



ECG Conference 25th May 2018

A Life in Logistics

Early Years 1973 To 1977



1973 > 1975 focus on right paper, right place, right time

UK Paper circulation Evolution

1970 – Dailies 17m per day
2010 – Dailies 10m per day

1970 – Sunday's 24m
2010 – 9.9m

Final delivery method environmentally friendly

Longer Hours



More Money



1975 > 1977 focus on right dairy product, right place, right time

UK doorstep delivery volume

In 1970's - 99% of all milk delivered
In 2014 - less than 3%

Early delivery vehicles electric!

Glass bottles recycled!

Early Years 1977 To 1988



1977 > 1978 Supermarket
warehouse operator

First warehouse experience

Focus on truck turnaround
times

Speed of delivering product to
shelves

Zero damage targets

Longer Hours



More Money

See the
World!



1978 > 1988 maritime experience
Mandatory right place right time!

Focus on Teamwork and

Operational Excellence

Life or Death

Transport Personnel / Weapons

Hybrid technology diesel and
battery

Later Years 1988 To 2018



1988 HGV Qualified

First experience of transport

- Focus on delivery on time
- Completing milk runs
- Quality of delivered goods



1988 to 2018



RENAULT NISSAN MITSUBISHI

Changes in Outbound Last 30 years



1990 Toleman MKV
12 car carrier

Attempt to Breakthrough
No real demand in Industry

Better Fleet
Management/Utilisation

Better Fuel Management /
Driver Training



New Bigger Vessels

Focus on Economy of Scale

New designs

New fuels being adopted

Technology changes driven
reduction in crew sizes

Changes in Outbound Last 30 years



Vehicle Storage & Processing Centres

E-gate

RFID

Wireless Technology

Workflow Management

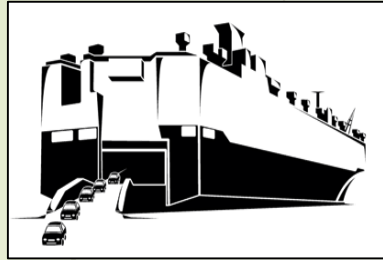


**Increased collaboration with
OEM's and ACEA**

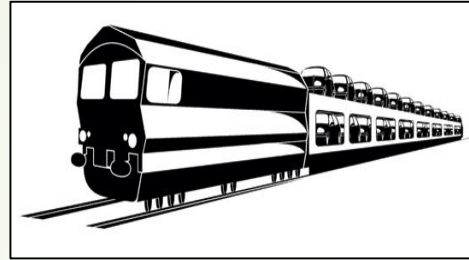
Establishment 5 working Groups

Closer collaboration on legislative
challenges

Survey of Vehicle Logistics 2016/17



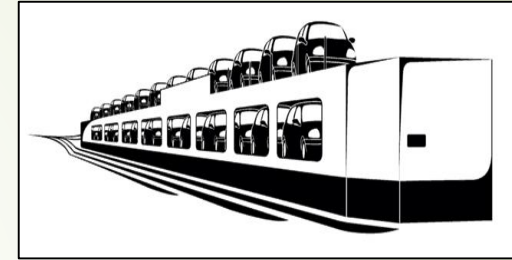
508 Car carriers



15,976 Rail wagons



22,134 Trucks



25 River barges

- **90m m2** of Compounds
- **€25.5bn** Members' aggregated turnover
- **€64.4bn** indirect turnover generated by the sector
- **80-85%** of the finished vehicles sector in Europe

- **116,000** people directly employed, **294,200** indirectly