



# *Navigating the Modern Supply Chain*

Kevin Angus, Lidestri Foods  
Gary Murphy, OWS Foods  
Brad Gampper, Riega Foods

together<sup>2022</sup>



# Helpful Tips



## Tech Issues

First try refreshing your browser! If issues persist, send us a private chat.



## Q&A

Type questions into the Q&A tab and we'll address them after the presentations.



## On-Demand

Everything is being recorded and will be accessible for 90 days post event.



## Feedback

Your opinion matters. Don't forget to take our survey at the end of the session!

# Meet Your Speakers



**Kevin Angus**  
VP, QEHS



**Gary Murphy**  
Director, FSQA



**Brad Gampper**  
President

Moderated by Simon Orrell, *Sr. Account Executive*, TraceGains



*LiDestri*<sup>TM</sup>

MADE TO NOURISH



**More than 40 years of experience.**

**LiDestri is the largest privately held sauce, dips, salsa, oils, beverage, and spirits manufacturer in North America.**

**Our products are consumed by over 10 million people per day.**

**Coast to coast – over 1,000 employees & 20 manufacturing lines.**

**Headquartered in Fairport, NY.**

**Manufacturing: Fairport & Rochester, NY;  
Pennsauken, NJ; Fresno, CA.**



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MADE TO NOURISH



**Food and Drink Capabilities**

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**Hot Fill**

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**Retort**

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**Aseptic High Acid**

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**Aseptic Low Acid**

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**Fresh & Cold Fill**

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**HPP**

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**Brewing**

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**Fermentation**



How did we get to TraceGains?





The 2:00am phone call ...

**“We can’t find the CoA!”**



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**We put together a Task Force.**

**LiDestri**<sup>TM</sup>

**NOURISH**  
Innovation



## **Task Force**

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**Quality**

**Supply Chain**

**Product Regulatory Compliance**

**Info Tech**

**Finance**



DISCOVERY



ORGANIZATION



INVESTIGATION



What did we learn?



## What we learned

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**Function ownership**

**Simplify processes**

**Cleanse & maintain data**

**Reduce data repositories**

**Sustainable methods**

**Cultural shift**



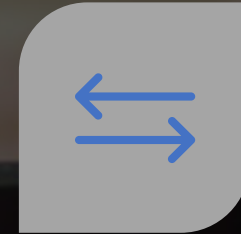
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**Task force presented benefits and plan.**



SELECTION



MIGRATION



SOFT  
LAUNCH

A glass jar filled with a dark red, chunky spread, likely jam or nut butter, with a black lid. The background is dark and out of focus, showing hints of other jars and produce.

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*LiDestri*  
MADE TO NOURISH



Where are we today?

**TraceGains platform team**

**Defined functional responsibility**

**Organized work content**

**Improved processes**

**Over 80% supplier connection**

**Active document approval**

**Go live CoA**

**Genuine excitement !**

**Thank you**





## TraceGains Together 2022



CONFIDENTIAL OWS FOODS

Shore Capital Partners  
One East Wacker, Suite 2900  
Chicago, Illinois 60601



## Who is OWS Foods?

- OWS Foods had been known as Old World Spices & Seasonings.
- Why did we change our name? As we are growing, we have acquired a business (Head Country) that produces BBQ Sauces and wanted our name to reflect that we are more than a spices and seasonings company.
- We currently have two production facilities.
  - Concordia MO which produces blended and packaged spices and seasonings (dry)
  - Ponca City OK which produces BBQ sauces and marinades (wet)
- We are actively looking to grow and are seeking additional acquisitions

## History

- Old World Spices & Seasonings (OWS) has been in business for 34 years and was founded by John Jungk in 1988.
- OWS Was Acquired in November of 2020 by Shore Capital Partners
- OWS acquired Head Country June 2021

Some of Our Products



**Head  
Country**  
BAR-B-Q





## Our Quality Journey

- With two manufacturing locations and our R&D Center we have been working to create formal Food Safety and Quality systems that are consistent across all locations and that allows us to share best practices between facilities.
- Both manufacturing facilities are certified by SQF.
- Both manufacturing facilities are compliant with the Food Safety Modernization Act (FSMA)
- In the past each facility had its own Food Safety and Quality system. They were a combination of Word documents and Excel sheets to maintain the records. Some were stored in the data system of the ERP software and others were stored in a “QA” drive on the server
- We have created a unified program that now has corporate policies, that define what should be done in plant procedures. Plant procedures that describe the activities to be completed, and forms to record the activities that are being completed.
- We have created a scorecard that measures our Key Performance Indicators (KPI)
- Our corporate office is now managing procurement of supplies for the facilities.
- We have added a regulatory department that is based in the corporate office.
- We needed a way to manage all of the the various documents, that is structured and allowed access for all facilities to easily reach the needed documents. This is how our partnership with TraceGains began with the implementation of the Supplier Management module.
- We are now in the process of implementing the full suite of TraceGains modules to provide us the platform that we need to manage our existing facilities and all future facilities as we grow.

Presented By:  
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# RIEGA FOODS

TraceGains Together 2022



# Sourcing Map



RIEGA®



## Mission

At Riega Foods we believe in leaving the world better than we found it.

# Farm First



## Quality starts in the field

Real food begins at the source, and more specifically, with the relationships we grow. Close working relationships with our farmers and processors is integral to providing consistent, clean products.



## Hands on approach

Our Supply Chain, Quality Assurance and Ag Management teams are hands-on from the field to our facility. Quality and consistency are our priority.



*real* FLAVOR · *real* FOOD · *real* INGREDIENTS · *real* PEOPLE



# Pandemic Pivot



**Decreased on-site supplier visits**

**Increased QA**

- Bench Audits
- 3rd Party Inspections

**2022 back to visits**

***Zoom is our frenemy***



**"Alone we can do so little;  
together we can do so much"**  
**-Hellen Keller**

10/20/2022



# THANKS

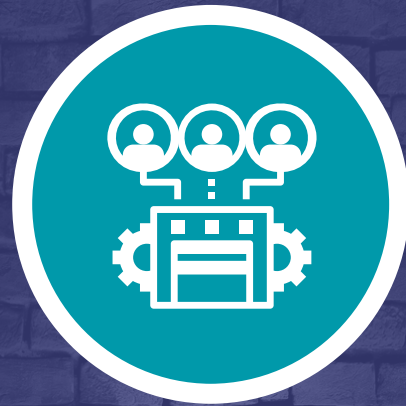
Together 2022

 RIEGA

# POOR CROSS-DEPARTMENT AND SUPPLY CHAIN COLLABORATION



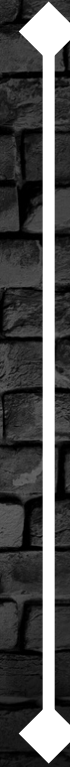
INTERNAL DEPARTMENTS



SUPPLIERS



CO-MANUFACTURERS



# What about Excel!



# The Power of Networked



## Connect

Connect teams within a networked ecosystem



## Digitize

Digitize documents, ingredient and item data, and the process of information exchange



## Automate

Process impacts, from specific functions like NPD to overall supply chain agility



## Networked Ingredients Marketplace

Average 80% of Customers' Suppliers  
already on TraceGains Network



PostOnce® makes documents  
shareable & accessible

55K+

Supplier Locations

425K+

Items + Ingredients

3M+

Supplier, Item & Ingredient Documents

615K

Completed Standard Online Forms

130+

Supplier Countries

# Value Across the Organization

TraceGains brings people and information together

1

## R&D, Product Development

Quickly find ingredients and raw materials and digitally model variations.

2

## Regulatory Departments

Address and manage claims, labeling issues, and another compliance-related requirement proactively.

3

## Quality

Manage the ingredient and supplier approval process and prepare and share specs.

4

## Suppliers

Ensure safe items and ingredients seamlessly enter your supply chain.

5

## Procurement

Identify suppliers and estimate pricing, identifying alternate suppliers if needed.

6

## Co-mans

Easily collaborate on documents and finished good specifications.

# together Towards a New Future

1

Supply Chain repair requires new thinking for a new normal

2

Underserved Suppliers

3

Users and the frontline workers are the real heroes

4

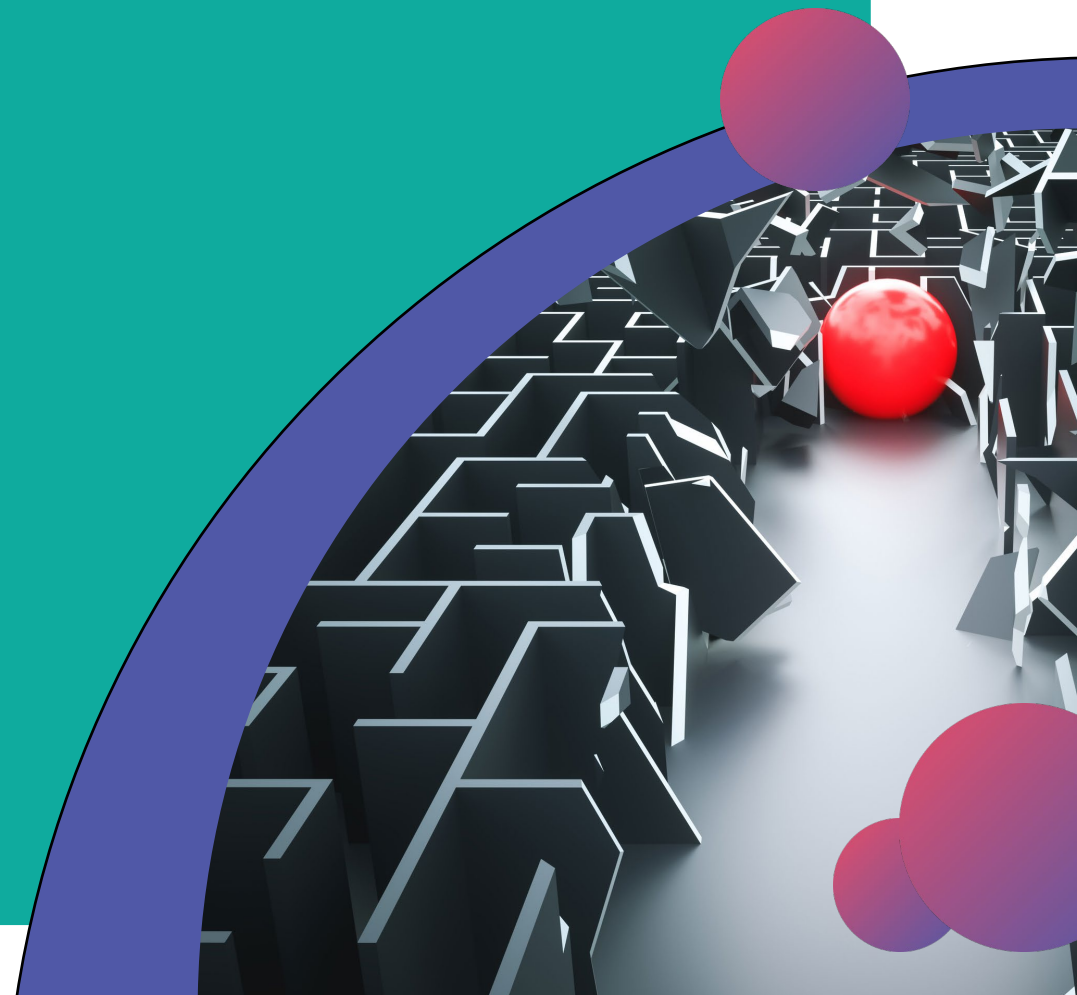
Ingredients are the atom

# together

## Towards a New Future

### Our Solutions

- The "network effect" - more powerful connections with people and data, exponentially increasing value
- We're revolutionizing what agility means to the supply chain
- Tap into networked data and integrate your systems with our open ecosystem to create nimble processes and increased business agility
- A Network that fuels globally intelligent supply chain productivity, safety and accountability



Please type your  
questions into  
the Q&A box.



together<sup>2022</sup>

Thank you!

