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### SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the SafeSourcing e-Newsletter? Let us know what you think by emailing us at the following address. We look forward to hearing from you!

[events@safesourcing.com](mailto:events@safesourcing.com)

#### Trivia!

What is SCP?

[www.safesourcing.com](http://www.safesourcing.com)

## Industry News

### Logistics

#### E-Commerce Turns Tables on Restaurant Space

Startup companies are using e-commerce technology that would allow restaurants and grocery stores to lower their costs by switching from the high cost of street-facing retail space to industrial space. The startups offer shared kitchens in industrial buildings. It is the hope to persuade restaurants to quit their storefronts, move to new spaces, and switch entirely to a delivery system. Although this is not a new concept, it could leave a mark on the restaurant and retail real estate market.

CloudKitchens is an L.A.-based venture backed by Uber Technologies, Inc.'s founder Travis Kalanick that turns industrial facilities into shared kitchens, which in turn sublets space for restaurants to prepare food for delivery. Another company, Kitchen United, Inc. plans to open 10-15 location by year's end. Restaurant food delivery is not a new concept, but for the most part it has been unprofitable. "Proponents of delivery-only kitchens say they can ease this problem because their industrial spaces typically are cheaper than street-facing retail. They offer flexible lease terms with little need for upfront investments and are designed to expedite delivery." The leased space includes utilities and provides major equipment, and may include a delivery service, as well as apps to take orders. ■

*Konrad Putzier, WSJ, 7/3/2019*

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### Recent Savings

#### Uniforms

Savings were over 20% of total spend. ■

#### Marketing Materials

Savings were over 12% of total spend. ■

\*Please [contact SafeSourcing](#) to schedule your RISK FREE event today.

## Facial Recognition – Is Big Brother Watching You?

Some mall owners and retailers are using facial recognition technology, stopping short of identifying people and recording them. The technology is actually there that could identify people by name, watch what they buy, and send promotions directed toward them to encourage repeat visits. “But some U.S. shopping centers have started to use technology that detects facial features and individuals’ paths of travel anonymously. Artificial intelligence is then used to mine that data to determine traffic patterns, worker performance and consumer reactions to displays and marketing.” NewMark Merrill Cos. owns 80 shopping centers in California, Colorado, and Illinois, and uses facial recognition technology at its Janss Marketplace. Plans are to roll out four more locations. They want to identify who their customers are, where they go, and how much time is spent in the shopping center. It is the desire to provide better support and service to their customers. In the past, phone apps were used to pinpoint customers. Facial recognition moves technology to a higher level. Capturing facial expressions that show interest or disinterest in products provide retailers insight where to target their resources. ■

*Ester Fung, WSJ, 7/3/2019*

## Logistic Recruiters Use Geofencing to Target Recruits

Recruiters could be waiting in warehouse parking lots to entice workers to work in new distribution centers. The U.S. job market for logistics companies is tight. A technique called “geofencing” is being used to target recruits. “Geofencing, in which companies use the Global Positioning System and digital signals emitted by smartphones to zoom in on prospective recruits, kicks the search for employees up a notch. The technology sends targeted ads, texts or push notifications to location-enabled mobile devices in a particular area.”

Logistic companies are facing the tightest job market in decades. As e-commerce businesses explode, warehousing and storage payrolls have nearly doubled. As of May, according to the Labor Department, there have been 1.19 million jobs postings. The overall jobless rate is at a 50-year low of 3.6%. Employers are enticing workers with increased wages and offering bonuses. ■

*Jennifer Smith, WSJ, 7/3/2019*

### QUESTIONS AND ANSWERS

**Q:** How can I subscribe or unsubscribe to these newsletters?

**A:** You can subscribe or unsubscribe to these free newsletters by simply going to our [website](#), and clicking the option “e-Newsletter” or by contacting us directly at [events@safesourcing.com](mailto:events@safesourcing.com).

**Q:** I have run events in the past, is there any chance I could be saving more?

**A:** Yes. No matter when your past event ran, the team at SafeSourcing can find ways for your company to save.

**Q:** I want to know more about what SafeSourcing does. Who can I talk to about this?

**A:** You can contact a customer services representative by calling us at 1-888-261-9070 or by going to our [website](#) and trying our “Risk Free Trial” offer.

### Trivia! From July 2019 Issue What is a Renewable Energy?

Renewable energy is an energy resource which is purely regenerated over a short period of time and derived directly from the sun (such as thermal, photochemical, and photoelectric) or indirectly from the sun (such as wind, hydropower, and photosynthetic energy stored in biomass). In addition, renewable energy does not include energy resources derived from fossil fuels or waste products.

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