

SAM.gov **REGISTERED** UEI TLB1ZFJZ8BY6 NAICS 541611 · 541614 · 541690 · 325411 Small Business

Delray Beach, FL · Palm Beach County

COMPANY OVERVIEW

Lab Kingz LLC is a principal-led operations consultancy that installs working systems, not reports. We help manufacturers, fulfillment and distribution centers, aquatic facility operators and public agencies close the gap between how work is supposed to run and how it actually runs. We deliver written standards, trained people, live accountability dashboards and inspection-ready records. Point of contact: **Enrique Wakeley, Principal** · eric@labkingz.com · labkingz.com

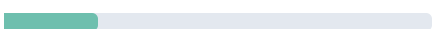
Five ways we improve how operations run

01–04 below · 05 Pool Operations Accountability on page 2

01 Operations & Fulfillment Optimization

≈50% of warehouse operating cost can be labor, the single largest controllable line.¹

AVERAGE COST OF ONE MIS-PICK

≈2010  **\$22**
2020  **\$100**

Up to 30%

labor-cost reduction when labor is managed to standards¹

~27% / yr

voluntary turnover in warehousing; ≈\$21.8K to replace each exit²

- Pick-pack-ship, receiving and dock flow redesign
- Engineered labor standards and staffing models
- Live KPI scorecard: accuracy, on-time, lines/hour

Order accuracy

On-time ship

Lines / labor hr

Dock-to-stock

02 Supplement Manufacturing & Private Label

\$54.2B U.S. dietary supplement market in 2024, growing 7.45% a year.³

U.S. MARKET SIZE, \$ BILLIONS

2024  **\$54.2B**
2033 proj.  **\$103.6B**

500–600

supplement firms inspected by FDA each year⁴

1 in 2

FY23 inspections ended with findings (VAI or OAI)⁴

- Custom formulation, encapsulation and co-packing
- Private-label launch: specs, sourcing, batch records
- Production scheduling and yield tracking

Batch yield

Right-first-time

Lead time

Spec compliance

03 Regulatory & cGMP Compliance

2.71× Non-compliance costs 2.71 times more than compliance (\$14.82M vs \$5.47M a year, cross-industry).⁵

FDA SUPPLEMENT CGMP INSPECTIONS, FY2023 (N = 460)

 **No action 50%** **Voluntary action 45%** **Official action 5%**

#1 citation

21 CFR 111.70(e): missing product specifications⁴

5 avg.

observations per Form 483 issued in FY23⁴

- SOPs, master and batch records to 21 CFR 111
- Specification, testing and supplier-qualification programs
- Mock FDA audits and 483 response support

Audit readiness

CAPA closure

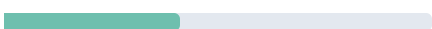
Deviation rate

Training current

04 Supply Chain & Logistics

≈65% average retail inventory record accuracy. One in three records is wrong.⁶

LAST MILE AS A SHARE OF TOTAL SHIPPING COST

2018  **41%**
Today  **53%**

20–30%

of inventory value lost each year to carrying cost⁷

A/B/C

cycle counting with required variance causes

- Inventory control and cycle-count programs
- Carrier strategy, route and last-mile planning
- Vendor sourcing and replenishment rules

Inventory accuracy

Carrying cost

Cost per delivery

Fill rate

Pool Operations Accountability

For pool service companies, HOAs and condominium associations, hotels and resorts, and municipal aquatics.

78.9%

of routine public pool and spa inspections found at least one violation⁸

1 in 8

inspections (12.3%) ended in immediate closure⁸

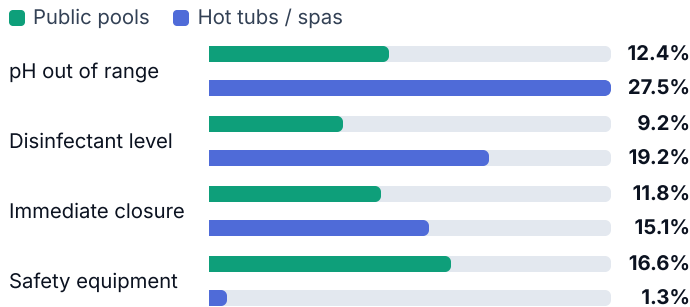
208

outbreaks, 3,646 illnesses and 13 deaths tied to treated recreational water, 2015–2019⁹

34%

of those outbreaks happened at hotels and resorts⁹

VIOLATION RATES FOUND AT INSPECTION (CDC, 84,187 INSPECTIONS)⁸



WHAT WE INSTALL

- **Route accountability dashboard:** every visit logged with time stamp, chemistry readings and photo proof
- **Inspection-ready records:** daily chemistry and safety-check logs aligned to Florida's public pool rule (Chapter 64E-9, F.A.C.)
- **Out-of-range alerts and corrective-action loop:** pH and disinfectant misses flagged, fixed and closed out on record
- **Technician standards and scorecard:** visit completion, readings logged, repeat issues by property

The pain points above are the most common reasons a pool fails inspection or closes. **Every one is a logging and accountability gap.**

FEATURED SYSTEMS

Live control boards your team runs every day

Warehouse Control Board covers receiving with a 7-point inspection, pick-pack-ship tracking, A/B/C cycle counts, labor vs. target rates and a training matrix. It works for sites without a WMS or ERP.

Team Accountability System covers tasks with owners and a definition of done, team-written standards, and a deviation log that sorts each miss into System, Unclear, Skill or Will. It includes a job-quality checklist and a 30/60/90-day rollout.

PRINCIPAL EXPERIENCE

Enrique Wakeley, Principal

- 15+ years leading operations: parcel logistics, e-commerce fulfillment, FDA-regulated manufacturing, pharmacy shipping
- FedEx Ground, Wayfair, FDA-regulated supplement production
- Public-sector program administration, Palm Beach County School District
- M.S. Administrative Leadership, Barry University (Magna Cum Laude)

Engagement model

Fixed-scope pricing. No software license required.

Assess

On-site walkthrough, baseline numbers against the benchmarks above, and a written gap report in two weeks.

\$3,500

starting at

Install

System configured to your site, standards written with your team, supervisors trained. 30-day rollout.

\$7,500

starting at

Sustain

Weekly scorecard review, coaching support and target resets through day 90 and beyond.

\$1,500

per month, from

DIFFERENTIATORS

- Principal-led: the person who scopes the work installs it
- Working systems and trained staff, not slide decks
- Regulated-industry discipline: FDA, Board of Pharmacy and DOT experience
- Measured against published industry benchmarks from day one

Contact **Enrique Wakeley, Principal**
 Email **eric@labkingz.com**
 Web **labkingz.com**
 Location **Delray Beach, FL · Palm Beach County**
 UEI **TLB1ZFJZ8BY6 · SAM.gov registered**

¹ Infor, cited in Material Handling & Logistics, "Labor Productivity Can Be 50% of Warehouse Operating Cost."

² Fountain, "Warehouse Turnover Rate," from BLS JOLTS 2025 quits data; replacement cost from Gallup frontline estimate.

³ ResearchAndMarkets, U.S. Dietary Supplements Market report, via Business Wire, Nov. 2025.

⁴ Natural Products Insider / SupplySide, "FDA cGMP inspections: Keeping tabs on the bottom 5%," FY2023 data.

⁵ Ponemon Institute & Globalscape, "The True Cost of Compliance with Data Protection Regulations," 2017.

⁶ Auburn University RFID Lab, cited by Cybra, "How Accurate Is the Average Retailer's Inventory?"

⁷ inFlow Inventory, "What Are Inventory Carrying Costs and How Are They Calculated?" Mis-pick cost and last-mile share: Red Stag Fulfillment; GoBolt, "Last Mile Delivery Cost," 2026.

⁸ CDC, MMWR Surveillance Summaries 65(5), 2016: 84,187 routine inspections of public aquatic venues, 2013 data.

⁹ CDC, MMWR 70(20), 2021, "Outbreaks Associated with Treated Recreational Water, United States, 2015–2019."