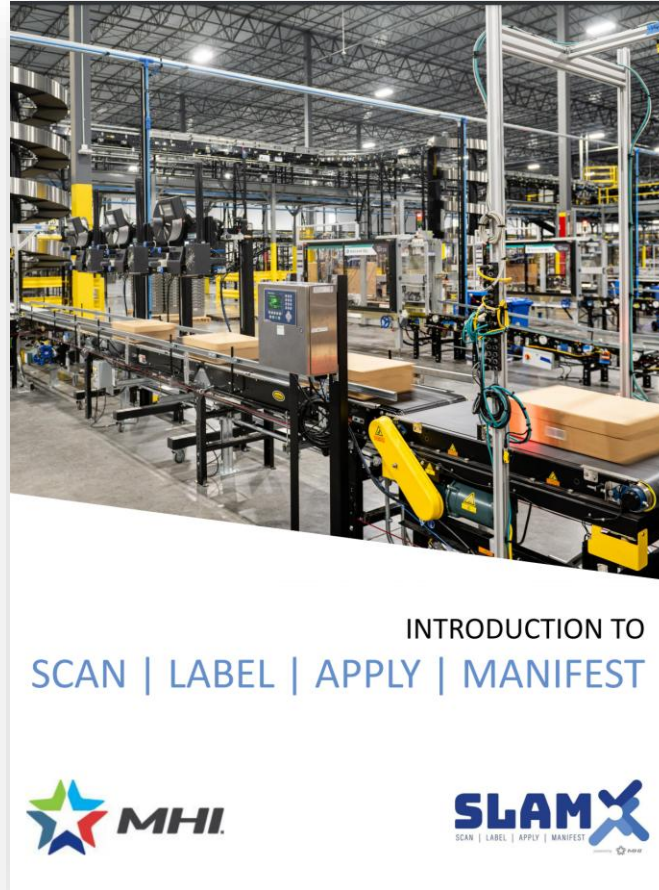


MHI Annual Industry Report
og.mhi.org/publications/report

SLAM Resources: www.mhi.org/slam

You will find:

- 101 and 201 Technical Docs.
- Videos
- Podcasts
- Case Studies
- SLAM Member Listing



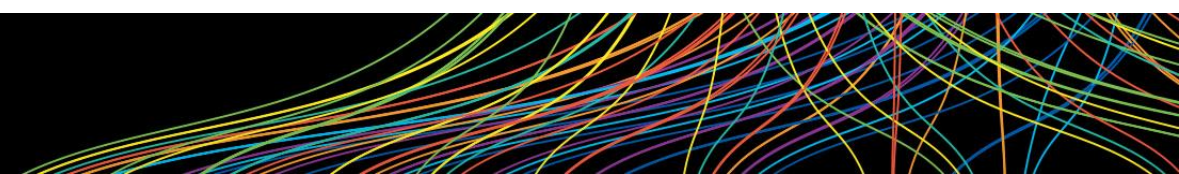
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- Once you click into the session, click on the “Fill Out Survey” button to complete the survey

