

E-Commerce Costs and Best Practices Survey Report Data

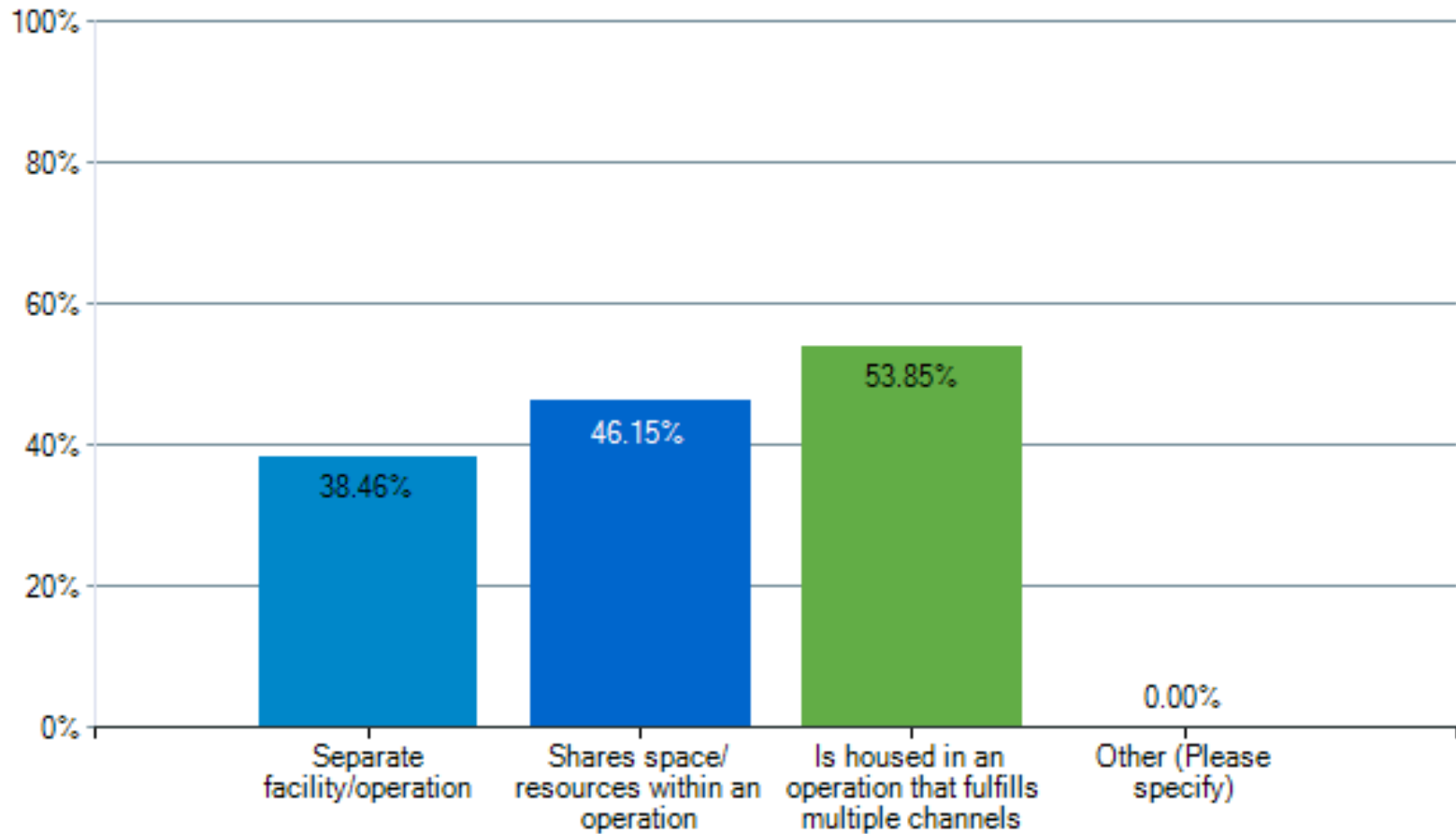
May 30, 2017

Tompkins Associates

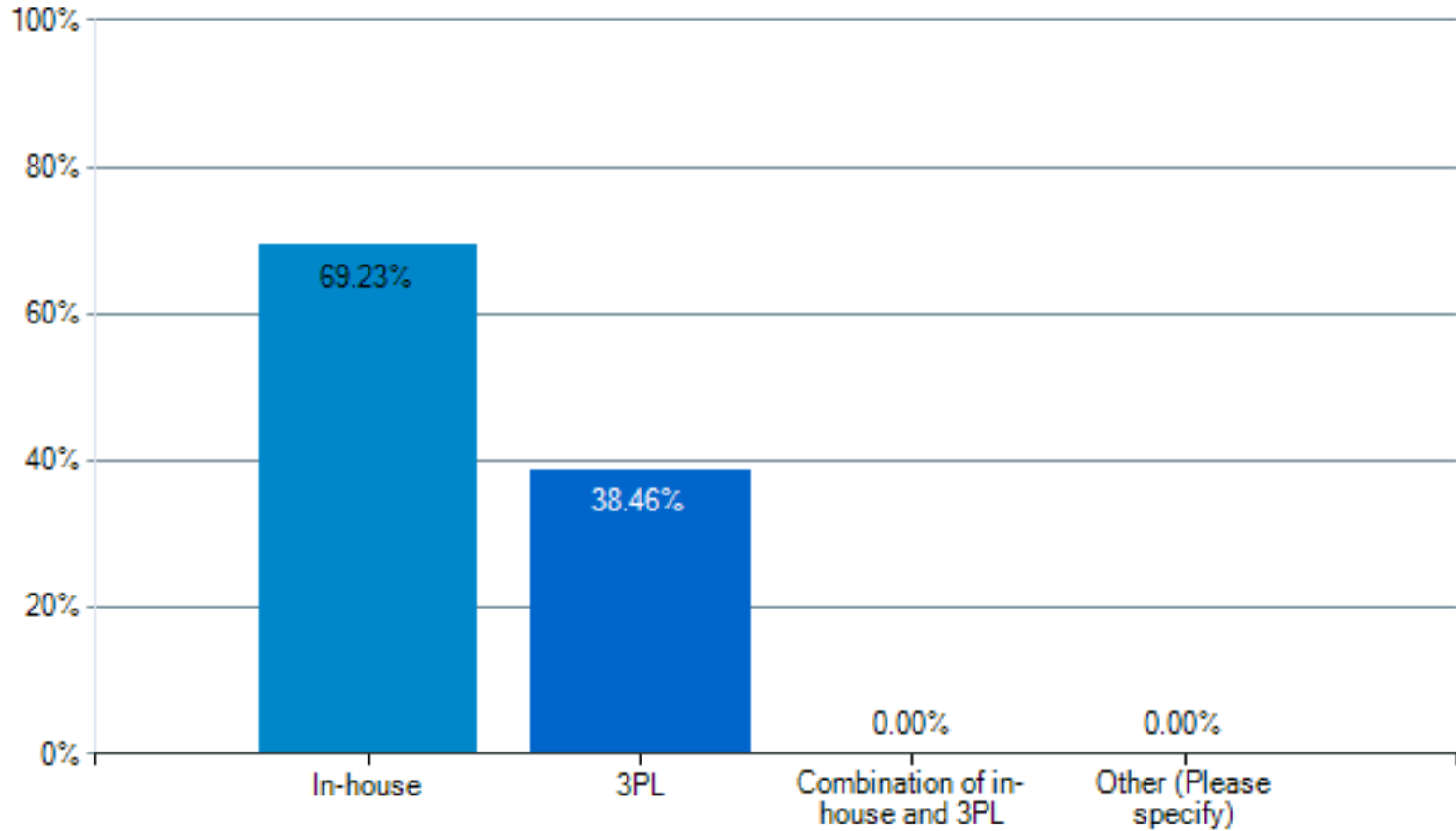
DC Cost Per Unit and Units Processed per Total Labor Hour?

Metrics	DC Cost/Unit	Units Processed per Total Labor Hour
High	\$6.50	278.0
Average	\$2.03	47.0
Median	\$1.36	22.3
Low	\$0.30	8.1

How is ecommerce fulfilled?



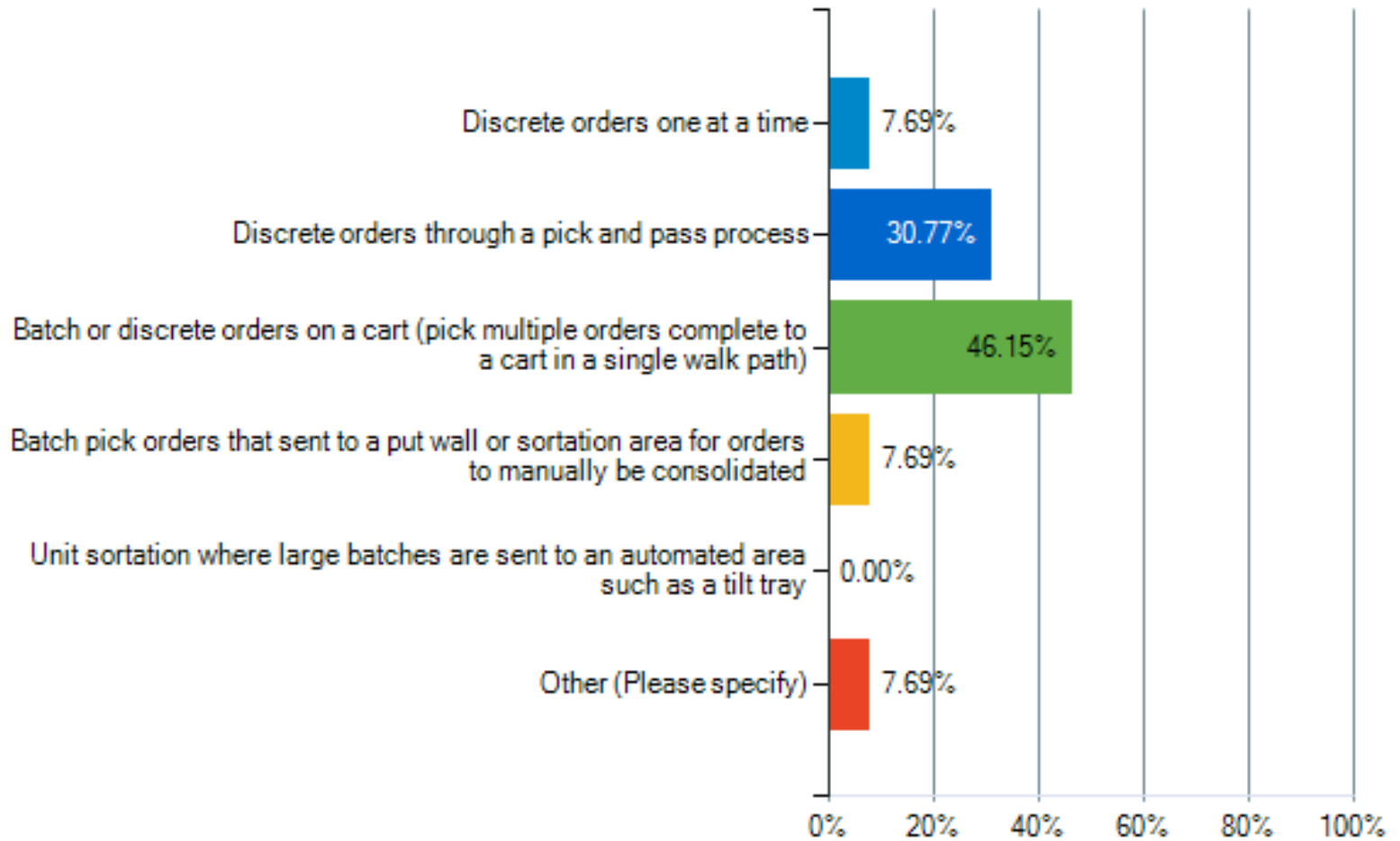
Is the ecommerce operation in-house or with a 3PL?



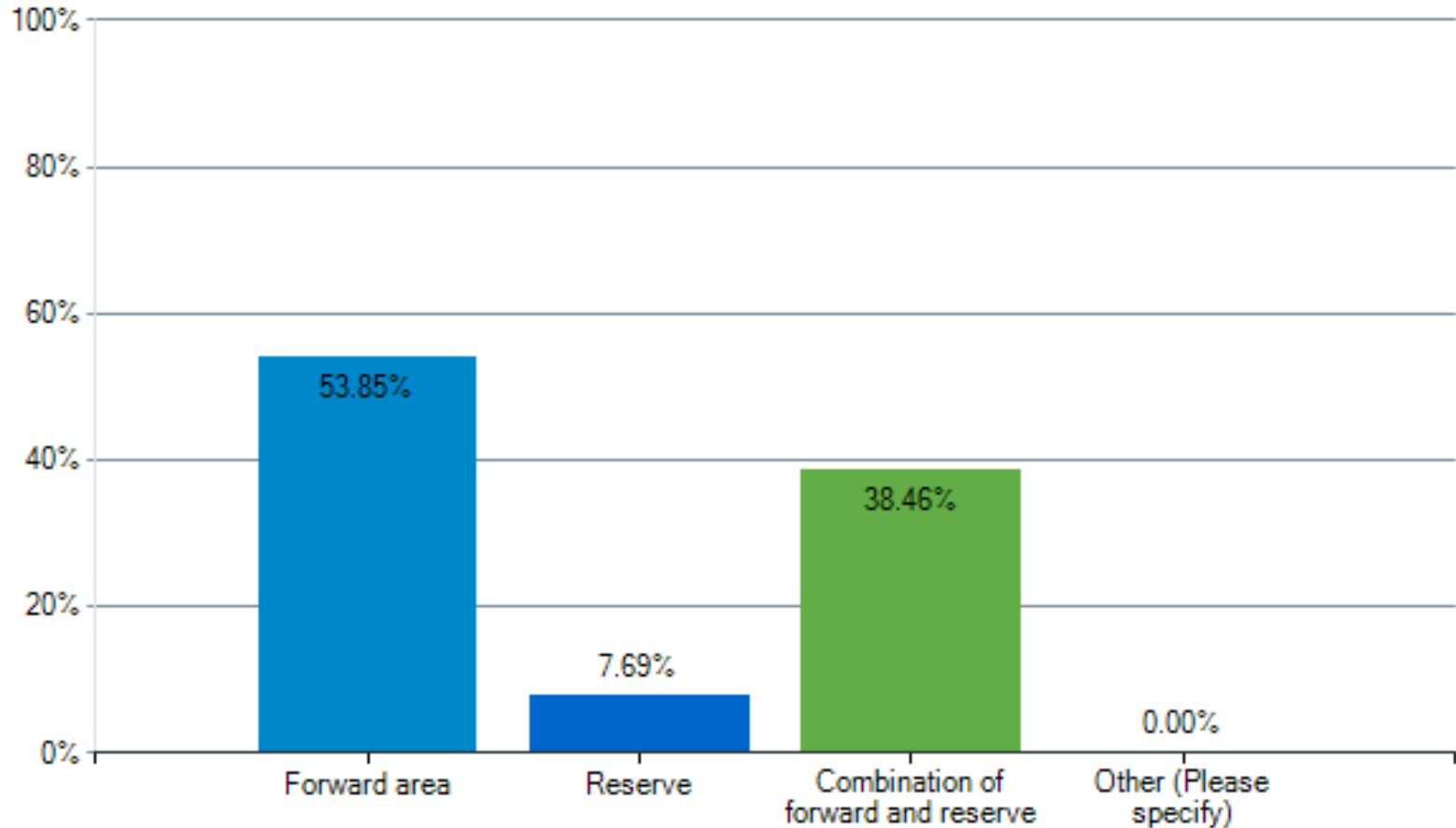
Top 5 states where you have e-commerce operations?

OH, NV
CA, WA
PA
Ohio, Texas, California, South Carolina, Pennsylvania
Massachusetts, Texas, California
PA
Nevada, Ohio
South Carolina, Minnesota, Texas
Ohio
NJ, IL
PA, NC, SC, VA, CA
Virginia
Kansas, California

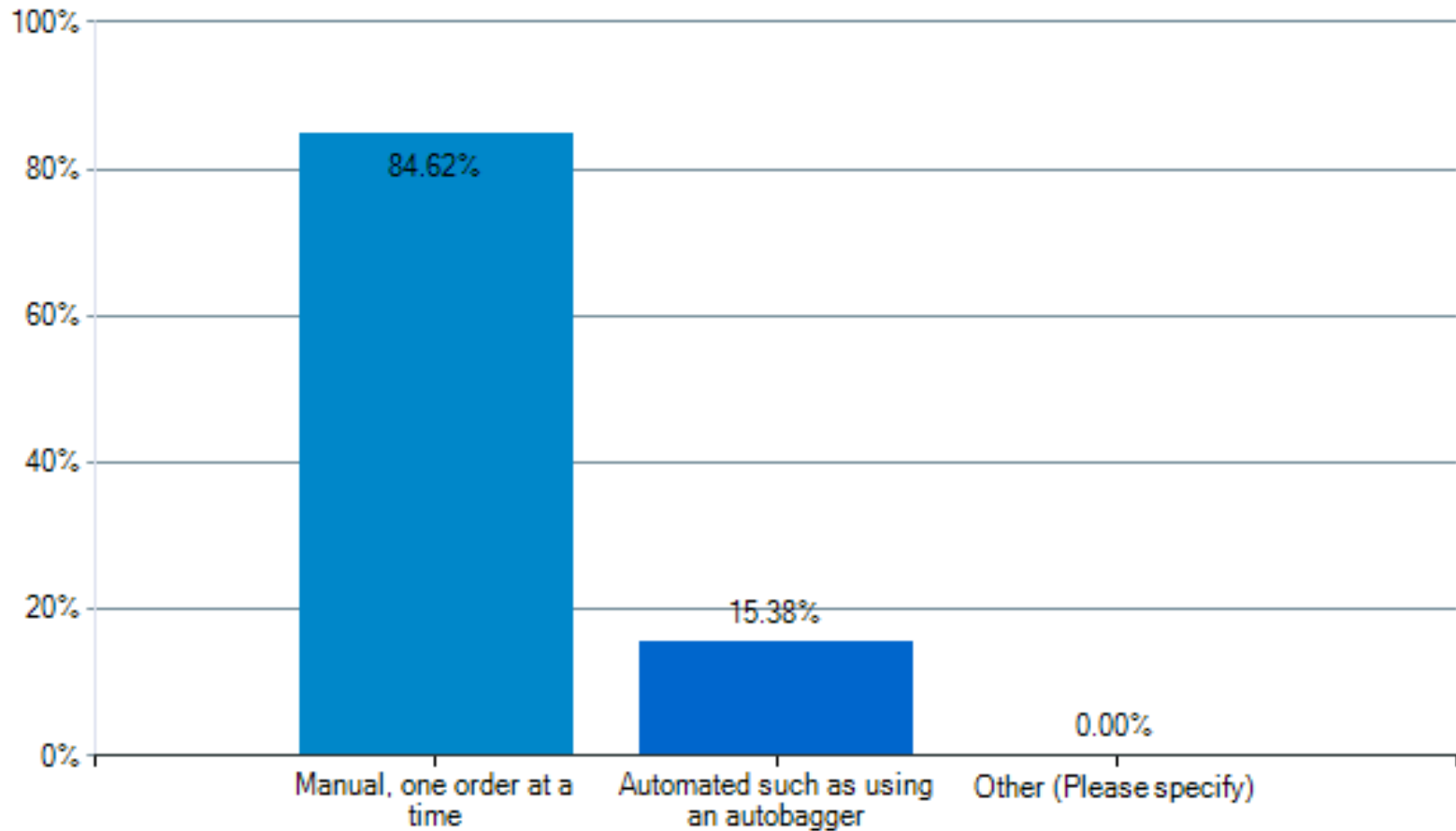
What is the primary order picking process used for the operation?



Is the picking operation in a forward area or done from reserve locations that span the warehouse?



What is the primary packing process?



How do you sort outbound orders?

