



The Top Four Trends in the Distribution Services Industry

Distribution services are the backbone of every organizational supply chain. The most important part of the supply chain, distribution services, entails a myriad of activities right from picking the product to delivering it to the end-customer. The objective of distribution services providers is to ensure that the product reaches the right person at the right time using the ideal transport networks at the optimum costs. Logistics and supply chain management services warrant a seamless flow and timely delivery of goods and services to the various stakeholders involved in the value chain, comprising vendors, manufacturers, suppliers, wholesalers, and end customers. The dynamic and ever-changing market space for distribution services is set to witness unprecedented growth as a result of emerging trends such as new delivery models, advancement in technology, and process automation among others.

The distribution and logistics services providers are shifting from traditional processes to technology-based technologies, improving warehousing and transportation capabilities and enabling collaborative engagement to drive profitability and operational efficiency.

The top four trends are 1) building mega-distribution centers to achieve economies of scale, optimize delivery schedules and allocation of human resources; 2) process automation in place of manual processing to provide real-time visibility, streamline process and material flow, and drive customer satisfaction; 3) integrating advanced technologies such as green practices to reduce paper use, minimize the usage of corrugated packaging, and motions sensors to offer environmentally sustainable services to the customers; and 4) using omni-channel business models to include last mile delivery and same day delivery options to cater to different demands of retailers and e-commerce players.

Distribution and logistics services providers are expected to witness an upward trend in terms of sales and revenue driven by growing demands of e-commerce companies and the need for flexible, low-cost options that drive cost savings opportunities and ensure efficient supply chain management.

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BCFT Suppliers' Night 2019

Held Annually in Burnaby, BC the BCFT Suppliers Night is Canada's premier food industry expo and trade show, and is always well attended by the local Food industry and also draws the Nutritional/Fitness Supplement buyers and formulators.

Gold Coast Flavors exhibited next to Debro once again to support our promotion of their line in Canada.

Agridient representatives attended the show and were motivated to increase their presence in BC via Debro. Paul, Ilia, James and Vernon of the Debro Sales Team were on hand again to make sure we maximized our connections in the heavy traffic.

For more information, visit:

<https://www.bcft.ca/suppliers-night>



The Debro Sales Team at BCFT Suppliers' Night 2019

A Letter to Debro from the Ste. Louise Outreach Centre of Peel

Attn: All at DEBRO

All of us at the Ste. Louise Outreach would like to extend our thanks and appreciation to you for the extremely generous food donations. Thank you so much for taking part in helping us to alleviate hunger, poverty and homelessness in our community.

Every donation truly helps our outreach program support the numerous families who depend on us. We are currently serving 2,373 registered families and the demand in the community just continues to grow. We would never survive without help from such caring individuals like you.

Numerous types of families rely on our services each month. 85% of these families have several children. Single mom's, teen mom's abused women and children all use our services. We continue to assist seniors and several individuals dealing with emotional or physical disabilities. We provide life-saving necessities for families who have been forced out of their homes due to fires or loss of income. They start over from scratch and truly need our help. We assist new comers getting settled in Canada. We participate in a food sharing program to help support other food banks and work with several school breakfast programs and youth programs....without ongoing community support these things would not be taking place and we would not be able to continue our work.

Our Center is operated for families who come from all over Brampton who seek assistance. Thank you so much for considering our center and our vital services.

We wish you all peace, good health and much happiness throughout 2019.

Sincerely,

Catherine Rivera, Board President/Volunteer

Qi Gong for Wellness (Part 1)

Qi Gong, by definition comes from Qi, meaning Life energy and Gong, meaning work.

Combined it means 'Working with Life Energy'.

It is known as a PRACTICE or TRAINING because unlike medicine, it is not prescribed for a period of time; it is work, to help PREVENT illness and disease and improve overall health, physically, mentally and spiritually.

The goal of Qi Gong exercise is to stimulate the flow of energy internally in the body so that it effectively rushes through and clears the entire network of Chi channels, or "meridians" in the body.

There are 3 sources of Qi and 7 kinds of Qi.

The 3 main sources of Qi are: Breath, Food and Constitution. Breath (or Air) and Food mix to form the Nutritive Qi that travels to all the cells of the body. These are Acquired Qi.

The third source is Original Qi. It is the constitution or inherited tendencies toward illness and disease that you get from your parents and the way you were cared for in utero. If the mother eats healthy and has good personal hygiene, lives in a non-toxic environment or spends a lot of time in nature, and has a peaceful mind, then the child will have the best chance at living a healthy life.

The 7 kinds of Qi are:

- 1) Breath Qi– from respiration
- 2) Food Qi - from diet
- 3) Original Qi – inherited from Parents or Universe
- 4) Internal Qi – all Qi inside the body
- 5) External Qi – Qi emanating from the body
- 6) Nutritive Qi – flows inside the meridians of the body
- 7) Protective Qi – energetic barrier against external pathogens (germs)

The principles of Qi Gong are found recorded dating back thousands of years. Writings were found on the tombs of wealthy people hoping they would have good health in the afterlife.

A tortoise shell, dating back 3000 years was discovered, stating that people back then believed that specific stretching and deep breathing exercises would infuse them with the energy of Qi and keep them healthy and vital.

A 2200 year old painting known as the Tao Yin was discovered in China, depicting ancient dances that helped alleviate aches and pains from Rheumatoid Arthritis which was common with workers in the rice fields and other damp conditions. These dances were eventually broken down into specific moves and were prescribed for different ailments.

Qi Gong is considered the core of both Tai Chi and Martial arts due to its fundamental premise to use the breath to Focus and move energy throughout the body. But unlike Martial Arts where repetition of techniques is essential for muscle memory, Qi Gong uses the mind to focus the Qi.

Where to Find Debro in 2019

New York Society of Cosmetic Chemists Suppliers' Day

New York, New York
May 7-8

Eastern Coatings Show

Atlantic City, New Jersey
May 13-15

IFT 2019: Feed Your Future

New Orleans, Louisiana
June 2-5

SupplySide West

Las Vegas, Nevada
October 15-19

Western Coatings Show

Las Vegas, Nevada
October 21-24

Quebec Society of Cosmetic Chemists Suppliers' Day

Montreal, Quebec
November



Expo West 2019 in Anaheim, California

Debro at Expo West in Anaheim, California

Expowest is the premier natural products exhibition in North America. With over 3400 Exhibitors and 85,000 attendees representing 136 countries, it is the Global event for the Natural Products industry. Over 150 Canadian companies exhibited their finished products and it was a great opportunity to see their packaging, formulations, and marketing trends along with product samples.

Several Debro suppliers take advantage of the ingredients category including; Gold Coast, Axiom, Natra, Nexcel, Catania Oil. With over 500 ingredient exhibitors, it's a chance to strengthen our existing relationships and look into new ones. Bartek Ingredients was also walking the floor for the first time and was suitably impressed with the breadth of products and the technical contacts manning the booths.

Axiom presented their CEO Summit again, bringing a diverse group of business leaders together on the topic "What's Real (What's Not) in the Natural Industry". Trends that became quickly apparent on the floor include the continued domination of "plant based" product marketing along with nonGMO, organic, and the growing presence of CBD based food and personal care products.

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