



The Esli Newsletter

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Your Supply Chain in 2020 : what you need to do...starting today

> **The Supply Chain in 2020 will be the subject of the "Entretiens de la Logistique", on the 13th of October at ESLI. A conference divided into 5 areas, which will all experience major changes in the years to come. Anticipation for innovation today and tomorrow will be the key theme of the sixth edition.**

Michel Savy, Professor of Economics at the University of East Paris, will bring his knowledge to bear throughout this day. He says that: "despite the current reduction in the volume of activity, the crisis has not frozen change in the logistics industry and has even accelerated it. Between now and 2020, trends will begin to emerge to make accurate forecasting possible." With Bruno Durand, senior lecturer at the University of Nantes, we will see whether e-logistics requires a change strategy or continuity. On line sales means that logistics has to be adapted to every family of products. For this reason, the sector of high tech products, groceries, flowers and books are worth studying and through them different logistic scenarios. Paul Tourret, director of Isermar, will discuss the theme of international logistics. How will the new world logistics zones change flows? One of the phenomena of globalisation is the mobility of industrial processes, in particular consumer goods. The location for the production of manufactured goods is often determined by an attractive public policy and the reason for the advance of the Far East is not simply a cheap labour force. The

setting up of a policy of special economic zones in regions closer to Western markets is a possible development, because rising energy costs are making an integration of maritime transport into the logistics chain a key factor. We will also see how to improve the Supply Chain using a sustainable development perspective. What impact does "Smart Technology" have on the Supply Chain? Or how can you measure the Supply Chain skills of your company and develop them? This will be an occasion to reflect on the big challenges for every company's logistics strategy, for every skilled professional and for every public authority. This conference aims to provide answers based on the conviction that innovation and anticipation are key factors in success. The Supply Chain, which is essential for any company to stay competitive, is at the heart of this phenomenon. At ESLI, on the 13th of October, experts and professionals will debate these strategies for success.

For all information about this conference (programme, registration, exhibitors, awards), please consult the site www.entretiens-logistique.com



→ Graduate studies
Flow Optimisation at Lobodis



→ Continuing studies
Grow with Your Company



→ Perspectives
Adapting industrial tools to small batch production



Flow Optimization at Lobodis

> Lobodis is a coffee roasting company which since 1988 has only produced fair trade coffee aimed mainly at the supermarket sector. As part of his Graduate Studies at ESLI, Sébastien Salin did his internship at Lobodis. A project based on flow optimization and in a very competitive market.

There were several aspects to his project at Lobodis: the analysis of existing flows in the company and the drawing up of specifications aimed at integrating the transport and stock management ERP modules. Physical flow analysis, to find ways of improvement, was also aimed at a definition of the logistics function with a view to creating a post of Logistics chain manager. During the internship, Lobodis had to respond to the reorganisation of a major client in the retail sector which was moving to a pull flow management system. The common points of these project areas were the different changes that are affecting the company and its clients. For Frédéric Lerebour, Lobodis Production Director, hiring an ESLI trainee for these different projects was the best way to prepare for these changes by relying on someone capable



Frédéric Lerebour, Production Director and Sébastien Salin, ESLI student.

of mastering logistic action plans. The ability of the ESLI student to propose solutions in line with the reality of the company and to target correctly the flows was therefore welcome. "The strategic aspect of the study and the flows analysis in a situation of logistic action plan reorganisation was very interesting for me", says Sébastien Salin.

"We're developing in a changing competitive environment and we have to adapt ourselves to our clients' strategic changes to satisfy them", adds Frédéric Lerebour. "The company needs someone

whose strong technical skills, in terms of logistics, aids our understanding of customer needs so that we can work in partnership with them. Logistics is nowadays a major issue for customer satisfaction," he concludes.

Lobodis, 100% Fair Trade

The coffee roasting company, Lobodis, was created in 1988 and since 1993 has produced solely under the Max Havelaar label, the leader in Europe. Today the company offers a range of 10 pure arabicas 100% Fair Trade from small plantations on high plateaus and sold in the main supermarkets. By paying a guaranteed minimum price of \$1.35 per half kilo of coffee, the company delivers more equity in commercial exchanges and thereby ensures better stan-

dards of living and work for thousands of producer families in the South. Fair Trade products, which are respectful of social and economic norms have seen increasing growth in recent years. In 2008 more than 1 in 2 French people knew about Fair Trade and more than 70% had a positive opinion according to a TNS Sofres survey.*

For more information:
<www.lobodis.com/>

*Survey carried out in March 2008 by TNS Sofres

NEWS

Welcome back!

Jean-Maxime Bodenez has just come back from a gap year at Griffith College, Dublin. The ESLI student is very positive about this experience. Apart from perfecting his English, his motivation was to prepare a related diploma (Professional Certificate in International Business Management) to refine his knowledge in business and management. He says: "It was also a rich cultural experience to work with people from a variety of nationalities. I learnt how to develop an international business and to understand the main risks and challenges for companies seeking to develop internationally. Amongst other things the course focused on how to develop a business plan, the stages of international development and management. This training is perfectly in step with our ESLI diploma of Supply Chain Manager".



Success of the Careers Forum

In June ESLI organised its Careers Forum to facilitate encounters between companies and students. Lactalis, L'Oréal, FM Logistics, Système U, Adelante, Kuehne+Nageland Handicap International all came to meet their future Supply Chain Managers. Each company carried out interviews with 8 to 10 students following offers made. The companies also presented their activities during workshops and stands.

Internship periods 2009-2010

Companies can register their offers of internships or professional contracts for 2009-2010 on the website www.esli.fr and by clicking on "Relation entreprise" and then "Proposer un stage".

The internships will take place as follows: 2nd year 19 weeks in October, November, December 2009; February, March, April and May 2010; 3rd year: 24 weeks from January to June 2010.

Contact: rlamber@rennes.cci.fr

Period of Professional Development: Grow with your company

> **Christophe Texier, an employee at Le Roy Logistique took the opportunity of a large scale reorganisation at the Herbiers agency to do a training course at ESLI. This period of training gave him the opportunity to gain further qualifications. The company has benefited from his acquisition of new knowledge at a strategic moment.**

Christophe Texier is head of the night shift at one of the 16 agencies of Le Roy Logistique. He decided to follow the sandwich course training of CD11 at ESLI so that he could respond to the needs of his agency in a period of restructuring. The training of 3 days every 2 weeks suits me well and allows me to be trained without being separated from the company”, says Christophe Texier. This was a training course, which enabled him to enlarge his skills base. Working alongside the Warehouse manager responsible for a Logistics team of 37, this employee has to analyse and reorganise the activities linked to the expansion of the warehouse located in Les Herbiers in the Vendée. This is a state-of-



A mix of work and training to grow with your company.

the-art building whose growth from 12000 to 27000m2 means a significant reorganisation. There are implications for daily management and new procedures required. Each new client has to be studied and analysed. “I work with the IT department to set the parameters of our software specifying the services that the customers

expect, the type of product and their warehouse management, traceability, packaging or associated requirements”. A project supported by the ESLI training and which comes at a key moment for our agency. “My profile has developed and I can bring a new approach to the work. And the development from a post of team leader to a role of analysis and reorganisation is very interesting for me.” For Jean Texier, warehouse manager, “Christophe has a support role in the depot. I can rely on him and his training which corre-

sponds perfectly with our needs. It’s a very good deal for the company.”

Increase your qualifications

The professional training period allows employees on a permanent contract to train and gain further qualifications when the company and technological developments make this a necessity.

Their job security is therefore enhanced. Salaries are maintained when the training takes place during work time. This training gives access to a professional qualification approved by the National Repertory of Professional Certificates.

Contact : Marie-Hélène Abbane <mabbane@rennes.cci.fr>

Professional Certificate in Logistics

> **This training course is aimed at working employees or staff wanting to change jobs. It provides professional certificates, which are module specific or a professional certificate in global logistics. They give access to selection for the Logistic Manager training (level II, Bac+4).**

PROCUREMENT/STOCK MANAGEMENT SEMINAR

Jobs: stock manager, procurement manager
Objectives: provide tools to manage stocks and optimise sourcing
5 days (30hrs): 19-23 October 2009

PRODUCTION MANAGEMENT/QUALITY (LEVEL 1)

Jobs: planning agent, quality control agent
Objectives: provide the basics of production management
5 days (30hrs): 26-30 October 2009

PRODUCTION MANAGEMENT/QUALITY (LEVEL 2)

Jobs: planning agent, quality control agent
Objectives: provide the tools for continuous and sustainable improvement
5 days (30hrs): 2-6 November 2009

DISTRIBUTION/TRANSPORT SEMINAR

Jobs: warehouse manager, site manager
Objectives: provide tools and methods to manage and optimise distribution activities
5 days (30hrs): 9-13 November 2009

Adapting industrial tools to small batch production

> **The logistics of small batch production is specific to certain industries and requires particular management techniques. It is also defined by the possibility or impossibility of using mass production logistics tools. This is a problem, which interests the companies of this region, given the composition of the industrial network.**

The Supply Chain Management of small batch production is not a subject which is frequently addressed. ESLI is interested and took part in a seminar last June in Nantes entitled "Logistic Optimisation and production in the small batch industry". Students* have also given a year of research to this subject and the results were presented at the most recent Génial conference. In terms of volume and type of production, small batch is located almost at single units because of the size and quantity of finished products. Aeronautics, defence, machine and agricultural tools, public works machines are the main sectors. The products of these industries are usually complex to manufacture and their finish varies. Consequently there are numerous constraints on the Supply Chain: production by order, highly skilled workforce, low level of automation, transformation techniques, delays...which cause a low reactivity negatively affecting efficiency. The reduction in mass markets in favour of variety and the personalisation of products has led to an increase in the number of small batch companies. However we can note that improvement guides for these specific

Supply Chain cases are almost non existent. So do Supply Chains for large scale and small batch production differ significantly? What logistic tools are appropriate? We can see numerous common logistic and organisational methods, even if the procurement chain is particular to small batch. Tools such as 5S, pokayoke or the Kaizen approach are well suited. Automation, SMED or Milk Run are more complex because of the volume required for a profitable return on investment. The smoothing of production will only concern semi-finished products in small batch production. Demand is so individualised that tools like PIC or PDP have to be greatly modified. If mass production tools can sometimes be applied to small batch, depending on the situation they must be adapted to the requirements of small batch.

**Supply Chain Management of small batch production (Marion Berujon – Thomas Collin – Kévin Lhotellier – Olivier Planchette – Nathalie Siard)*

Fourth Edition of the Génial Conference: inter-company relations and information systems

The 4th edition of the Génial conference (Study Groups to Aid Logistics), ESLI's 2nd year students research laboratory, took place on the 11th of June. This event, which brings together an ever-increasing number of participants (80 this year), presents innovative work that is always based on real cases. It is the result of several months of research, which is often carried out in the students' internship companies. Some solutions proposed during this research will be put into practice, like the reorganisation of the waste collection network in Redon and

its surrounding area or the procurement network of collective catering for this same area. This year, we have seen the increasing importance of inter-company relations in the optimisation of the logistics chain as well as the decisive influence of information systems, as shown by the organisation of an automobile chain with or without centralised information systems.

Please find the details of these nine research projects on: www.esli.fr/fr/innovation-recherche/4eme-colloque-du-genial.html

Diary

→ September 2009

Humanitarian Logistics: Process Professionalizations
17 September
Location: Normandy Management School-Le Havre
www.ecole-management-normandie.fr/

Top Transport Europe Business Conference of European loaders
29 & 30 September
Location: Pharo Palace – Marseille
www.top-transport.net

→ October 2009

EasyFairs EMPACK 2009 Packaging and Innovations Trade Fair
7 & 8 October
Location: Brussels Expo – Brussels Belgium
www.easyfairs.com

Les Entretiens de la logistique "Your Supply Chain in 2020: what you need to do...starting today"
13 October
Location: Redon
www.entretiens-logistique.com

Eurofret 2009 3rd International Conference
19 & 20 October
Location: Paris
www.groupeactis.com

Congrès national FNTR Transport in Europe and the crisis of TRM
28 & 29 October
Location: Centre des Congrès de la Villette à la Cité des Sciences et de l'Industrie à Paris
Tél. 01 44 29 04 01
www.fntr.fr

Newsletter Contributors:
Marie-Hélène Abbane, Romain Lambert, Sylvie Pesme, Didier Sadaune, Pauline Pichon.
Publication Director: Steven Gérard.
Photo Credits: Esli.
Conception: Jardin d'Idees - *Layout:* F. Bauvin
Translation: Tony Cragg

Ecole Supérieure de Logistique Industrielle
(Graduate School of Industrial Logistics)

26, quai Surcouf - BP 90628 - 35606 REDON Cedex-France

Phone : (33) 2 99 71 60 20 - Fax : (33) 2 99 71 25 98 - e-mail : esli@rennes.cci.fr - www.esli.fr

Chambre de Commerce et d'Industrie de Rennes