

# DAVID CAIRNS

## Credentials

Experienced in Supply Chain Solution Development & Review, specialising in the Assessment of Distribution Centre Operations and Design.

### EXAMPLE PROJECTS

- Consulting Support role for major UK Retail / Wholesale organisation undergoing logistics change programme
  - Assessment of rationalisation programme following initial high level review suggesting reduction of warehouses was possible
  - Detail planning support for product transfer and consolidation programme in closure and re-alignment of supply chain for Ambient Food Products
  - General support to in-house project team on all aspects of projects for closure of warehouse, increase of capacity at other warehouses, changes in operating processes and general project control and measurement
  - Design and implementation planning support for construction and commissioning of additional temperature controlled warehouse capacity on existing client sites (build and reconfiguration).
- Review of transport and warehousing operations for manufacturer serving UK wholesale and retail customer base
  - Assessment of effect of nominated day scheduling (compared to pre-set lead time)
  - Assessment of amalgamation of flows from separate manufacturing sources using single or multiple stock bases
  - Review of use of outbases to serve distant customers (compared to practice of overnight delivery routes)
  - Assessment of potential for 3<sup>rd</sup> Party operation of transport
  - Review of handling methods and warehouse facilities for un-palletised product
- Logistics Network design for Eastern European Food Retailer
  - Assessment of logistics requirements for rapidly growing retail organisation
  - Formulation of programme for introduction of RDCs (multi-temperature) and NDCs (slow-moving goods, imports and Non-foods)
  - Outline selection of products for warehouse types, Warehouse design and fit-out specifications
  - Assessment of short term requirements for temperature controlled goods / produce
- Review of inbound and finished goods logistics for food manufacturer
  - Audit facilities of manufacturer (co-located with 2 production sites), off-site factory warehouse and ad-hoc facilities
  - Recommended consolidation of facility, preferably re-located closer to factory and operation of stricter movement of surplus goods away from on-site warehouse
  - Identified changes in transportation links between key sites and for finished goods to final market.

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## General Information

### KEY SKILLS

- Logistics Process Design and Assessment
  - Excellent analytical skills and numeracy
  - High capacity to quickly absorb information
  - Strategic approach to business development
  - Logistics Network Planning
  - Warehouse Design and Specification
  - International and new market awareness
  - Major logistics project implementation
  - Strong customer relationship management skills
  - Wide range of written and verbal presentational skills
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### EMPLOYMENT / CAREER

Q-Log Consulting Ltd.

2005 -

*Specialist Consultancy in Supply Chain & Logistics, founded 2005*

#### Director

2005 -

Independent Consultant providing logistics planning, design and implementation services to logistics users, providers and through associate relationships with other consultancies.

Key projects:

- Logistics Network design for emerging Eastern European retailer
- Support for 3PL providers in tender responses, solution design
- Assessment of future warehouse requirements for Designer Clothing Manufacturer
- Investment review (for bank) of warehouse development opportunity in E Europe
- Review of manufacturer factory logistics (UK food supplier)

Tibbett & Britten Group plc

1988 – 2004

*UK based Logistic Services Provider (acquired by Exel plc 2004). Operations in 35 countries.*

#### Development Director: Europe/Mainland Europe

2000 - 2004

Focus on major growth opportunities in EMEA. Acquisition assessment; strengthening business in emerging Eastern European market; and internal / external consultant.

Highlights include:

- Assessment for acquisition of 5 site logistics business in Czech Republic / Slovakia
- Business support to ongoing contracts – Wal\*Mart(Germany) and Auchan(Hungary)
- Assessment of business growth opportunities across EMEA, including Joint Venture partnerships in UAE & Turkey; Chilled network acquisition (UK, Germany) and new product opportunities including Primary Temperature Controlled transport (UK)
- Design and implementation support for a new build warehouse (10,000 sq m) in Poland

**Development Director: Tibbett & Britten Europe 1997 - 2000**

Led European Development Unit concentrating on growing businesses in Continental Europe, major opportunities in Europe and supporting T&B in UK. Controlled 18 development and implementation managers. Member of Europe and Continental Europe Divisional Boards.

Key achievements:

- Achieved and exceeded overall new business growth targets for the region (circa £30m per annum additional revenue each year)
- Assessment (for acquisition) of The Burton Group Logistics function in UK (2,500 people)
- Design work for Wal\*Mart contract in Germany (country entry), including provision of resource for supplier assessment in centralization programme
- Solution design for integration of T&B / Exel primary supply businesses (JRL jv.).

**Planning Director: Tibbett & Britten International 1995 - 1997**

Managed 7 planners/ analysts concentrating on new markets in Africa and Continental Europe.

- Consultancy and subsequent award of operations East Africa Industries (Unilever) Kenya –market entry and platform for subsequent regional expansion
- Design and Award of new build Unilever Hungary (country entry) – won through competitive tender and generated Tibbett & Britten's first operation outside the EU through a £10m pa multi-temperature contract and associated build project.
- Support for build and commissioning of fully automated frozen warehouse in Vienna (UK£20m investment)

**Various Development Roles: Tibbett & Britten Group 1988 - 1995**

Highlights:

- Implementation support / re-layout design - Grandways contract (regional grocery UK)
- Post implementation review Asda Lutterworth (UK)
- Design and detail planning Iceland Frozen Foods (Swindon,UK) –composite warehouse and transport. Contract win in 1992 which has been retained by Tibbett & Britten since.
- Assessment work – Overwaitea Foods, Calgary Canada (Regional Food Retailer with full range of products including fruit ripening facilities)
- Operational assessments of acquisition target in Austria (country entry)

BOC Group plc 1977 – 1987

*UK based PLC. Industrial & Medical Gases supplier, with contract logistics business*

**Analyst (BOCDS)/Warehouse Manager/Depot Manager (Transhield) 1985-1987**

- Managing a combined warehousing and transport operation involving circa 190 staff distributing fresh food to 42 Marks & Spencer stores in NW England.
- Managing a warehousing operation through substantial change
- Identifying and assisting on winning of BOCDS' first major (non M&S) contract.

**BOC Gases**

**Planning Asst./Hydrogen Manager/Project Manager/Transport Superintendent 1977-1985**

- Line management of multi-drop transport operations
  - Project management / Implementation of computerized forecasting and scheduling systems
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