

FOSTERING COLLABORATION TO ENERGISE SUPPLY CHAIN EVOLUTION

	GROUP 1 Leaders (22%)	GROUP 2 Majority (60%)	GROUP 3 Observers (18%)
OBJECTIVES For 2009 TPL MANDI Programme	Access specific, knowledge-based training and means to cascade understanding within the broader management team	Address sources of core problems where solutions are perceived to be more attainable by collaboration with retailers, suppliers, and external services	Personal growth and increased value to the organisation
COLLABORATION With Retailers	Have already achieved satisfactory results at senior level, delivering benefits which must be protected	See the cost of persistent inefficiencies and aspire to do better by collaborative working	Not ready to collaborate, but interested. Experience makes them cautious
COMMUNICATION <ul style="list-style-type: none"> ■ External ■ Internal 	Further opportunities for senior and middle managers to share understanding of retailer policies and plans Involve the wider management team to spread knowledge within own organisation and feed continuous internal improvement	Use the influence of the group to create opportunities to meet retailers and develop working relationships Improve internal collaboration by exposing colleagues to wider perspectives on their responsibilities	Observe and spot opportunities Stimulation by studying key Supplier-Retailer issues alongside colleagues. Personal development by seeing own decisions in a wider context
BENCHMARKING Through meetings networking and surveys	Enhance management team's awareness and opportunity to compare performance and methods, with a view to maintaining the quest for excellence	Identify and understand best practice and how to apply performance improvements	Personal confidence and orientation
ACTION With Aid & Support from TPL MANDI	Continue to encourage wide internal active participation in TPL MANDI Programme	Continue to use collective knowledge, TPL MANDI expertise and collaboration with Expert Members, to sharpen processes and increase skills, through projects, development workshops and networking	Continue to use TPL MANDI activities as a point of convenient contact for questions and clarification, opportunities to test arguments and to increase confidence and own influence in the company

A YEAR OF PROGRESS FOR TPL MANDI MEMBERS...

<p style="text-align: center;">26 Feb 2008 DEVELOPMENT WORKSHOP</p> <p>Venue: DSSmith Packaging Sevenside Recycling</p> <p>Lead Contributions from DS Smith Packaging TDG and Lenham Storage</p> <p>Objective ... Reconciling the Environment Packaging and Transport</p>	<p style="text-align: center;">1 Apr 2008 COLLABORATIVE MEETING</p> <p>Includes a Directors-Only session</p> <p style="text-align: center;">TESCO Barry Davies Food Supply Manager, Store Ordering</p> <p>Venue: Decisions Made Easy</p> <p>Contributions from Decisions Made Easy PEPSICO and COCA COLA</p> <p>Featuring ... Planning and Forecasting – Good Investments/ Bad Investments</p>	<p style="text-align: center;">20 May 2008 DEVELOPMENT WORKSHOP</p> <p style="text-align: center;">Venue TDG – Scunthorpe</p> <p>Lead Contributions from TDG and Model Logic</p> <p>Objective ... Understanding the Power and Use of Cost to Serve</p>	<p style="text-align: center;">17 Jun 2008 COLLABORATIVE MEETING</p> <p>Includes a Directors-Only session</p> <p style="text-align: center;">SAINSBURYS Warren Davis Senior Supply Manager Grocery and non-foods</p> <p>Venue: CULINA Logistics Contributions from Model Logic and Culina</p> <p>Featuring ... Promotional Planning and the Supply Chain</p>	<p style="text-align: center;">15 Jul 2008 DEVELOPMENT WORKSHOP</p> <p style="text-align: center;">BRAKES Sean Negus Product Supply Director</p> <p>Venue: BRITVIC - Lutterworth Lead Contributions from BRITVIC, Model Logic and Culina</p> <p>Objective ... Exploring Vendor Managed Inventory as a Door to Collaborative Relationships</p>	
<p style="text-align: center;">16 Sept 2008 ADVISORY BOARD MEETING</p> <p>Exclusively for supply chain directors and heads of logistics from Member companies, who have been invited to join the Board</p> <p style="text-align: center;">SAINSBURYS Warren Davis Senior Supply Manager</p> <p>Venue: FOX'S BISCUITS Yorkshire</p> <p>Planning Ahead ... The Core Problems to be Addressed Collectively</p>	<p style="text-align: center;">7 Oct 2008 COLLABORATIVE MEETING</p> <p>Includes a Directors-Only session</p> <p style="text-align: center;">MORRISON'S Paul Sorrell Supply Chain Manager</p> <p>Venue: CHEP Manchester</p> <p>Featuring ... Promotional Planning and Congestion at DC - Drawing Out Specific Improvement Plans</p>	<p style="text-align: center;">11 Nov 2008 COLLABORATIVE MEETING</p> <p>Includes a Directors-Only session</p> <p style="text-align: center;">WAITROSE Mark Williamson Supply Chain Director and his management team</p> <p>Venue: GREAT BEAR DISTRIBUTION</p> <p>Featuring ... WAITROSE SUPPLY CHAIN - A Case of Excellence ? Selecting Areas for Collaborative Action</p>	<p>... 2009 ...</p>	<p style="text-align: center;">20 Jan 2009 ADVISORY BOARD MEETING</p> <p style="text-align: center;">ROBUSTNESS IN HARD TIMES With contribution from SAINSBURY'S</p> <p>Venue: Nielsen DME Oxford</p> <p>Planning ahead ... Menu of Help in current Economic climate</p>	
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Each meeting programme also features a much favoured MEMBERS-ONLY SESSION