



# **RFID**

---

## JOURNAL

---

# **LIVE!**

**SEPTEMBER 26 - 28, 2021**  
PHOENIX CONVENTION CENTER | PHOENIX, AZ

# Goals Set For Phase 1

- Create an RFID presence in all showrooms
- Cycle count weekly in every store
- Post weekly inventory for the entire company





# Pre-RFID Business Problems

- Time Spent
  - 8 Regular Counts
    - 15 man hours per showroom EACH count
  - 4 All Counts
    - 40 man hours per showroom EACH count
  - Managing vignettes within the showroom
    - Weekly task done by managers with varying total hours



# Proposed Solutions

- Utilizing RFID to speed up our inventory counts
- Once we've sped it up, do it more often to provide more accuracy





# Solution Struggles

- Finding the right tags for our product
- Software struggles including using the wrong partner
- Printing struggles
- Getting end users on board with the concept of weekly counts



# Struggle Resolutions

- RFID Labels
  - Flag Tag
- RFID Software
  - TagMatiks Integrated with City Furniture Backend ERP
- RFID Printers
  - ZT410 203 DPI USB
  - ZT411, 4", 300 DPI
- Proving the time with in-person demonstrations





# The New Process

- Printing and placing labels onto inventory
- Cycle Count
- Reconcile
- Post Weekly



# Printing and Placing Labels onto Inventory

- Hang tags
  - First attempt to avoid metal!
- Flagtags
  - Used now 100% of the time
- Label placement to avoid metal, mirrors
  - SOP's created
- Removing the storage in metal cabinets
- Avoid Metallic paint
- CF vs AF prefix





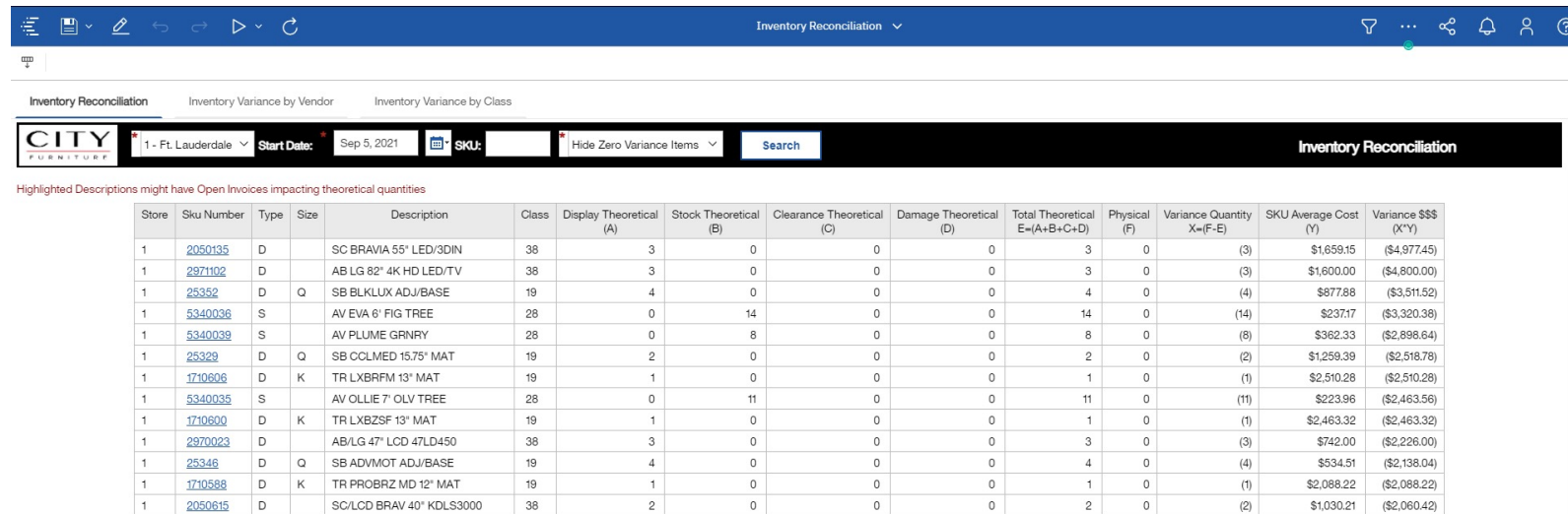
# Cycle Count

- Each team member who will count the store is capable of completing the count in about 3 hours or less.
  - Training:
    - Standard Operating Procedures
    - Videos
    - In person training sessions



# Reconcile

- The creation of our custom made reporting using Cognos
- Search Function on our customized app allowed us to easily find missing items within the showroom!



Store	Sku Number	Type	Size	Description	Class	Display Theoretical (A)	Stock Theoretical (B)	Clearance Theoretical (C)	Damage Theoretical (D)	Total Theoretical E=(A+B+C+D)	Physical (F)	Variance Quantity X=(F-E)	SKU Average Cost (Y)	Variance \$\$\$ (X*Y)
1	2050135	D		SC BRAVIA 55" LED/3DIN	38	3	0	0	0	3	0	(3)	\$1,659.15	(\$4,977.45)
1	2971102	D		AB LG 82" 4K HD LED/TV	38	3	0	0	0	3	0	(3)	\$1,600.00	(\$4,800.00)
1	25352	D	Q	SB BLKLUX ADJ/BASE	19	4	0	0	0	4	0	(4)	\$877.88	(\$3,511.52)
1	5340036	S		AV EVA 6' FIG TREE	28	0	14	0	0	14	0	(14)	\$237.17	(\$3,320.38)
1	5340039	S		AV PLUME GRNRY	28	0	8	0	0	8	0	(8)	\$362.33	(\$2,898.64)
1	25329	D	Q	SB CCLMED 15.75" MAT	19	2	0	0	0	2	0	(2)	\$1,259.39	(\$2,518.78)
1	1710606	D	K	TR LXBRFM 13" MAT	19	1	0	0	0	1	0	(1)	\$2,510.28	(\$2,510.28)
1	5340035	S		AV OLLIE 7' OLV TREE	28	0	11	0	0	11	0	(11)	\$223.96	(\$2,463.56)
1	1710600	D	K	TR LXBZSF 13" MAT	19	1	0	0	0	1	0	(1)	\$2,463.32	(\$2,463.32)
1	2970023	D		AB/LG 47" LCD 47LD450	38	3	0	0	0	3	0	(3)	\$742.00	(\$2,226.00)
1	25346	D	Q	SB ADVMOT ADJ/BASE	19	4	0	0	0	4	0	(4)	\$534.51	(\$2,138.04)
1	1710588	D	K	TR PROBRZ MD 12" MAT	19	1	0	0	0	1	0	(1)	\$2,088.22	(\$2,088.22)
1	2050615	D		SC/LCD BRAV 40" KDLS3000	38	2	0	0	0	2	0	(2)	\$1,030.21	(\$2,060.42)



# Posting!

- Each week every store sends a final report to us and after reviewing, we post that store to our system
- Posting a store takes only seconds!

## Inventory Reconciliation Summary

Showrooms	Posted Date	Status	TW_Variance	LW_Variance
1 - Ft. Lauderdale	Aug 9, 2021	Posted this week	\$252	\$0
11 & 37 - Boca Raton	Aug 9, 2021	Posted this week	(\$1,314)	\$0
12 - Hialeah	Aug 9, 2021	Posted this week	\$66	\$0
16 - North Miami	Aug 9, 2021	Posted this week	\$2,576	\$0
17 & 35 - Stuart	Aug 9, 2021	Posted this week	(\$3,205)	\$0
18 & 36 - Wellington	Aug 9, 2021	Posted this week	\$431	\$0
19 & 38 - Naples	Aug 10, 2021	Posted this week	\$354	\$304
20 & 39 - Fort Myers	Aug 11, 2021	Posted this week	\$5,062	\$0
21 - Lady Lake	Aug 10, 2021	Posted this week	(\$81)	\$0
22 - The Villages	Aug 9, 2021	Posted this week	\$787	\$0
23 - Ocoee	Aug 9, 2021	Posted this week	\$2,674	\$0
24 - Millenia	Aug 9, 2021	Posted this week	\$151	\$0
25 & 44 - Doral	Aug 10, 2021	Posted this week	\$1,905	\$0
3 & 14 - Sawgrass	Aug 9, 2021	Posted this week	\$2,864	\$0
31 - Sunrise	Aug 9, 2021	Posted this week	(\$171)	\$0
34 - Davie	Aug 9, 2021	Posted this week	\$936	\$0
40 - Oakland Park	Aug 9, 2021	Posted this week	\$402	\$0
42 - Vero Beach	Aug 9, 2021	Posted this week	(\$860)	\$0
43 - Hialeah	Aug 9, 2021	Posted this week	\$3,260	\$0
45 - North Miami	Aug 9, 2021	Posted this week	\$161	\$0
5 - Dadeland	Aug 9, 2021	Posted this week	\$17	\$0
6 & 32 - West Palm	Aug 9, 2021	Posted this week	\$155	\$0
7 - Midtown	Aug 9, 2021	Posted this week	(\$126)	\$0
8 & 41 - Cutler Bay	Aug 9, 2021	Posted this week	(\$727)	\$0
9 - Pines	Aug 9, 2021	Posted this week	(\$1,481)	\$0
<b>Overall - Total</b>			<b>\$14,089</b>	<b>\$304</b>

# Achievements

- Weekly counting done at every store
- Loss prevention
- Yearly shrinkage reduced by over 2 million dollars





# THANK YOU

**RFID**  
JOURNAL  
**LIVE!**