# Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Item</th>
<th>Who</th>
</tr>
</thead>
<tbody>
<tr>
<td>9am</td>
<td>Welcome / Introductions</td>
<td>All</td>
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<tr>
<td>9:05am</td>
<td>Myer Update</td>
<td>Gary Stones</td>
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<tr>
<td>9:15am</td>
<td>Rag Trader Wrap Up</td>
<td>Gary / Sean</td>
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<tr>
<td>9:20am</td>
<td>Checkpoint Update – Working with Myer and Global Retailers</td>
<td>Nick &amp; Nicole</td>
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<tr>
<td>9:50am</td>
<td>Retailer / Brand updates</td>
<td>All</td>
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<tr>
<td>10:10am</td>
<td>General Business</td>
<td>All</td>
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<td>10:30am</td>
<td>Close</td>
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Welcome

Sean Sloan, BD & Partnerships Manager
Purpose (reminder)

- Openly share best practice information
- Promote the benefits of Item Level RFID
- Grow knowledge
- Networking
Myer Update

Mr Gary Stones, National Retail Operations Manager
Myer update by the numbers..

Myer RFID 12 Months in..

Nine RFID Installations

Apple in 5 Stores – Melbourne City (Sep 2017) and Southland, Fountain Gate, Eastland, Chadstone (May 2018)

Designer Apparel – Melbourne City (Apr 2018)
  Sheridan – Eastland and Hanes DC (Jul 2018)

Superdry Apparel – Eastland (Jul 2018)

Business Benefits quantified include

  Shrinkage reduction
  Sales uplift
  Fulfilment pick success improvement
  Inventory accuracy 100% accurate (when adjustments processed daily)
  Stocktake labour cost reduction

Year Ahead

  Currently developing our F19 plan
  Capital set aside to support further rollouts
  Considering moving into other states
Ragtrader Update

• Investment total: $2,200
• No. of attendees: 200
• Impression:
  - 1st attempt at branding for the group
  - Minimal traffic
  - Next to Checkpoint 😊
  - Good start..
See separate presentation
All Retailer update
Retailers / Brands present

- POC with Myer
- Working on next steps
- Work back into own retail footprint and supply chain
- Hanes US is BAU
Retailer Update (non-present)

• Looking at commercials
• Positive internal
• Supply Chain use cases under review
• How to use data internally?
• If not when!

• Nike US on road to implementation in selected sites
• Global plan to rollout
• AU plans / dates not announced yet

• Samples pilot project
• Budget approval
• ERP upgrade will impact
• New warehouse
• Puma Global upgrading to RFID enabled POS
Retailer Update (non-present)

• Supplying to Macy Online
  • Low volumes
  • Avery Dennison apply labels for them
  • Not used locally but could with Myer / DJ’s
  • No significant benefits realised so far
  • Compliance

• All products soon to come in tagged from Japan
  • Full update Nov 18

• Looking at ROI (robust discussion)
  • Current metrics are excellent (got own stores)
  • Concessions are challenging
Retailer Update (non-present)

- Initial trials completed
- Results shared internally and with Bonds (Hanes)
- Next step is to gain stakeholder support across business to progress to next step
- Additional POC in process of being put together

- Unable to begin trials
- Implementing new ‘foundational (old)’ system elements first
- Actively participating

- Begun discussions with limited vendors
- Keen to do trials
Retailer Update (non-present)

- RFID is on our agenda for this financial year. Aiming to initiate a ‘Discovery’ phase.
- General acceptance that RFID tagging costs has decreased which makes it more viable.
- Need to confirm that a tag exists that will not compromise the ‘Look and Feel’ of our garments.
- Other start-up costs V’s benefits to be assessed.

KOOKAÏ

- Trials on hold
- Detailed update Nov 18

- Trials underway
- Focus on small range of product? TBC
Retailer Update (non-present)

• Trials completed

• Trials have continued in Eastland store (may be on hold)
• Seeking to increase this to further prove value to brand
• Seeking to implement cross functional project team

• Simple POC being investigated
• Software, hardware and tags procurement being reviewed ahead of this
Retailer Update (non-present)

- Begun ‘Discovery’ phase internally
- Temporarily on hold during EOFY
- Definitely interested and looking to expand

- High levels of interest
- Begun early ‘Discovery’
- Identified ERP as foundation needs updating
- Waiting for this to be completed
- Looking at opportunities with vendor

- Focus is on securing key elements of the Supply Chain
- Keenly watching and actively participating!
Global retailers in Australia

Un-validated update

- Uniglo – Fully rolled out; not integrated into POS; have completed the hardest part
- Lululemon – US / CA fully rolled out; overcome legacy system issue; poised to begin
- H&M – Advised market in US that RFID will be a cornerstone of business
- Zara – Active in AU though apparently not as well executed here as overseas; this will change
- Decathlon – Overseas rolled out; yet to hear of AU plans / updates
- Hanes US – Active
General Business

• Costs
• RFID training
  - Sydney – 18th October (TBA)
  - Melbourne – 25th October (GS1 offices)
  - Cost: $295 + GST (Full price $495 + GST)
• Growing the group – Who needs to be here to add value to you?
• Meeting ideas / guests:
  - Uniglo (TBC)
Endorsements to date

- True Alliance
- Myer
- Next Athleisure
- Spotlight Retail Group
- CUE Design
EPC Guideline downloads

EPC RFID Guideline Downloads

No. of downloads

Sector

0 5 10 15 20 25 30

Other  Apparel  GM&A  Publication  Mining  Education  Vendor  Rail  Unknown  FMCG  GS1 MO  Transport
Resources Appendix
RFID Videos

- https://youtu.be/EpIinGX_sBc (Zara)
- https://youtu.be/cZfx2naKYXo (Lululemon)
- https://youtu.be/QimxMkB7o_g (Bob Ton)
- https://youtu.be/KPt_e3ob_ZA (River Island)
- https://youtu.be/U0-xI3F-Vuc (Adidas EAS Madrid)
Recent publications / News of interest

• RFID for Retail, what you need to know
• IoT & RFID – Connecting the CPG sector
• AdvanRobot – Taking people out of the counting equation
• RFID for omni Channel success
• Measuring Omni Channel performance
• John Lewis RFID Rollout
• RFID starts to go mainstream
• Macy’s RFID tagging 100% by 2017
• Making the Business Case for RFID in Retail
• Key RFID study confirms link to inventory accuracy
• Establishing an RFID strategy - PWC
• RFID doesn't lie - Lululemon success story
• Omni Channel success in fashion_Detego whitepaper
• Making GS1 standards relevant in RFID_TIPP Guidelines released
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