



RFID JOURNAL LIVE!

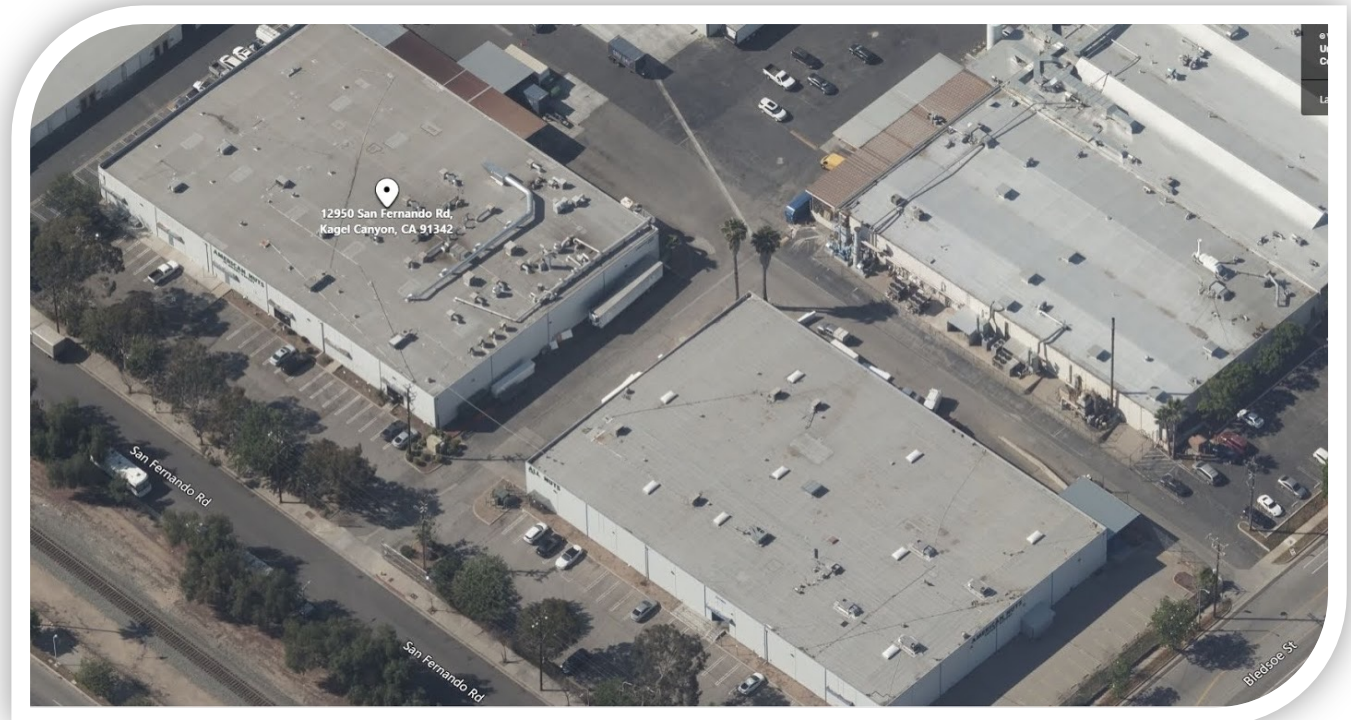
SEPTEMBER 26 - 28, 2021
PHOENIX CONVENTION CENTER | PHOENIX, AZ

RFID JOURNAL LIVE!

RFID Provides Efficiency, Visibility for Food Company

Nate Willits

CFO, American Nuts



INTRODUCTION

- In 2019 American Nuts, LLC ("AN", a North American top processor and packager of nuts, seeds, dried fruits and confections) approached Senitron, an RFID technology company, to develop a system which **tracks inventory using RFID tracking technology in combination with computerization of operations, supply chain and quality**
- Like many manufacturing companies, AN was using a well-known ERP system, but similar to other traditional systems, inventory data and accuracy were lacking



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INTRODUCTION

- In addition, the Company was also looking to computerize all aspects of operations including shop floor controls, warehouse management, production scheduling, quality control management, and material resource planning using a centralized communication system, real-time alerts and data analytics
- AN explored various inventory control platforms (bar code scanning, RFID, etc.) and chose Senitron's Enterprise Resource Control (ERC) solution



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Why ERC?

ERC by Senitron, fuses **RFID's real-time asset tracking technology with proprietary cutting-edge software**, creating an **all-in-one user-friendly** solution, design to be an ERP bolt-on; which ultimately **eliminates the need to purchase and integrate any additional modules or systems** needed to effectively run operations:

ERC:

- ✓ RFID Real-Time Inventory Tracking
- ✓ Warehouse Management System (WMS)
- ✓ Tracks Items Cost
- ✓ Production Scheduling
- ✓ WO System
- ✓ Quality Control & Disposal Management
- ✓ Material Requirement Planning (MRP)

VS

Other Systems	Integration with ERP	Integration with MRP	Integration with WHS	Customizations	Implementation & Training	Hardware	Hardware Installation
Warehouse Management (WMS)	Yes			Yes	Yes		
RFID or Bar Coding Solution			Yes	Yes	Yes	Yes	Yes
Material Resource Planning (MRP)	Yes			Yes	Yes		
Scheduling System		Yes		Yes	Yes		
Work Order System			Yes	Yes	Yes		
Quality Control System			Yes	Yes	Yes		
Disposal System			Yes	Yes	Yes		

ERC provides all the benefits of other systems while **eliminating time and complexities associated with integration of multiple systems.**



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Considerations

Applicable Segments

- Retail
- Manufacturing
- Warehousing/Distribution
- Healthcare
- Personnel/Professional Services



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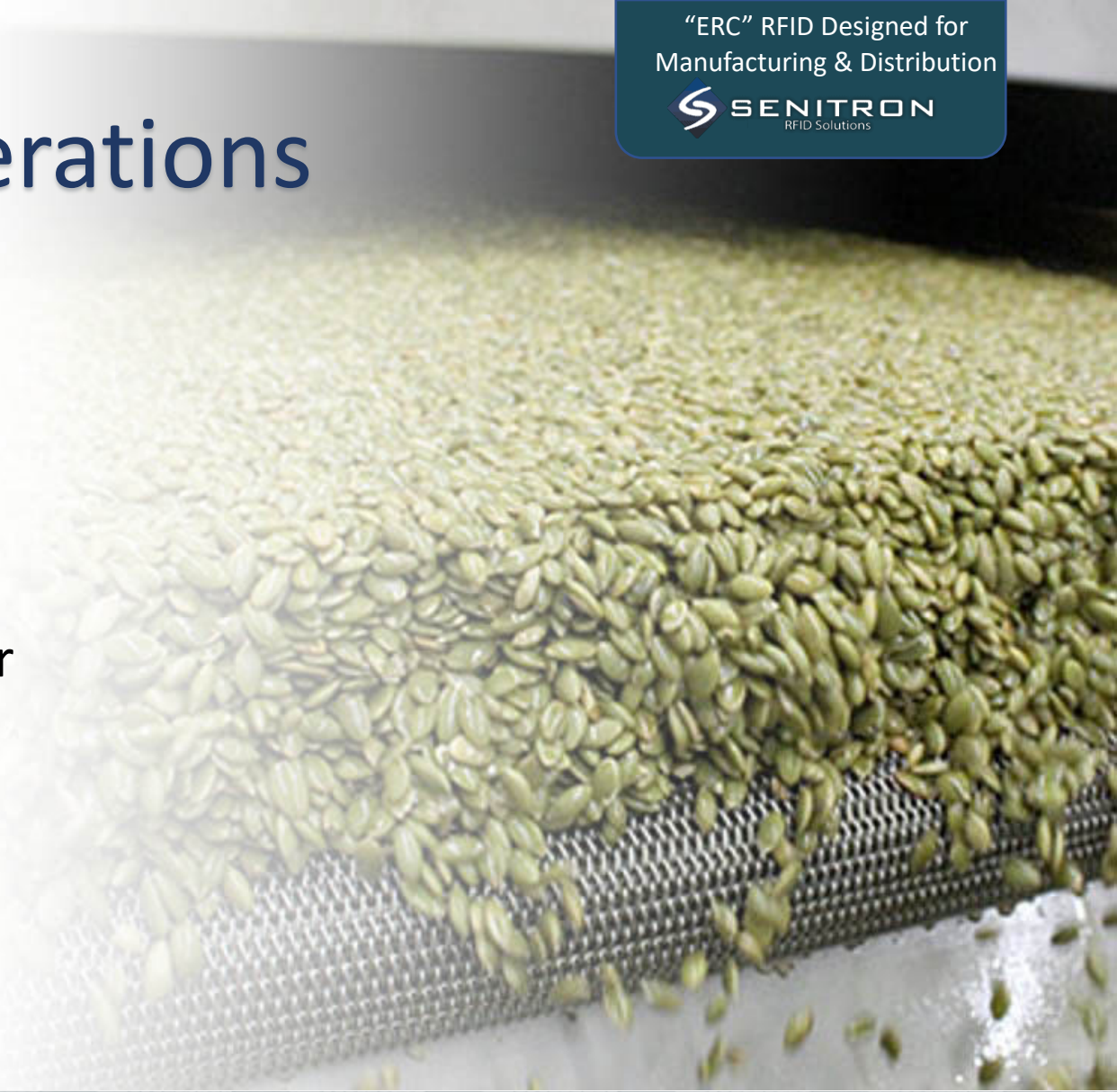


Considerations

"ERC" RFID Designed for
Manufacturing & Distribution



- Level of tracking – unit vs. case vs. pallet
- Size of installation, access to internet/power
- Ease of Use / Scalability / Installation
- Cost



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Benefits Realized

- Significant increase in inventory accuracy (75% to 95%+) – link directly to ERP for enhanced reporting/control
- Lot Level tracking for cost, expiration dates, supplier, etc. allows for reduced expiration loss (FIFO) and better pricing/profitability
- Scheduling and Work Order modules provide detailed production planning, tracking and variance reporting improving productivity, efficiency and reducing scrap
- Quality module allows for traceability, control of goods on hold and formal disposal improving quality to customer and reducing hold times and space requirements



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Benefits Realized

- Material Requirements Planning module pairs actual usage/sales data with customer forecasts to optimize inventory levels, reducing stock-outs and warehousing costs
- Real-time alerts, operational and financial dashboards, etc. provide ease of review and improved control



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ERC Review

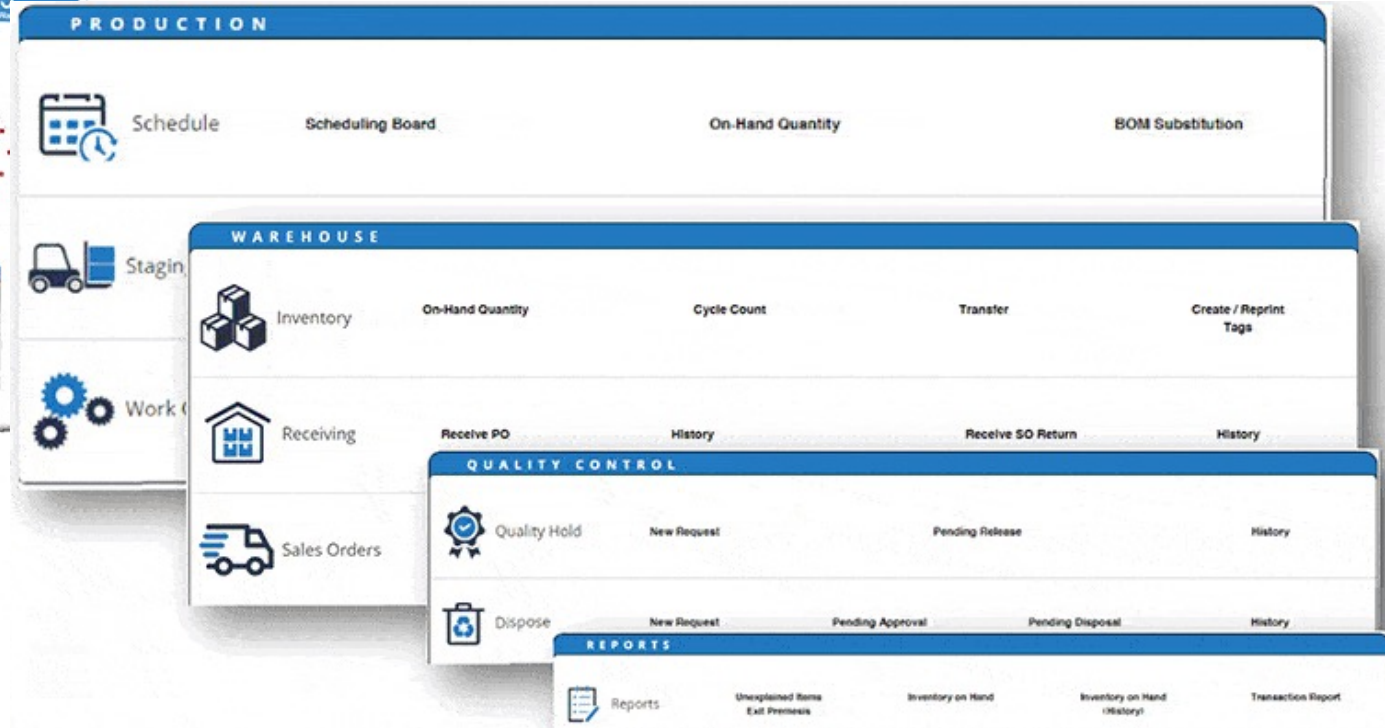
"ERC" RFID Designed for
Manufacturing & Distribution



100% Compatible
with Hand-Held RFID & Fixed RFID

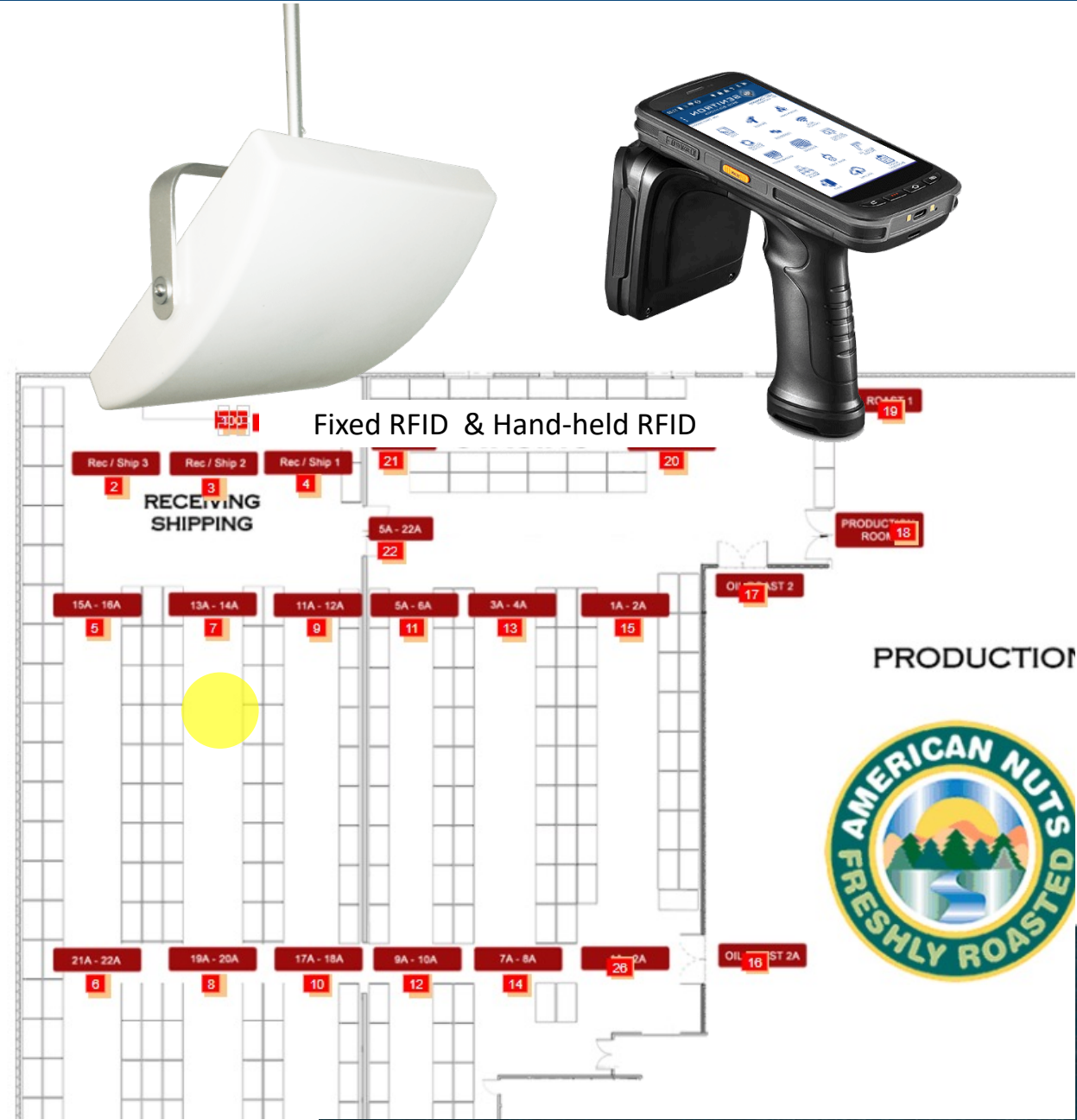


Accessible on Any-Device
Web-based



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History **Movements** Transactions Status MF Transactions

10:25 AM 10/22/2020 Moved from Building 4 Inside to HH: R1 Building 4 Inside
12:06 PM 09/09/2020 Moved from B4 : Inside to Building 4 : Inside (15401)
08:56 AM 09/09/2020 Moved from Building 4 : Inside to B4 : Inside (15401)
01:02 PM 06/29/2020 Moved from Building 1 : Receiving to Building 4 : Inside (15401)
10:28 AM 06/29/2020 Moved from to Building 1 : Receiving (10001)



“ERC receiving module eliminates most receiving errors”

Process:

- Inventory arrives at facility
- Receiver inputs PO# or vendor name
- Receiver inputs quantity and other data
- RFID Labels are printed and applied to pallets

Math Validation: Employee can not receive and print labels unless math adds up.



RFID Verified: RFID readers must detect RFID label before employee can conclude receiving process.



Auto QA Hold: Set receipt to auto QA hold for selected vendors. If a tag is used while on hold, an auto email alert is sent out to QA team.



RFID Alert: Automated email alerts are sent if inventory sits in receiving area for more than a set number of days.



“ERC makes it easy to approve and track customer returns”

Return Process:

- Previously sold inventory arrives at the dock
- Receiver inputs SO# or client name to find SO#
- Receiver inputs quantities and other data
- RFID labels are printed and attached to returns
- Inventory added back at cost sold

Math Validation: Employee can not receive return and print labels unless math adds up.



Auto Quality Hold: Returned goods are auto placed on QC hold.



Auto Notify QC: QC team is auto notified to inspect and release returns on QH.



Auto Notify Accounting: A/R department is auto notified to possibly credit customer.



“ERC makes Quality Control easy”

Hold Process:

- Quality team can set up to automatically or manually put item, vendor or customer on hold
- If using manual option, reason for hold is required
- System creates quality hold ID number and prints out paperwork to be applied to inventory
- Once item passes inspection quality control releases hold

Quality Hold

QH-ID #: 226
Item Name: Widget A
Lot# 123456789
Reason: Packaging Issue



Auto Notified: QC team automatically receives email notification when an item is placed on auto hold.

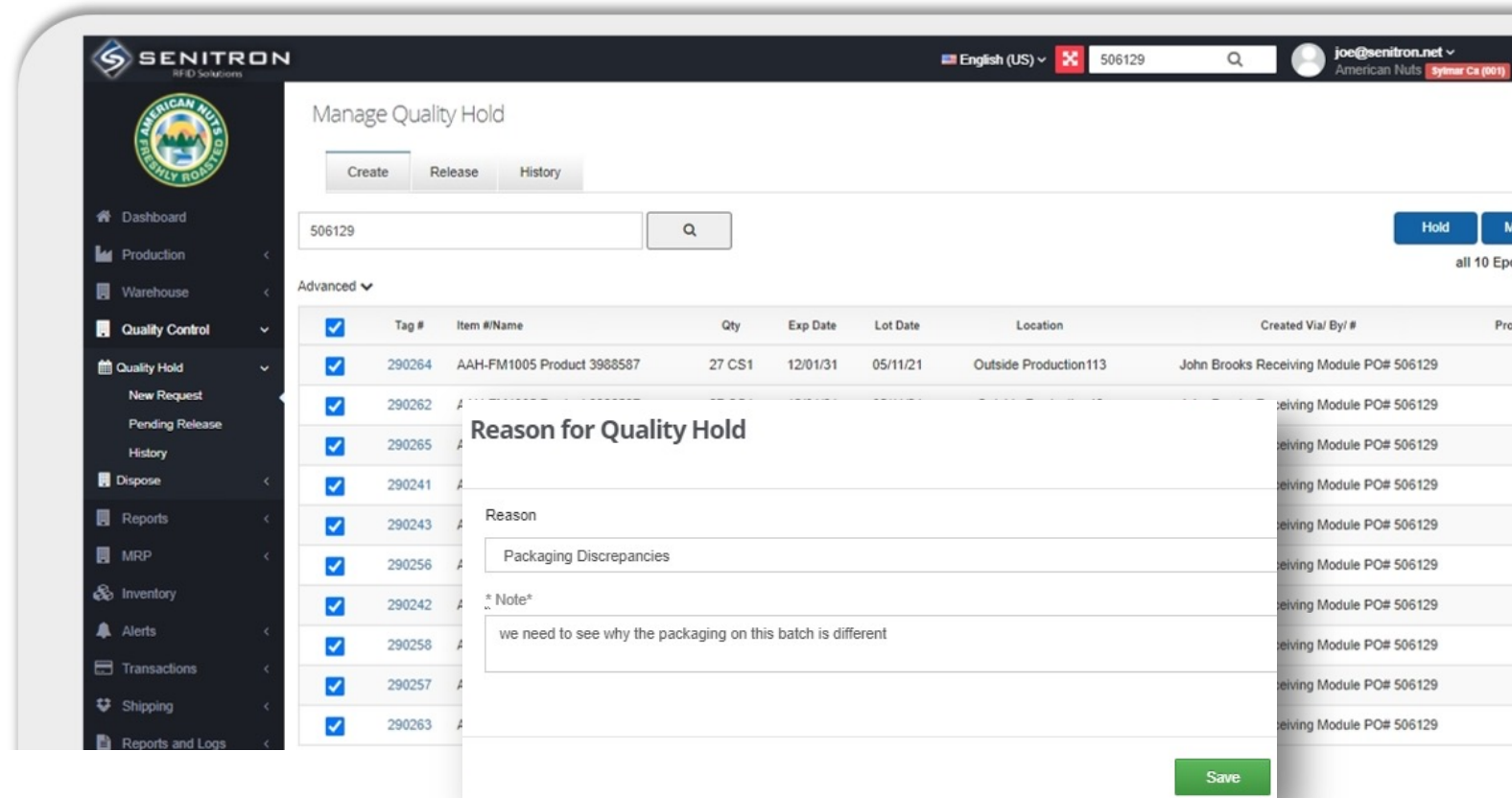


Management Notified: QC management automatically receives email notifications showing QC hold violations and if an item is on hold for more than a set number of days.



Auto Blocked: Inventory on quality control hold becomes unavailable for consumption and sales.

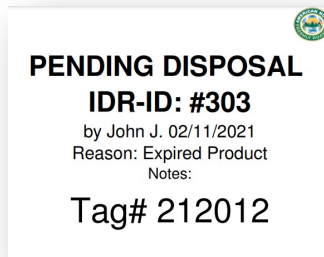
📍	290262 On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-2
📍	290264 On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-2
📍	290265 On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-2



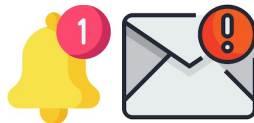
“Safeguard your assets with ERC electronic inventory disposal system”

Disposal Process:

- QA starts inventory destruction request (IDR) auto generating an internal destruction number
- QA employee prints and attaches IDR license plate
- Management approves or rejects disposal request



Auto Notified: Depending on the dollar value threshold, appropriate manager receives email for IDR approval or rejection.



Management Notified: QC management automatically receives email notifications showing IDR hold violations or if item is on hold for more than a set number of days.



Auto Blocked: Inventory in IDR status becomes unavailable for consumption and sales.

290262	On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-11-21
290264	On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-11-21
290265	On Hold	26 CS1	1056 LBS	\$1.24	1,309	0	05-11-21

*“Scheduling is a breeze with ERC
user-friendly electronic
scheduling system”*

Scheduling Process:

- Scheduler uses production calendar to view line utilization
- Scheduler schedules new production
- Scheduled production generates electronic wo number



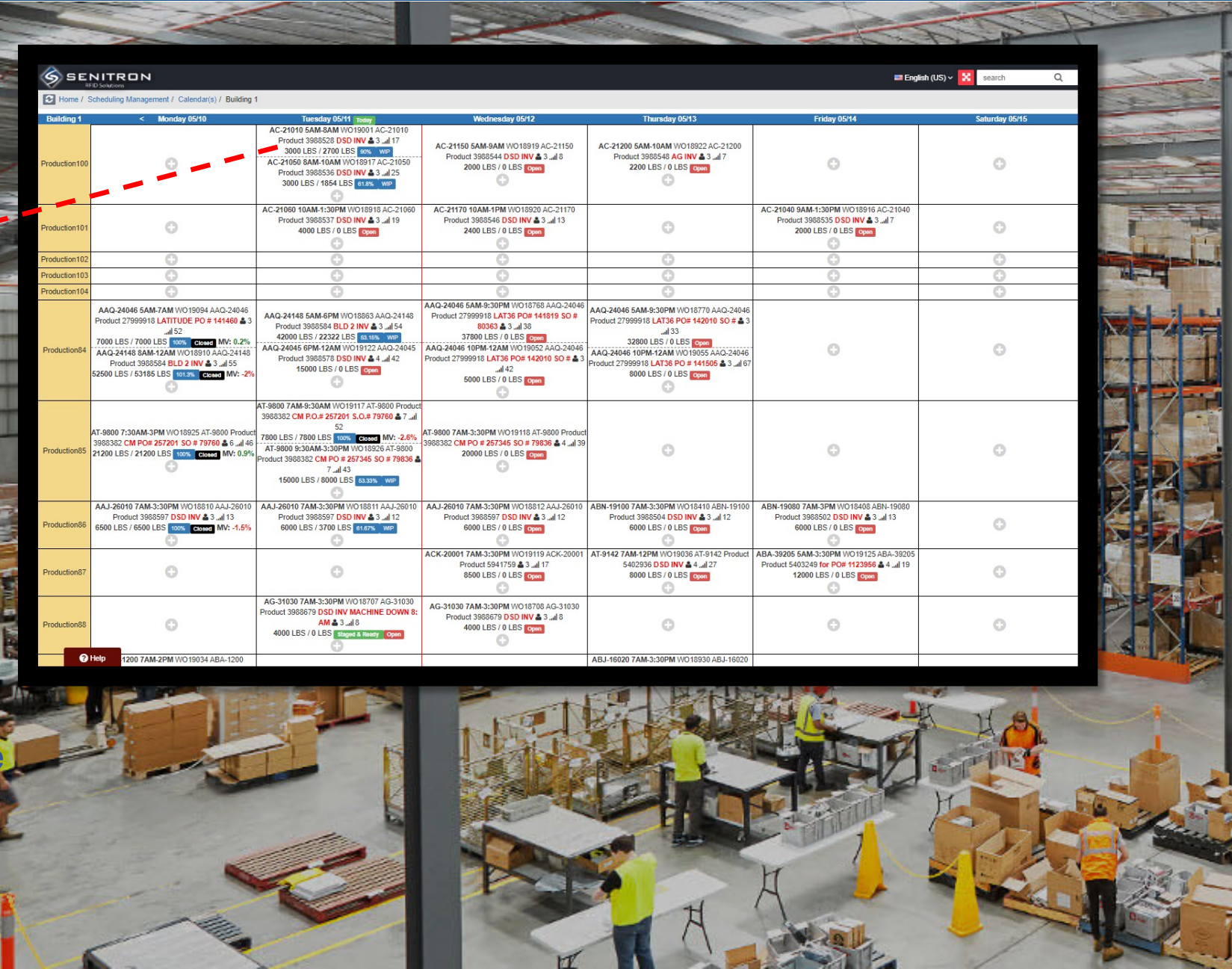
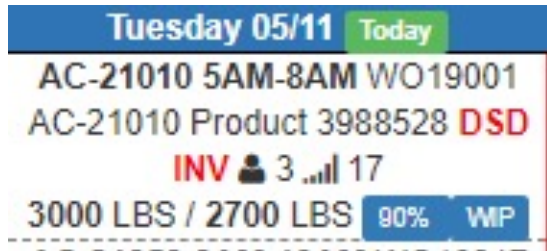
Display Summary

- Item produced
- Message & note display
- Qty produced vs goal
- Qty usage variance
- Electronic WO #
- Crew Size
- Std units per minute
- Real-time order status

< Monday 07/26	
PK-26010 7AM-10AM WO21806 PK-26010 PUMPKIN SEEDS LADYNAIL D/R/S	
20LBS DSD INVENTORY 3 16	
2940 LBS / 2940 LBS	100% Closed MV: -1%

The screenshot displays the SENITRON RFID Solutions interface for Production WO Scheduling. The main view is a calendar for Building 1, showing production orders across several days. A modal window titled 'Schedule Edit Production WO#19001' is open, allowing users to edit production details. The modal includes fields for Item (AC-21010 - Product 3988528), Production Quantity (3000 LBS), Date (2021 May 11), Start time (05 AM), End time (08 AM), Production Area (Building 1 Production100), Production Manager (John Cruz), and Variance. The background calendar shows various production orders with status indicators like 'DSD INV', 'AG INV', 'Open', and 'Closed'.

“Mounted displays show work order production progress & status in real-time”



- Real-time order status
- Actual quantity produced vs goal
- Set direct labor standard
- Usage variance qty/cost
- Schedule line maintenance / downtime
- Messages & Note display
- Monitor Shop Floor

“ERC reduces expiration exposure with FIFO driven WO staging module”

WO Staging Process:

- Picker sees available items on the map sorted in FIFO order
- Picker selects tags transferred to staging area
- Picker splits tag if needed (creates new tag with same info as original but new qty)
- Picker confirms WO staging completion status

The screenshot displays the Senitron Production Staging Management interface. The top navigation bar includes the Senitron logo, language settings (English US), a search bar, and user information (joe@senitron.net, American Nuts, Sylmar Ca (001)). The main content area shows a list of staging items with columns for Date/Time, WO#, Item, Quantity, Zone, Assigned To, Note, Progress, and Action. Below this, a detailed view for WO# 18863 is shown, including a table of staging items with columns for AN Item#, Category, Name, Zone, UOM, Required QTY, Selected Tag(s)/QTY, Pending Needed Quantity, Status, and FIFO. The bottom section features a floor plan diagram with various staging areas labeled, such as RECEIVING SHIPPING, STAGING, and PRODUCTION ROOM.

Date/Time	WO#	Item	Quantity	Zone	Assigned To	Note	Progress	Action
05/11/2021 03:30 PM - 09:30 PM	19099	WIAAH-1345 Product 33548767	25000	Building 2 Production57	John Cruz	-	-	Manage
05/11/2021 03:30 PM - 10:00 PM	19113	AAA-26172 Product 22001345	18000	Building 2 Production106	Jane Cruz	-	-	Manage

AN Item#	Category	Name	Zone	UOM	Required QTY	Selected Tag(s)/QTY	Pending Needed Quantity	Status	FIFO
AAQ-24011	—	Product 3988568	Production84	LBS	42000 LBS 24 CS	26460	15540 LBS 9 CS	Incomplete	No

Tag#	Expiration	Lot#	Type	Pallet/Case #	Lbs	# of cases	Units P. C.	Last Seen	Zone	Status	FIFO
261298	02/02/2022	20210427	Pallet	9	1764.0	1	1764	05/10/21 08:26 PM	Building 1 Production84	Consumed	
261268	02/02/2022	20210427	Pallet	6	1764.0	1	1764	05/10/21 08:26 PM	Building 1 Production84	Consumed	
261270	02/02/2022	20210427	Pallet	8	1764.0	1	1764	05/10/21 08:26 PM	Building 1 Production84	Consumed	
261272	02/02/2022	20210427	Pallet	10	1764.0	1	1764	05/10/21 05:15 PM	Building 1 Production84	Consumed	
261274	02/02/2022	20210427	Pallet	12	1764.0	1	1764	05/10/21 08:26 PM	Building 1 Production84	Consumed	

Management Notified: Management automatically receives email notifications if FIFO violations occur.




*“Understand your material cost -
ERC tracks actual lot cost “*

WO Closure Process:

- During production, supervisor collects tags from material used in WO
- Once WO production is completed, supervisor brings collected tags to reporting station to close WO production





SENITRON

RFID Solutions

English (US)

search

joe@senitron.com

American

Close work Order

Back

Close

WO PRODUCTION SUMMARY									
Schedule Date	WO #	Production Manager	Item #/Name	Scheduled QTY	Produced QTY	Production Variance	Completion %	Variance Reason	Status
05/11/21	18917	John Baldwin	AC-21050 Product 3988536	3000 LBS	1854 LBS	38.2	61.8		WIP

WO CONSUMPTION SUMMARY							
Item #/Name	UOM	Expected Qty	Actual Qty	Qty Variance (+) Fav / (-) Unfav	Variance % (+) Fav / (-) Unfav	Usage Variance Reason	
AB-35292 Product 3988844	LB	258	0	258	100.0		
AB-35608 Product 5403209	LB	441	0	441	100.0		
AB-35170 Product 3988827	LB	151	0	151	100.0		

ALLOWABLE SUBSTITUTIONS	
BOM:	
AB-35292 Product 3988844	AB-35292 Product 3988844
AB-35608 Product 5403209	AB-35608 Product 5403209
AB-35170 Product 3988827	AB-35170 Product 3988827
AB-35080 Product 3988816	AB-35080 Product 3988816

Management Notified: Management automatically receives email notifications if usage variance from BOM or allowable substitutions occurs.



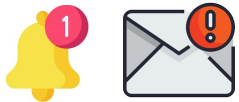
Management Notified: Management automatically receives email notifications if material usage variance goes over an allowable percentage.



“ERC reduces expiration exposure with FIFO driven SO staging module”

SO Staging Process:

- Management decides how to assign sales order picking
- Pickers see available inventory in FIFO order
- Pickers virtually allocate tags to sales order
- Once picked and staged, supervisor inspects and approves shipping
- Quick-ship module can be used if management review is not required



Salesperson Notified: Salesperson automatically receives email notifications if order was short shipped.

Management Notified: Management automatically receives email notifications if FIFO violations occur.

English (US)
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joe@senitron.net
American Nuts
Syamar Ca (001)

WO#, Customer Name, Alu#

Management Assign Orders (400)
Employee Pick Orders (4)
Management Approve Shipping (0)
Order(s) Ready to Ship (22)
Management Approve Invoicing (0)
History (8755)

Employee - Pick Orders
all 4 Manufacturing/so processes

Expected Completion Time	Assigned to	Sales Order Due Date	Customer & Sales Order #	Day(s) Late	Assign Location	What % can be fulfilled	Progress %	Actions
05/11/2021 01:07 PM	John Baldwin	05/12/2021	Customer 27995, SO# 80869	-	Building 1 Production1	100%	25%	Manage

English (US)
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joe@senitron.net
American Nuts
Syamar Ca (001)

Manage Sales Order(s) - Customer 27226, SO# 80040
Exit Without Saving
Save & Exit
Save

Select Tag(s) to Satisfy Order Quantity

AN Item#	Category	Name	Order QTY	Selected Tag(s)/QTY	Pending Needed Quantity	Status	FIFO
AAQ-24046	—	Product 27999918	1540 CS	1540 CS	0 CS	Perfect Match	No


Tag#	Expiration	Lot#	Type	Pallet/Case #	Lbs	# of cases	Units P. C.	Last Seen	Zone	Status	FIFO
225327	01/21/2022	20210121	Pallet	1	200.0	10	20	05/11/21 09:16 AM	Outside Production51	Live	
274397	04/15/2022	20210415	Pallet	1	1400.0	70	20	05/07/21 12:53 PM	Building 3 Production154	Live	
274832	04/15/2022	20210415	Pallet	7	1400.0	70	20	04/29/21 11:53 AM	Outside Production51	Live	
274284	04/15/2022	20210415	Pallet	4	1400.0	70	20	05/10/21 03:15 PM	Building 3 Production5	Live	
274387	04/15/2022	20210415	Pallet	1	1400.0	70	20	05/07/21 12:45 PM	Building 3 Production154	Live	
282056	04/27/2022	20210427	Pallet	9	1400.0	70	20	05/10/21 03:13 PM	Building 3 Production153	Live	

Exit Build 1

RECEIVING SHIPPING
STAGING
PRODUCTION

Rec / Ship 3
Rec / Ship 2
Rec / Ship 1
23A - 24A
23A - 24B
5A - 22A
15A - 16A
13A - 14A
11A - 12A
5A - 6A
3A - 4A
1A - 2A
OIL ROAST 1
OIL ROAST 2
PRODUCTION ROOM

Mounted Displays Show Sales Order Fulfillment activities In Real-time



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American Nuts Sylmar Ca (001)

Sales Order(s)
Building 1

3
Past-Due

2
Due Today

0
Pending Inspection

21
Ready to Ship

26
Shipped Today

10:15:58 PM
Tue, May 11th

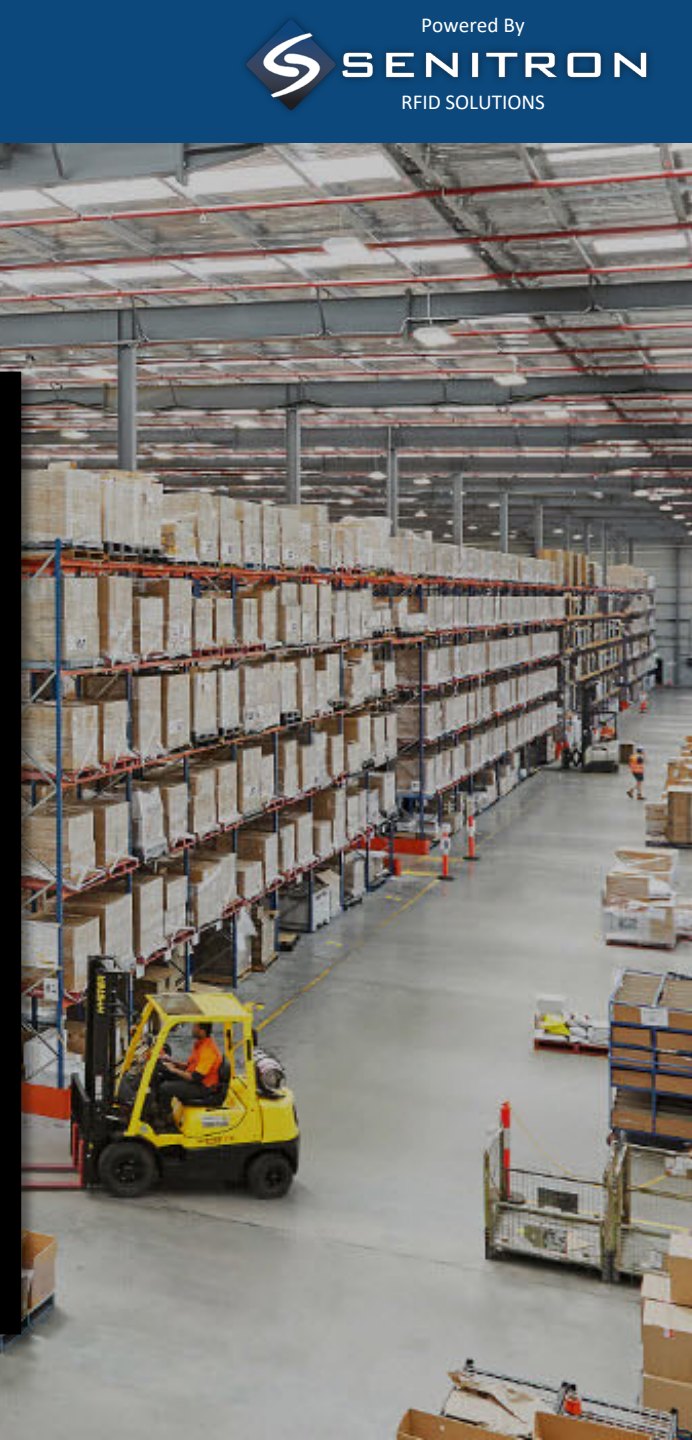
3 Pending Picking / In-Progress

Ready By	Order #	Customer	Assigned To	Start Time	Progress	# Cases	Notes	
11:37 AM 05/07/2021	80040	Customer 27226	Jane Cruz	3:25 PM Yesterday	<div><div></div><div></div><div></div><div></div><div></div><div></div></div> 99%	1900	-	Manage
12:32 PM Today	80864	Customer 27994	John Baldwin	-	<div><div></div><div></div><div></div><div></div><div></div><div></div></div> 0%	45	-	Manage
1:07 PM Today	80869	Customer 27995	John Baldwin	12:21 PM Today	<div><div></div><div></div><div></div><div></div><div></div><div></div></div> 25%	12	-	Manage

15 Order(s) Picked Today

Ready By	Order #	Customer	Picked By	Start/End Time	# Cases	Notes	Minutes (per SKU)	FIFO	% Fulfilled
11:03 AM 05/05/2021	80529	Customer 27690	Jane Cruz	- 12:14 PM	1078	-	-	0%	47%
12:12 PM Today	80863	Customer 27993	John Baldwin	11:12 AM - 11:36 AM	24	-	1.1	19%	85%
11:05 AM Today	80846	Customer 27983	John Baldwin	10:27 AM - 11:06 AM	16	-	3.0	46%	100%
4:34 PM 05/05/2021	80423	Customer 27583	John Baldwin	- 10:50 AM	240	-	-	0%	100%
11:14 AM Today	80862	Customer 27991	John Baldwin	10:17 AM - 10:48 AM	12	-	2.6	33%	50%
11:05 AM Today	80860	Customer 27990	John Baldwin	10:07 AM - 10:17 AM	8	-	5.1	0%	100%
1:23 PM Yesterday	80838	Customer 27976	Jane Cruz	12:44 PM - 9:09 AM	221	-	76.6	37%	81%
8:46 AM Today	80850	Customer 27988	John Baldwin	8:04 AM - 8:54 AM	80	-	50.7	100%	100%
9:04 AM Today	80854	Customer 27987	John Baldwin	8:08 AM - 8:33 AM	26	-	2.5	30%	100%
8:13 AM Today	80853	Customer 27986	Jenna Brooks	7:35 AM - 8:04 AM	12	-	2.4	16%	83%
5:19 PM Yesterday	80842	Customer 27979	Jenna Brooks	7:00 AM - 7:50 AM	11	-	6.3	37%	75%
5:20 PM Yesterday	80845	Customer 27980	Jenna Brooks	7:00 AM - 7:39 AM	19	-	4.0	10%	80%
8:13 AM Today	80852	Customer 27985	Jenna Brooks	7:28 AM - 7:34 AM	5	-	6.2	100%	100%
5:19 PM Yesterday	80847	Customer 27981	John Baldwin	7:09 AM - 7:21 AM	10	-	12.6	0%	100%
5:20 PM Yesterday	80849	Customer 27982	Jack Johnson	6:49 AM - 7:20 AM	81	-	15.7	50%	100%

Help



“ERC quick ship module reduces labor & time significantly”

Process

- Personnel may quickly load in a large number of pallets into the shipping trucks, via the dock.
- While fixed RFID readers are reading the loaded inventory and with a few click shipment is processed, and BOL is produced.

Option 1: As each pallet exits and get loaded into trucks on the loading docks.

Option 2: RFID labels can be read quickly under fixed wall-mounted RFID reader.



SENITRON
Hands-Free RFID Solutions

English (US)

Joe@senitron.net
Abc Corp (001) Sylmar Ga

Sales Orders - Quick Ship-Out

READ

54 TAGS READ

Selected RFID Reader

B2 Shipout

Remember reader

Selected RFID Printer

Building 2 - Receiving

Remember printer

Submit & Print BOL

Sales Order Due Date	Customer & Sales Order #	Day(s) Late	Shipping From	Required Fields for BOL			
02/01/2019	FOODS, INC., SO# 107895	-604	Building 2 Staging	Seal num	Temp	Carrier	Trailer #
				323213	45	Algado	2332

Item # & Description	SO UOM	SO Qty	# Tags Read	Read Qty	Status	Validation	Override
MP-100 90Z SWEET KALE #122080, #122079, #125647, #151831	EA	32550.0	54	4200	QTY IS UNDER	X	<input type="checkbox"/>
MP-100 4.2oz ASIAN SESAME PACKET 1.4oz	EA	10000.0	0	0	QTY IS UNDER	X	<input type="checkbox"/>
MP-100 4.2oz ASIAN SESAME	EA	3600.0	0	0	QTY IS UNDER	X	<input type="checkbox"/>
MP-100 8.1oz ASIAN CHOP	EA	11550.0	0	0	QTY IS UNDER	X	<input type="checkbox"/>

PO# 828809OP

STRAIGHT BILL OF LANDING

BOL # 9139

SEAL# 1613673

CARRIER: TRIPLE A EXPRESS

FREIGHT TERMS: PREPAID

FROM: SHIPPER

TO: CONSIGNEE

BILL TO:

SHIPPING INFORMATION

QTY 55

WEIGHT 99000 Lbs

ITEM #	DESC.	LOT CODE	BEST BY	QTY
AAA-26287	Product 379569	130C221L14	07/23/2021	1800
AAA-26287	Product 379569	127C221L11	07/23/2021	1800
AAA-26287	Product 379569	127C221L11	07/23/2021	1800
AAA-26287	Product 379569	128C221L11	07/23/2021	1800
AAA-26287	Product 379569	127C221L11	07/23/2021	1800

“Automatic Purchase Order Recommendations”

MRP Process:

- Planner uploads or manually enters future demand
- Buyer runs MRP detail report to see purchase recommendations (increase/decrease)

Demand Template:

Item_number	qty	uom	date	location_code
MP-1001	3150	ea	1/11/2021	OHIO
MP-1001	296,100	ea	1/11/2021	sylmar
MP-1000	132,000	ea	1/11/2021	OHIO
MP-1000	497,613	ea	1/11/2021	sylmar
MP-1007	14,400	ea	1/11/2021	OHIO

Management Notified: Purchaser automatically receives email notifications if purchase recommendation changed by set percentage.



Home / MRP / Forecast

Export / Import Forecast Data

Export Existing Data

Export
Sample Upload Template

Data appends by default

Choose File
No file chosen

Upload Forecast
Add Forecast

Delete Item History

Delete all Existing

Item # / Description

Location Code

Clear Filter

Schedule Date	Item #/Name	Quantity	UOM	Location Code	Actions
08/02/2021	MP-26173 MASTER PACK SOUTHWEST CHIPOTLE 3.2oz1800/BIN 26173	14,400	EA	SYLMAR	Edit Destroy
08/02/2021	MP-26172 MASTER PACK SESAME ALMOND CRUN3.4oz 1500/BIN 26172	7,500	EA	SYLMAR	Edit Destroy
08/02/2021	MP-26171 MASTER PACK CRISPY BACON 3.63 oz 1500/BIN 26171	13,500	EA	SYLMAR	Edit Destroy
08/02/2021	MP-26169 MASTER PACK WILD G & QUINOA 3.24oz 2400/BIN #26169	0	EA	SYLMAR	Edit Destroy
08/02/2021	MP-26168 MASTER PACK APPLE GOUDA 3.15 oz 1500/BIN #26168	3,534	EA	SYLMAR	Edit Destroy

Home / MRP / Detail Report

Search

Reload
Re-Generate
Re-Generate PO
Export

Last Generated at: 06/21/2021 - 01:01 AM
by Senitron Customer Service

1 - 20 of 1662

AL-
SYLMAR

Item Lead Time	Base UOM	Last Week Usage	Last Week Losses	Weekly Average	Primary Vendor
4 week	—	0.0	0.0	0.0	Senitron
Min Order QTY (Base)	Min Order QTY (Case)	Expiration Calculation	Pallet QTY	Safety Stock	Target Inventory
720	100	—	720	3,000	3,000

	Starting Inventory	Scheduled Receipts	Forecast Demand	Actual Demand	Ending Inventory	Expiry Warning	Other Inventories	Substitution Available	Allocations	Week Starting Above or Below	Recommended Order Base	Recommended Order CS
06/20/2021	0	0	0	0	0	0					3,600	0

0
Submit

THANK YOU

We welcome you to reach out with any questions or further information.

Senitron CTO Joe Saghezi and COO Nassim Bayat are also present at the show, and in the audience incase you need further information feel free to connect with them.



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