

HARRIS & FORD, LLC

MONTHLY DIGEST

September 2023

What's Inside?

Cassava Flour: The Inside Scoop

Harris & Ford Railway Update

Supply Chain Trends

Message from CEO



We are excited to bring you our new monthly digest. This newsletter will help our clients stay informed of company decisions, industry trends and new opportunities with Harris & Ford, LLC. This

month serves as a brief introduction of what we will offer. We hope you enjoy this first edition.

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What is Cassava Flour?

Cassava flour is a traditional product of Latin America (mostly Brazil and Colombia). The flour is made from the root by peeling, grating then grounding it after the liquid has been removed.

It replaces gluten-free flour and is easier to digest than alternatives.



5 Things You Should Know About Cassava Flour

- 1 Cassava is gluten, grain and nut-free, as well as vegan, vegetarian and paleo-friendly.
- 2 Cassava flour provides 34% of your daily needs of vitamin C in one serving.
- 3 Cassava flour is produced from the entire cassava root unlike Tapioca, which is extracted.
- 4 Cassava flour may be stored for up to one year with proper storage conditions (airtight container in a cool, dry pantry)
- 5 Can substitute wheat flour on a 1:1 ratio when baking or cooking.

Why Purchase Cassava Flour from Harris & Ford?

We source the highest quality cassava flour. There are a variety of selling points for adding it to your product mix:

- Replaces gluten-free flour
- Improves gut health
- Natural, neutral taste
- Easier to digest than alternatives
- Boosts metabolism
- Increases energy

“Eighty-five percent of the reasons for failure are deficiencies in the systems and process rather than the employee. The role of management is to change the process rather than badgering individuals to do better.”

W. Edwards Deming

Our Railway Updates

Our railway is getting closer to completion every day.

- The rail spur is complete and approved on the H&F site
- Truck Scale is state-approved and operational
- We have a rail address and our setup in ShipCSX is complete
- Our power and air is fully operational
- The tank farm is getting closer to being in place this year, which includes tank containment and tanks.
- Structures for lab and clean room in place
- The entire facility is getting a complete upgrade



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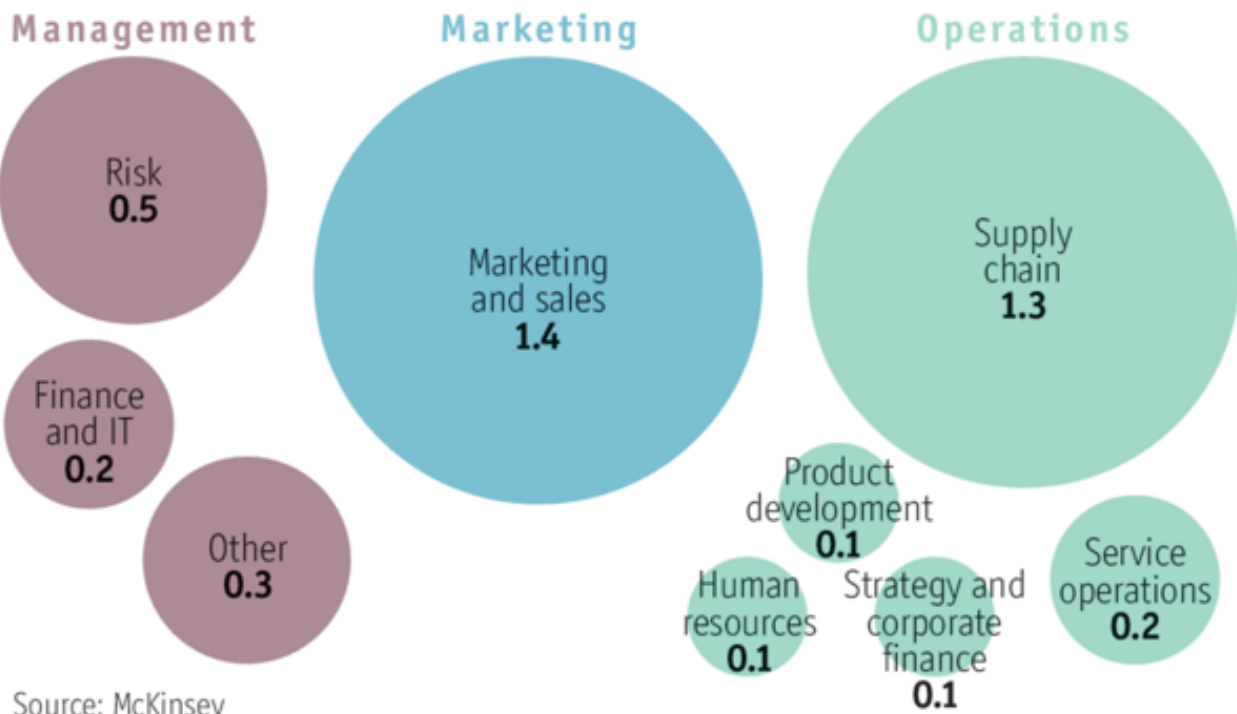
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Supply Chain Trends

Potential economic-value creation from AI in the next 20 years
\$trn



AI & Supply Chain

AI is growing rapidly and disrupting various industries. AI has quickly evolved in supply chain. We are just tapping the surface of AI and supply chain, but here's what we know so far:

- Integrating AI into supply chain will have the most substantial impact on the industry over any other form of technology.
- AI can be used to track and forecast which one of your clients are going to be late to pay invoices.
- AI can predict equipment failures based on past performance.
- AI can help improve inventory management and demand forecasting to help determine business decisions.
- Goldman predicts that AI will bring logistics costs down by at least 5%, generating additional profits of \$25bn over the next 10 years.

"Digitization will have the impact on supply chains that steam and electricity had on manufacturing,"

-Joe Terino, Bain



Digital Supply Chain

Companies are experimenting with new software and technology that can improve how they plan, source and deliver goods.

- Digitization is increasing the speed and accuracy of deliveries.
- It helps companies make smarter and more calculated predictions.
- Using AI to measure social media trends and study demand is helping companies predict inventory turnover and vendor behavior.
- Firms that fully digitize will see increased profits, improved company predictions, and will increase their ability to be transparent with clients ahead of time.



Geopolitical Tensions Disrupting Supply Chain

As tensions between countries become increasingly unpredictable, the skepticism about trade cooperation continues to grow.

What does this mean for us:

- We must begin to look inward more frequently for materials and resources.
- Firms must plan for key material shortages or complete inaccessibility.
- Domestic self-sufficiency is more important than ever before.
- Prioritizing nearshoring and friendshoring is a must.
- Understanding the opportunities in reformulating products and how that will impact customer approval and production costs is valuable.

More than 6 out of 10 global organizations expect that geopolitical instability may have a detrimental impact on their supply chains in the next 3 years.

Primary Risk Factors:

- Unpredictability of resources
- Potential unrest in countries where suppliers are located
- Increasing raw material costs
- Customer demands for fast delivery