Karl Jordan – Wilkinson Loss Prevention

Our Business
Our Vision, Mission and Values
Typology of Loss (** Ref to ECR in Document)
RFID Solutions
Wilkinson Business

- Family
- 1930
- High Street Retailer/Multi Channel Operator
- 370+ Stores
- Brand Image Development
Vision, Mission and Values

• Our Vision - Extraordinary
• Our Mission
• Our Values
• Brand Image
Wilkinson Loss Prevention

• What are we here for?
• Background “Shrinkage Definition” **
• Measure Known v Unknown Loss **
• Understand the 20% = 80%
• Resource to Risk (R2R)

• **Taken from White Paper of Adrian Beck, Reader in Criminology, University of Leicester, UK and Colin Peacock, Co Chair, ECR Europe Shrinkage Working Group, Procter & Gamble.
Typology of Loss

- Four Buckets of “Loss” – Adrian Beck and ECR
- Physical Product Loss
- Value Variance
- Process Variance
- Unknown Loss
- Cash Loss
TOTAL LOSS

**Shrinkage**
- Process Variance
  - In Auditing
  - At Checkout
  - Product Movement
    - Data Errors

- Product Loss
  - Damage
  - Wastage/Spoilage

- Value Variance
  - Reductions
  - Pricing

- Unknown Loss
  - Internal Theft
  - External Theft
  - Error
  - Unknown Cash Loss

**Cash Loss**
- Internal Theft
- External Theft
- Error
- Unknown Cash Loss

Taken from White paper of Adrian Beck, Reader in Criminology, University of Leicester, UK and Colin Peacock, Co. Chair, ECR Europe, Shrinkage Working Group, Procter & Gamble
Sekura RFID Solution

• Combined with Overt and Covert Systems
  Providing Full Asset Protection Solution
• End to End Solution
• Improve Efficiencies
• What’s Next?
Total Loss Summary

- Shrinkage
- Typology
- Loss Prevention
Future RFID Solutions

- Inventory Accuracy (RPRPRT)
- Future for Retail
- Exception Management
- 20% = 80% Be Smart – R2R
- Can Deliver Brand Needs on Retail Security
Thank You