

SPARKLING
ICE®

Walmart FTPR 2026
plan

Ohio Beverage Distributing

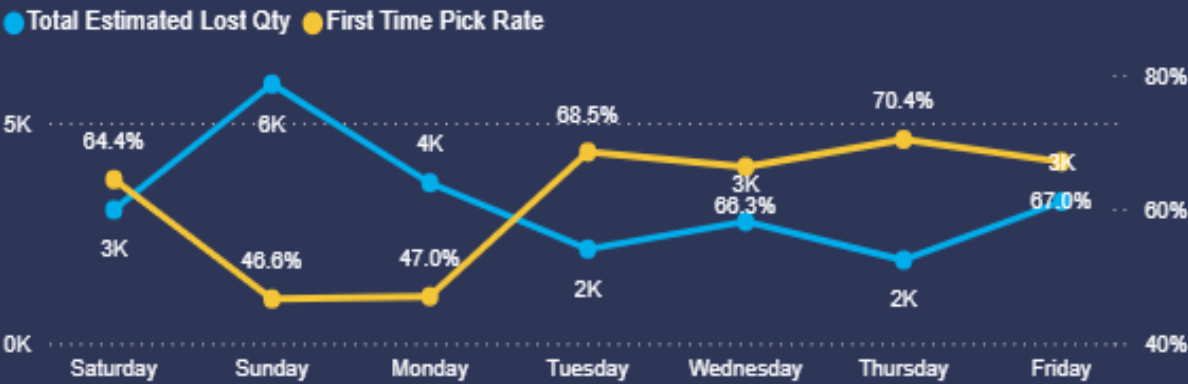


Overview/Why are we here

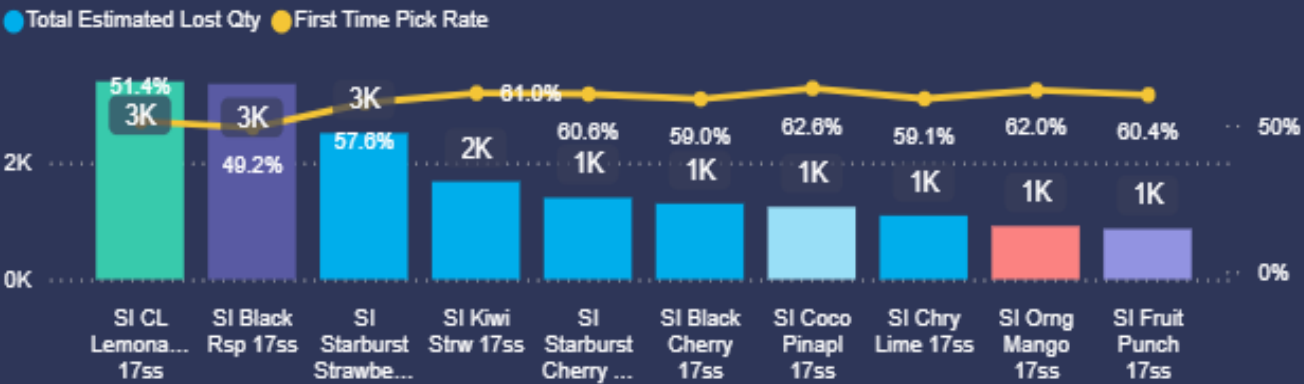
- 1 FTPR scores are lowest in our Zone**
- 2 2026 presents an opportunity to reset our strategy and capture the opportunity in front of us**
- 3 Paths to success laid out**
- 4 Set a plan and execute**

OBD overview

Total Estimated Lost Qty and First Time Pick Rate by Weekday



Top 10 Lost Units & First Time Pick Rate by Item



Distributors

Distributor	FTPR	OPD Lost Qty	Estimated Lost in Store Qty	Total Estimated Lost \$	# of Stores	Estimated Units Lost per Store
House of LaRose	60.7%	3,001	19,560	\$39,580	27	836

\$39,580
Total Estimated Lost \$

Store overview



Store Number	City	FTPR	OPD Lost Qty	Estimated Lost in Store Qty	Total Estimated Lost \$
2914	MASSILLON	49.4%	364	2,433	\$4,409
5410	CANTON	38.2%	257	1,776	\$2,930
2541	ALLIANCE	35.2%	214	1,450	\$2,404
1911	AKRON	44.4%	207	1,285	\$3,254
2966	WADSWORTH	46.4%	162	1,121	\$1,832
3722	KENT	73.9%	157	956	\$2,245
2362	SOUTH EUCLID	57.9%	155	993	\$2,287
2316	NORTH OLMSTED	52.9%	148	948	\$2,049
2359	ASHTABULA	59.1%	138	903	\$1,774
3293	CHARDON	63.9%	134	906	\$1,673
2323	STOW	63.0%	129	817	\$1,967
1894	MEDINA	53.2%	125	744	\$1,981
2313	STREETSBORO	73.6%	120	853	\$1,228
5285	CANTON	62.5%	107	704	\$1,287
2506	RAVENNA	60.0%	96	641	\$1,124
3608	MADISON	58.8%	93	608	\$1,227
1863	EASTLAKE	59.6%	74	504	\$897
3250	AURORA	72.7%	66	373	\$1,194
5082	PARMA	75.1%	56	316	\$731
2266	STRONGSVILLE	87.3%	54	329	\$900
4285	CLEVELAND	73.0%	47	324	\$544
5387	MIDDLEFIELD	73.1%	42	274	\$555
1927	MACEDONIA	64.2%	39	210	\$771
2073	CLEVELAND	88.2%	13	75	\$214
2361	NORTH CANTON	88.0%	3	17	\$60
1857	MENTOR	95.7%	1	2	\$41
1895	FAIRLAWN	100.0%	0	0	\$0

Store Detail

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Item	L4W FTPR	L4W OPD Order Qty(units)	L4W OPD Lost Qty(units)	1 Week Cases Forecast
SI Starburst Strawberry 17oz	37.8%	82	51	13
SI Black Rsp 17ss	19.4%	62	50	12
SI Black Cherry 17ss	43.4%	83	47	14
SI Starburst Orange 17oz	17.8%	45	37	12
SI CL Lemonade 17ss	37.8%	45	28	9
SI CL Lemonade 17ss	3.0%	67	65	14
SI Coco Pinapl 17ss	40.4%	47	28	7
SI Black Cherry 17ss	7.1%	28	26	7
SI Black Rsp 17ss	25.8%	31	23	6
SI Kiwi Strw 17ss	41.7%	36	21	6

Empty shelves and Low FTPR go hand in hand



Solving the issue

We want to load in more product to support online sales. But we must solve the problem of where is it going.

Option 1

Finding space on the sales floor to support additional sales. Endcaps, pallets, permanent equipment options (dump bins, towers)

Option 2

Finding space in backroom to set binned back stock to fill online order pick up.

Completing the mission

Whether we load in additional cases on sales floor or in back, we need to be sure that location is **mapped** as 1st pick location online pick up and delivery.

A grocery lead/coach should be able to assist with this. If not the OPD(online pickup delivery) coach should be able to assist in getting a mapped location assigned.

If we have equipment, displays, backstock in store, but it isn't mapped as a 1st location for online pick up, it will not help FTPR scores.

It is critical we complete this last step so that the hard work you have put into securing this additional opportunities is showing up.

Maintaining Scores

Once we complete everything outlined previously, check reports as I send them out(monthly) to ensure we are maintaining scores above 80%

Walmart Permanent Equipment



+80%
YTD!!

+122%
YTD!!



Power of Permanent
Equipment



Moon Twp #4644

New Castle #2287

Store	Nov 24	Dec 24	Jan 25	Feb 25	Mar 25	Apr 25	May 25	Jun 25	Jul 25	Aug 25	Sep 25	Oct 25	Nov 25
WM 4644 - Moon Twp	83.4%	76.5%	84.8%	75.9%	71.4%	86.5%	77.4%	83.4%	69.2%	81.1%	76.1%	83.0%	82.1%
WM 2287 - New Castle	61.8%	68.4%	62.3%	74.4%	78.1%	79.8%	61.1%	75.3%	85.3%	78.3%	84.2%	86.4%	99.2%