

## **epcSolutions and G/S Data Solutions Deploy RFIDTagManager at Sam's Club Supplier**

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### Simple easy solution to meet Sam's Club Pallet Tagging Requirement

Great Falls, VA –Red Gold, a manufacturer of premium quality tomato products, chose epcSolutions RFIDTagManager for Sam's Club to help meet the current pallet tagging requirement from Sam's Club.

In mid 2007, Red Gold needed a solution to meet Sam's Club compliance requirements for RFID tagging for full pallet, single SKU shipments to Desoto, Texas. Trevor Kaye, Red Gold Project Leader, remembered seeing a presentation by Kevin Kail, president of epcSolutions, about a software product targeted for RFID "slap and ship" pallet tagging. Red Gold's shipments to Sam's Club Desoto warehouse only involved five SKU's and the frequency was on the order of one truckload a week, so a minimal cost solution was essential, as well as rapid implementation.

Mike Jacobs of G/S Data Solutions, Red Gold's bar code supplier/consultant, assisted in the development of a solution costing less than \$10K, involving epcSolutions RFIDTagManager software, a Zebra R110xi RFID printer, and one roll of 500 RFID blank labels. Within hours, Red Gold was able to load data into the software and print labels, with excellent and timely assistance from Kim Simonalle of epcSolutions and the epcSolutions technical team. An inventory clerk in Red Gold's 975,000 square foot Distribution Center manages the ongoing process and plans are underway to roll out more Sam's Club warehouses based on the recent Sam's Club RFID compliance requirements. In that latest Sam's Club document there was mention of a penalty cost for RFID pallet tagging non compliance, and the easy use of RFIDTagManager makes that a hollow threat to Red Gold's efforts to manage shipments to Sam's Club RFID compliant warehouses.

RFIDTagManager for Sam's Club, built on epcSolutions' SensorOS, gives end users the ability to meet the current Sam's Club RFID requirements with a simple out of the box solution requiring no additional software. RFIDTagManager for Sam's Club includes a full SQL database, EPCIS and connectivity to all the RFID hardware. RFIDTagManager for Sam's Club is easily integrated with existing ERP and other back end systems such as Oracle, SAP, JD Edwards and others.

"Red Gold, epcSolutions and G/S Data Solutions teamed up to implement an RFID compliance application for Sam's Club in less than a day." States Mike Jacobs, G/S Data Solutions. "epcSolutions has demonstrated a complete and thorough knowledge of RFID, and we are very happy to have been able to partner on this successful implementation."

"This is a perfect example of the epcSolutions business model, provide easy to implement, low cost, scalable, standards based Supply Chain Solutions, delivered through our global distribution partners." States Kevin Kail President of epcSolutions. "We have trained nearly 100 reseller partners in the U.S., Canada, Europe and Asia which allows us the ability to provide local support at the lowest possible cost. We are currently winning about 1 new Sam's Club Supplier per day and have over 140 suppliers using our TagManager products to date."

For more information on RFIDTagManager for Sam's Club, please call us at 703-757-4470, or visit us at [www.epcsolutions.com/sams](http://www.epcsolutions.com/sams).

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About Red Gold:

Red Gold is a premier full-line tomato processing company with its corporate headquarters located in Orestes, Indiana. The company operates state-of-the-art manufacturing facilities in Elwood, Orestes and Geneva, Indiana, as well as RGT Logistics in Elwood, Indiana. Red Gold produces premium quality canned tomatoes and tomato-based products for the retail, foodservice, private label, and club channels of distribution. The Red Gold family of brands includes Red Gold, Redpack, Tutterosso, and Sacramento. Exceptional quality and operational excellence are the shared values that contributed to the employee-created mission statement: “To produce the freshest, best tasting tomato products in the world.” For more information, visit [www.redgold.com](http://www.redgold.com).

About G/S Data Solutions:

G/S Data Solutions and our industry-leading business partners offer a best in class selection of applications to answer all of your data collection hardware and software needs. G/S Data Solutions provides our customers with comprehensive pre-sales consulting, product selection and ROI assessment, as well as a full range of implementation and installation services. Whether you are looking for a complete Warehouse Management application, Production Reporting, or need to automate your Mobile Workforce, let G/S Data Solutions show you the benefit that our tested applications can have on your productivity and bottom line. For more information visit us at [www.gsdatasolutions.com](http://www.gsdatasolutions.com)

About epcSolutions:

epcSolutions, Inc. is the leading provider of RFID compliance software to the Wal\*Mart and DoD supplier community. epcSolutions' GSINet3 platform suite implements the GS1 System, a series of standards designed to improve supply chain management. The GS1 System includes: BarCodes - Numbering and bar coding; eCom - EDI (Electronic Data Interchange); Global Data Synchronization Network (GDSN) - data synchronization; EPCglobal - RFID (Radio Frequency Identification). The “Any Asset, One Network” application platform allows users to manage all four asset types found in a typical business: Work in Process, Finished Goods/Inventory, Fixed Assets and People. Visit [www.epcsolutions.com](http://www.epcsolutions.com)

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