



The Calgary Region as a Transportation Hub

November 20, 2014 The Safari Lodge, Calgary Zoo, 1300 Zoo Rd NE, Calgary Alberta

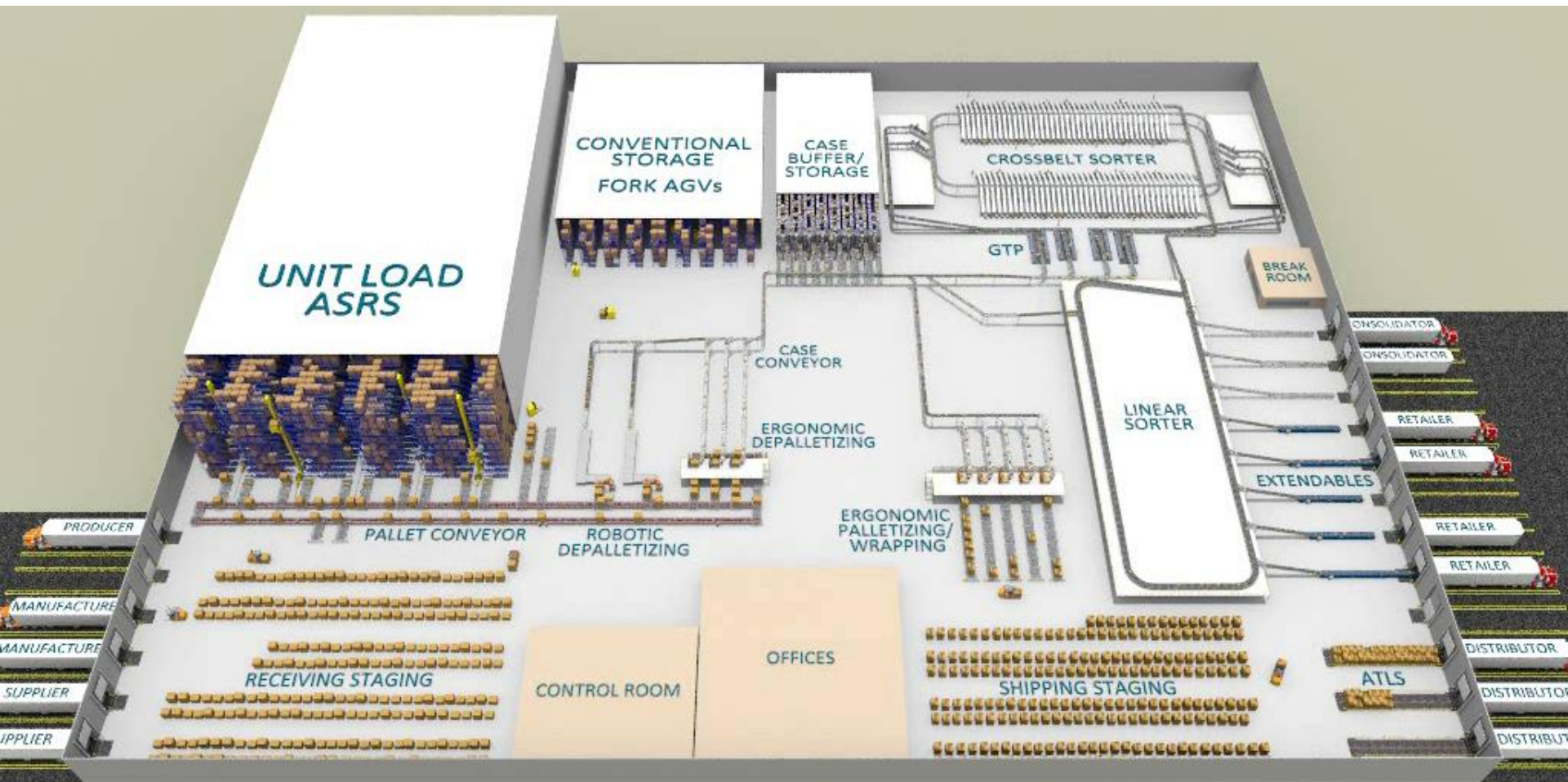


Technology as a Productivity Tool

Mike Kotecki – SVP Dematic

“4 Walls & 2 Windows”

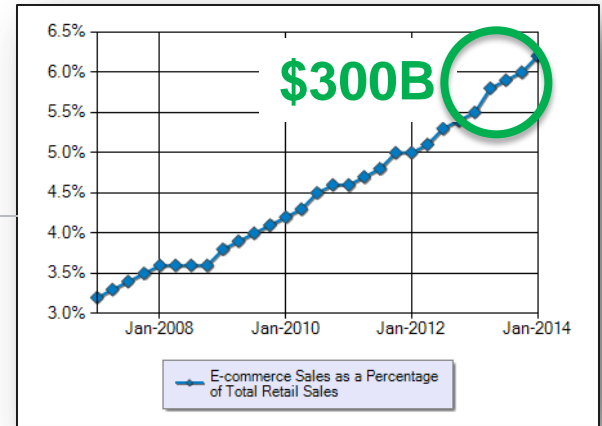
From Supply to Demand



Drivers of Technology Adoption

Global and Economic Trends

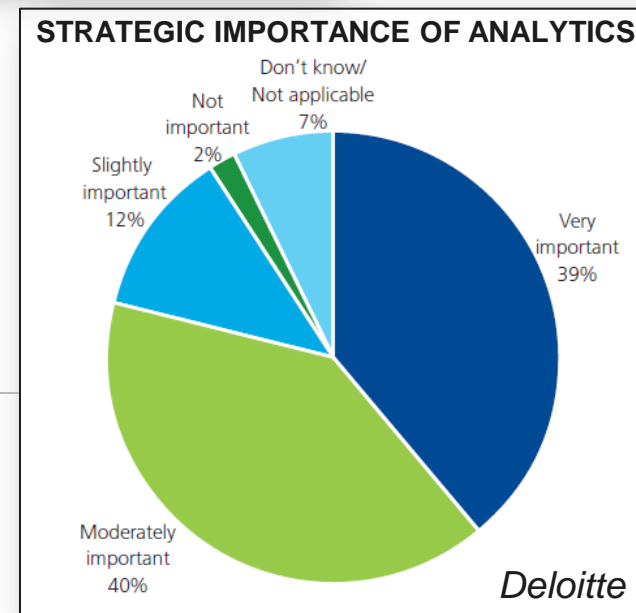
- **Ecommerce/Omnichannel** is wildly changing...
 - ...customer expectations for speed & perfection
 - ...the Supply Chain to the “Supply Mesh”
 - ...the gap between peak and average volume



- **Transportation industry** is responding to...
 - ...Dimensional Weight pricing by parcel industry
 - ...rail & intermodal increasing relevance and reach
 - ...battle over the last mile. AmazonEx?



- The “flattening” of the global Supply Chain leads to...
 - ...the importance of resilience in network design
 - ...tracking and tracing of material and data flow
 - ...the amassing of Big Data and powerful analytics

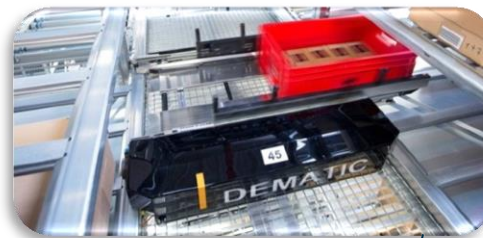


- **Economic volatility** has created...
 - ...a shortage of qualified labor
 - ...a desire to invest in modular, flexible, scalable technology

Technology Today: Human Productivity



LET AUTOMATION DO THE DUMB STUFF



SPEED AND DENSITY RULE



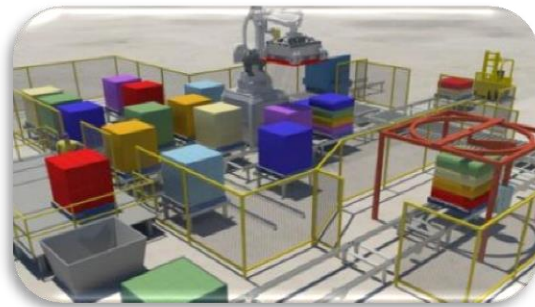
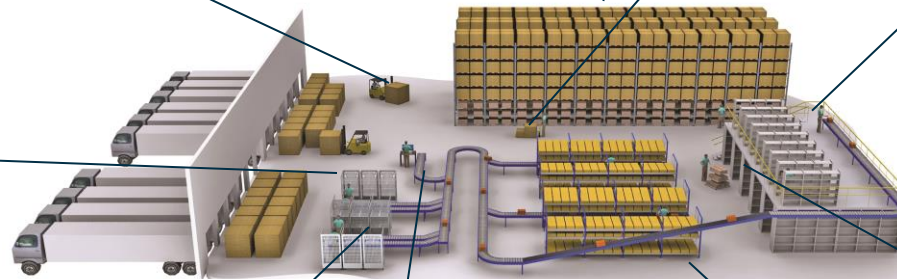
FEWER PEOPLE, MORE PRODUCTIVE



AUTOMATED FACTORY SUPPLY CHAIN



SMART PACKAGING



MAKE IT EASY ON THE STORE



STOP WALKING AROUND



MOBILITY OF CONTROL

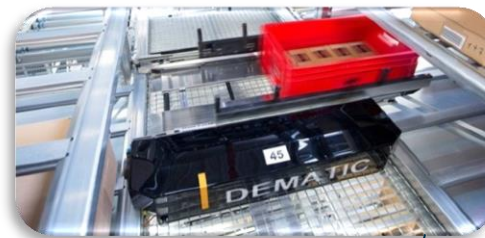


MACHINE TO MACHINE (M2M) INTERFACE FOR HARMONY

Technology Today: Human Productivity



AUTOMATED GUIDED VEHICLES



MULTISHUTTLE BUFFER STORAGE



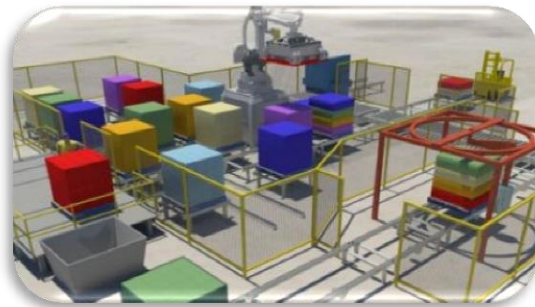
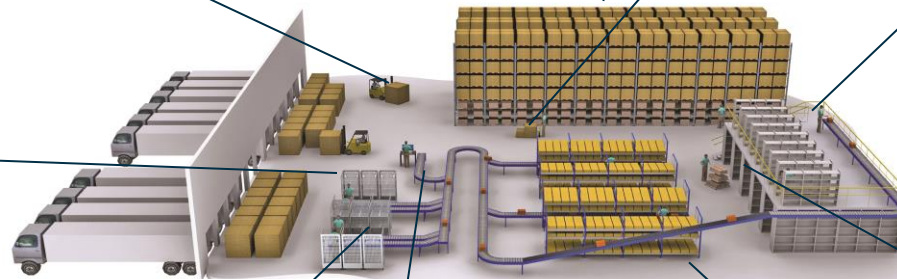
PICK-TO-VOICE



AUTOMATED MONORAIL



ON-DEMAND BOX MAKER



MIXED-SKU PALLETIZER



GOODS TO PERSON STATION



MOBILE MONITOR



RFID

Technology Tomorrow: Human Proof



VISUAL CONNECTIVITY



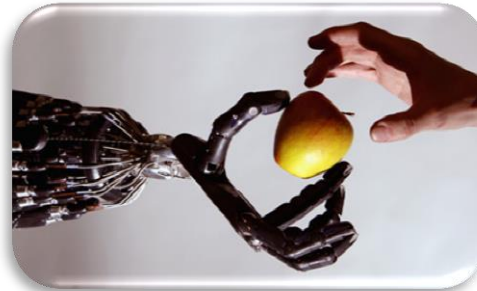
AUGMENTED REALITY



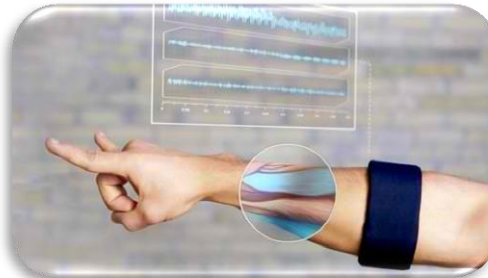
AUTONOMOUS PICKING CARTS



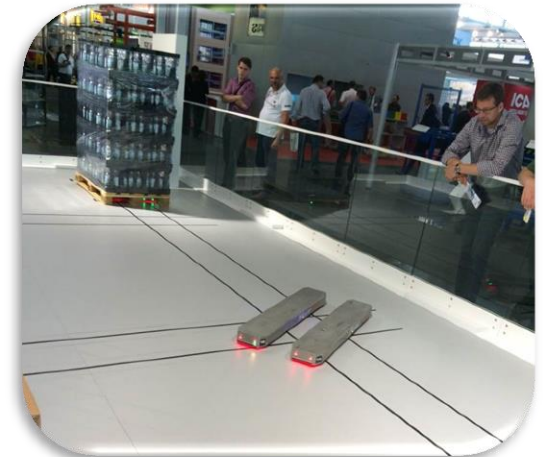
ROBOTS UNLOADING TRUCKS



ROBOTIC REACH PICKING



GESTURE-BASED USER INTERFACE



FORK TRUCKS WITHOUT THE TRUCK

Summary

Free Advice

- Continually improve connectivity from your suppliers through to your customers
- Software is strategic, hardware is tactical. Keep up on both.
- Great talent will be harder to find, invest in their productivity and accuracy.
- Like grocery bags, save all the data you can....you never know when you'll need it.
- What's happening in retail matters (or will matter) to manufacturing.
- Global and geopolitical news will mean more to you tomorrow than it does today.
- Think about the “net good” of your actions...you won't regret it when you are in hospice.
- Before you embark on change, look in the mirror:
 - What's your real mission?
 - What's your company culture?
 - What will tomorrow's customer demand?
 - Do you have the guts?

