SHIFTING THE PARADIGM:

'ONE-SIZE-FITS ALL' ≠ SHARED WAREHOUSING

Specialty consumer goods manufacturers require unique distribution for unique products. Unlike large retailers and manufacturers, however, they **don't have the size or scale to justify a dedicated warehouse.**

CASE IN POINT:

Medium-size housewares company with global distribution

bodum®

BODUM DISTRIBUTES:

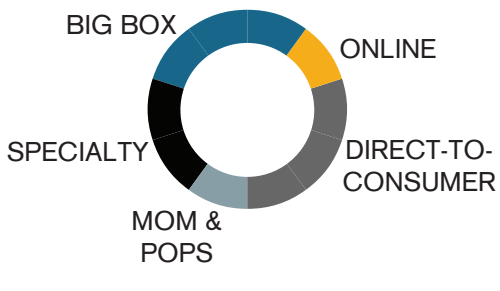
500+ SKU'S

55 COUNTRIES

20 BODUM STORES

+

DIVERSE SET OF RETAIL CUSTOMERS:



=

RETAIL CUSTOMER NEEDS:

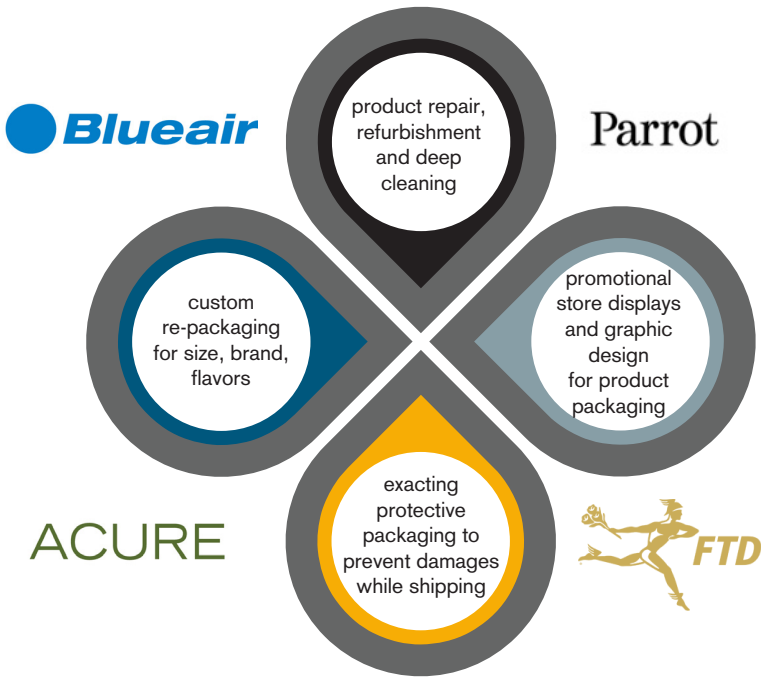
- SHELF DISPLAYS
- CUSTOM LABELING
- PACKAGING
- ROUTING GUIDE
- SMALL PARCEL

RETAILER-SPECIFIC CUSTOMER NEEDS ARE COMMON AMONG SPECIALTY MANUFACTURED GOODS:

TYPES OF MANUFACTURERS:

- SMALL APPLIANCES
- ELECTRONICS
- HOME DÉCOR
- PERSONAL CARE & APPAREL

RETAILER-SPECIFIC REQUIREMENTS:



NEED: Distribution model that meets unique product requirements and has **SCALE AND EFFICIENCY** historically only available to larger manufacturers.

SOLUTION: A new model for one of the most **INNOVATIVE SHARED WAREHOUSES** in Romeoville, Illinois

IN ROMEOVILLE, UNIQUE DISTRIBUTION FOR UNIQUE PRODUCTS HAPPENS THROUGH:

Comprehensive Fulfillment



- Delivering to the world's largest retailers (Target, Walmart, Amazon)
- "Same Day Order, Same Day Ship"
- Omni-channel fulfillment including direct-to-consumer
- 24+ customers across wide range of products
- "Paper-free' environment enabled by RF devices



Innovative Labor

- 270+ employees
- Flexible, high-quality temp program for demand fluctuations
- Incentive program rewards productivity and error-free work
- Automated conveyer system and flow racks enable employee productivity of 120+ lines picked per hour



Strategic Location

- 642,000 square feet in three sites
- Central Midwest Location offers:
  - Cost-effective distribution
  - Close proximity to inland ports, airports and highways
  - Expanded reach to vast populations

At LeSaint, we perform Fulfillment & Distribution at scale across multiple customers. We will help you achieve outstanding results just like BODUM has:

- **99.5%** ON-TIME SHIPPING
- **99.8%** SHIPPING ACCURACY
- **99.9%** PUTAWAY TIMELINESS FOR RETURNS
- **99.9%** INVENTORY ACCURACY

Learn more at Lesaint.com

LeSaint Logistics
3PL KnowHow™