

Sam Earle

- CEO – Local Food Systems, Inc.
 - Software as a service company
 - Automating business processes
 - Within an e-market



Distribution Networks

- Local is typically consumer direct
- Industrial is typically consumer indirect
 - Wholesale
 - Food services
 - Value Added Producers
 - Global
- Aggregation via Hubs creating value chain



Supply Chains

- network of supplying business
- products move
- production to consumption.
- usually benefit a single entity (Wal-Mart)

Typical links are:



Value Chains

distinguished from supply chains:

- operate as strategic partnerships
- differentiate their products
 - focused on quality & functionality
 - environmental & social attributes

Local System	Local producer	Food Hub		Processor		Market or CSA
Industrial System	Large Producer	Distribution Center	Wholesale	Processor	Food Services	Grocery or Institution

Business Processes

- Transactions
- Supply Chain Management
- Resource Planning
- Relationship Management
- Financial Reconciliation



Thank You

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- Contact me or my company:
 - info@lfs.ag
 - www.LFS.ag
 - 267-603-food

