

Release date: 13 June 2014

BIBBY-LED PANEL AT INTERNATIONAL FESTIVAL OF BUSINESS SHOWS COLLABORATION WILL SLASH SUPPLY CHAIN COSTS

A panel discussion, organised by Bibby Supply Chain Services at the International Festival of Business, has shown how collaboration in the supply chain could save around £2bn a year on fuel alone.

In the debate, held at the Museum of Liverpool on 12 June, panelists looked at the possible benefits of collaboration across various supply chain disciplines, including training, driver standards and supporting end customers.

Paul Byrne, Head of Strategy at Bibby Supply Chain Services, said that the difference between best and average drivers was worth £3,000 in fuel efficiency alone – and if those drivers were up-skilled to be more effective, the total fuel savings would equate to four times the operating profit of the entire road transport industry. However, delivering that improvement would be far beyond the capabilities of any one business, and so 3PLs will need to collaborate if they are to reap the benefits.

Backing the panel discussion were Kate Willard, Corporate Affairs Director, Stobart Group, who discussed how the industry needs to move away from a 'survival of the fittest' mentality; Jonathan Ballard, Director Parts Supply Chain Group, Toyota Motor Europe, on how customer manufacturing practices could be strongly supported by great collaboration; Professor Murray Dalziel, Director of University of Liverpool Management School, who explored how the industry has an image problem despite being at the cutting edge of collaborative strategy; and Darcy Willson-Rymer, CEO, Costcutter and Chris Etherington, Chairman & Chief Executive, Palmer & Harvey, who shared their experiences on collaboration which had cut their operating costs by 20 per cent.

Iain Speak, CEO, Bibby Supply Chain Services, said: "As one of the industry leaders in collaborative practices, this high profile event at one of the most important business gatherings in the world has given us a vital opportunity to drive real change in the supply chain. Where there is common good, we must work together. We have

a critical opportunity that we must seize to cut costs, boost efficiency, raise standards and help our customers grow.”

ends

About Bibby Supply Chain Services

Bibby Supply Chain Services incorporates Bibby Distribution, Bibby International Logistics, Packaging Logistics Services and Bibby Employment Services (incorporating System Training, Direct Workforce, Bibby Ship Management and Bibby Travel). The group provides a comprehensive range of distribution, transportation, training, employment, freight forwarding and packaging services throughout the entire national and international supply chain.

The company is part of the £1.4bn-turnover Liverpool-based Bibby Line Group, a 200 year old family owned business-to-business services specialist. It is involved in ship-owning and operation, shallow water accommodation, offshore oil and gas services, contract logistics, financial services, memorial parks, specialist plant & equipment hire and retail.

Bibby Supply Chain Services, Head office, 105 Duke Street, Liverpool, L1 5JQ.

www.bibbylinegroup.co.uk

Further press information:

James Boley and James Keeler at Garnett Keeler PR on 020 8647 4467.

BDL/113/14