

NEWSLETTER



Business Collaboration. Delivered

Date for the Diary

November 23rd 2011 for the next
ELUPEG Group Meeting in Brussels
hosted by P&G

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To host a meeting or for more information contact
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Collaboration Concepts for Co-modality, CO³ is a business strategy enabling companies throughout the supply chain to set up and maintain initiatives to manage and optimise their logistics and transport operations by increasing load factors, reducing empty movements and stimulate co-modality, through Horizontal Collaboration between industry partners, thereby reducing transport externalities such as greenhouse gas emissions and costs.



The CO³ consortium has been working on the topic of collaboration and co-modality for two years and already produced a first draft of a model framework with legal and operational guidelines for collaborative projects in the SC.

ELUPEG is one of the 18 partners of the consortium in seven EU countries. The project will last 3 years and is funded by the EU. They will come up with joint business models for inter- and intra-supply chain collaboration to deliver more efficient transport processes, increase load factors and the use of co-modal transport. The project has a High Level Industry Board advising and testing out ideas. Matchmaking and knowledge-sharing will also be promoted and facilitated through CO³ conferences and practical workshops to transfer knowledge and increase the market acceptance of the CO³ results. To hear more about this exciting project come along to the next ELUPEG meeting.



Kimberly Clark, one of ELUPEG Ambassadors and long term supporters continues to work to develop customer focused collaborative opportunities in Europe. Their latest initiative is to join a collaborative pooling operation in France operated by FM Logistics. The Paris based DC shared by a number of CPG's including Sara Lee, Kellogg's and KC and will enable them to offer combined deliveries to their French customers.



The Call to Collaborate

ELUPEG Member Phil Storer, IPP Logipal's European Commercial Director recently issued a rallying call to all the participants across the supply chain. In his own business, IPP Logipal, collaboration has been one of the biggest drivers of value yet Phil believes there is much room for further improvement across the industry and is calling for closer working partnerships to drive improvements. IPP Logipal has developed a significant number of relationships both upstream and downstream where the value of collaboration has been seen in reduced costs, reduced CO₂ emissions,

cutting unnecessary empty mileage and further improving sustainability. "Our business talks a great deal about sustainability especially since we work in the timber industry" says Phil who has been amazed by the number of opportunities to collaborate to improve the logistics process or reduce costs that exist. "As a leading pallet rental business we almost live other companies supply chains every day and we have been able to identify and participate in some transport or warehousing collaboration opportunities whereby we can co-locate, share, or implant facilities which makes accessing transport collaboration much easier".

Storer continues: "We're constantly looking at initiatives that will improve sustainability and for an increasing number of volume customers.

"What has been really encouraging is the extent that minds are now more open to the opportunities available".

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- ⇒ **FS Mackenzie is our 1000th member! Congratulations!**
- ⇒ **New members until April 2012 will be entered into a draw for an iPad2**
- ⇒ **Members are welcome to provide articles for the newsletter**
- ⇒ **The Marilyn Stone Collaboration Award will be presented at the November Meeting**

ELUPEG Autumn Meeting – November 23rd in Brussels hosted by P&G

World leading companies are embracing collaboration in pursuit of sustainable supply chains as part of the adjustment to the "new normal" market place. Come and learn how carbon efficient, collaborative supply chains are leading the way & hear what these companies have planned for the period up to 2020 in terms of optimising their supply chains using breakthrough technology & physical infrastructure to offset the effects of high energy costs, capacity shortages and legislative pressures.

If you don't want to lose contact with the Market leaders and miss out on the next quantum reduction in supply chain costs then make sure to join us in Brussels (hosted by P&G) to learn from the Masterclass

Extended Supply Chain - Brussels 2011



Hotel Bloom, Brussels, Belgium on November 7th to 9th 2011 chaired by Professor Alan Waller and includes a roundtable on collaboration facilitated by ELUPEG

The theme of this year's conference is focusing on:

- ***Collaboration across the extended supply chain***
- ***Risk and major disruptions***
- ***The impact of fluctuating economies***

****Special Offer for ELUPEG members**** Please phone us and quote 'ELUPEG' to receive €200 off the registration price (excludes vendors or supplier companies).

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ELUPEG MEDIA PARTNER EVENTS

- The Healthcare & Life Sciences Supply Chain Summit 7-8 November 2011 at The Radisson Blu, Brussels, Belgium
- 9th 3PL Summit & Chief Supply Chain Officer Forum, November 21-23 in Antwerp
[See the 3PL Summit PDF Event Guide Here](#)
- ***Waterfront Intermodal Freight Transport, 11 November, Central London includes a presentation from our Vice Chairman Brian Bolam***