Wegmans
Grocery Duplication Initiative
Please mute your phone!
Webinar will begin shortly
Agenda

- Presenters:
  - Chris Weglarz - Grocery Merchandising
  - Nate Bubb - Dry Network Manager
  - Marla Cilento - Supply Chain/Logistics

- 2012 Key Priorities
- Wegmans Growth History
- Grocery Duplication Project
Questions & Answers

全面建成 WebEx Instant Message

- We encourage you to ask any questions you may have.
- Use the “Chat” option at the bottom of the screen and send the question to the “HOST”.
- We’ll read and respond aloud so everyone hears both question and answer.
- Please keep your phone muted to avoid background noise.

全面建成 We will be available off-line for any additional questions via email as well.

全面建成 Please direct email questions to InboundLogistics@Wegmans.com
“We always need to start with our customers in mind – thinking about the trends that are transforming their lives right now – to make sure that we’re working on the right things.”

~ Colleen Wegman

2012 Key Priorities

- Grow the Business
  - New Markets
    - Support growth in our newer markets outside of our NY state core markets
- Simplify the Business
  - Reduce costs in our supply chain
Mid-Atlantic Region 1999
Current Wegmans in Pennsylvania, Maryland & Virginia

- Crofton, MD – Opened Oct 28th
- Germantown, MD – Opening in 2013
- Alexandria, VA – Opening in 2013

Map with locations marked:
- #45 HARRISBURG
- #43 COLLEGEVILLE
- #50 DOWNINGTON
- #48 KING OF PRUSSIA
- #53 BEL AIR
- #44 LEESBURG
- #7 DULLES
- #42 LAKE MANASSAS
- #55 POTOMAC
- #41 FREDERICKS BURG
- #36 WARRINGTON
- #93 PRINCETON
- #9 OCEAN
- #95 MANALAPAN
- #46 MALVERN
- #8 MT LAUREL
- #10 CHERRY HILL
Wegmans Grocery Warehouse Current State (prior to October 1)

• Grocery items are stored in Wegmans’ Rochester, NY warehouse and our Pottsville, PA warehouse
• Only 30% of items are serviced out of both warehouses
• 50% serviced out of Rochester only; these need to be duplicated in a PA location
• 20% serviced out of Pottsville, PA only (lower volume items)
Grocery Duplication Project

• Focus is to duplicate Grocery warehouse inventory so that all items are stored in both Rochester & PA
• Supports growth from new market stores
• Reduces overall supply chain costs
• Reduces risk inherent in one-warehouse environment
Wegmans Pennsylvania Warehouses

• Wegmans Retail Service Center (RSC), Pottsville, PA will continue to service select items from this warehouse (some items will move)

• Grocery duplication will exceed our capacity at our Pottsville PA warehouse (RSC), we will utilize an outside warehouse in Hazleton PA (HDC), 20 miles from Pottsville

• HDC will service select Grocery items until we can redesign our RSC warehouse

• Suppliers will deliver to ONE PA location (RSC or HDC)
Hazleton Distribution Center (HDC)

- 400,000 sq. ft. facility
- Operated by Wegmans & Genco
  - Genco is North America’s 2nd largest 3rd Party Logistics Company (3PL)
- Wegmans Seasonal General Merchandise Warehouse
- Grocery will transition to this location with a phased approach to inbound/outbound
  - Wave 1 completed (32 suppliers)
  - Wave 2 completed (9 suppliers)
HDC Key Information & Dates

- **HDC Warehouse**
  - Warehouse number will be the same as Wegmans Pottsville facility – 192
  - All deliveries will be to:
    
    **61 Green Mountain Road, Hazleton PA 18201**
  - HDC facility information located on [www.wegmans.com](http://www.wegmans.com)

- **Inbound for Wave 7 vendors begins Sunday, February 10, 2013 @ 5pm EST**
  - 2 week inventory build in HDC

- **Outbound begins on Sunday, Feb 24, 2013**
Hazleton Ordering Information

• **For Vendors Who Receive PO (EDI875):**
  - The DUNS # for Hazleton will be 0596500691192

• **For VMI Vendors:**
  - You will receive an EDI852 transmission with DUNS #0596500690192
  - Due to Wegmans system limitations, we will be sending Hazleton 852 data under the Pottsville DUNS number since both Pottsville and Hazleton share the same warehouse #192
  - Your SHIP TO address is 61 Green Mountain Rd, Hazleton, PA 18201
  - You will need to provide on the EDI855 submission the Hazleton address and the Hazleton DUNS #7961854450192
HDC Opening Strategy – Wave 3

• **January 16 – January 30: Supplier Test PO’s**
  – We encourage our suppliers to do a 1 case test PO from Wegmans to supplier to ensure that the entire supply chain system from fulfillment to transportation is ready to go
  – Contact your Wegmans Buyer if you would like to run a test PO

• **February 10 – February 23: First inbound deliveries to HDC**
  – First inbound PO’s to HDC can be written to arrive during this window
  – 2 week inventory build in HDC

• **February 24: Store deliveries from HDC will begin**
Inbound Deliveries

• Current transportation arrangements remain
  – Wegmans managed
  – Supplier managed

• Hours of Inbound Operations & Address:
  – Sunday – Saturday (every day) 5pm – 3am
  – Address- 61 Green Mountain Road, Hazleton PA 18201
  – Facility Information on www.wegmans.com

• Inbound Appointments (vendor arranged freight)
  – Please continue to use the current email appointment process for both distribution centers
  – When making an appointment, you will need to include **ALL PO’s** on the email
Inbound Deliveries

• Carriers must have a valid delivery appointment
  - Carriers can arrive no more than 2 hours prior to their appt.
  - Loads arriving prior to the 2 hours will not be allowed access

• Drivers must provide a government issued photo ID
  - No ID – No entrance
  - Copies are made for loads originating outside of the US

• Trailers are inspected before leaving the compound

• Carriers must depart after delivering
  - No resting/sleeping on site
Information on Wegmans.com
For Our Suppliers | Wegmans

Click Here - Documents Will Be At The Top Of The List
Questions & Answers

- **WebEx Instant Message**
  - We *encourage* you to ask any questions you may have.
  - Use the “Chat” option at the bottom of the screen and send the question to the “HOST”.
  - We’ll read and respond aloud so everyone hears both question and answer.
  - Please keep your phone muted to avoid background noise.

- **We will be available off-line for any additional questions via email as well.**
  - Please direct email questions to InboundLogistics@Wegmans.com
Thank You!