

How an Industrial Estate can collaborate to reduce operational cost

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StanleyBlack&Decker

AGENDA

The estate collaboration concept – how it was born

Key collaboration benefits

Key projects

Introduction – Danielle Kozlowska

- BA (hons) International Business in 2002
- 10 years experience in Logistics
 - Lloyd Fraser Group
 - Panasonic
 - Stanley Black & Decker
- Process Improvement Manager with Stanley Black & Decker
 - Improvement projects
 - Capex projects implementation
 - Compliance (H&S, SOX)
 - Stock Control
 - Facility Management
 - Operational support

Three Iconic Brands

The Stanley logo consists of the word "STANLEY" in a bold, black, sans-serif font, enclosed within a yellow rectangular border.

No.1 brand in the UK

The Black & Decker logo features a red diamond-shaped icon with a white diagonal line, followed by the words "BLACK&DECKER" in a bold, black, sans-serif font.

No.2 brand in the UK

The DeWalt logo features the word "DEWALT" in a bold, black, sans-serif font, with a yellow horizontal bar above and below the text.

No.2 brand in the UK

Introduction – Danielle Kozlowska

- Stanley Black & Decker
 - Merged distribution centers in 2011



- 150,000 sq ft
- 22,000 pallet locations
- 20,000 smalls locations
- 98 FTE's
- 10,000 SKU's
- 7,000 average lines shipped/day
- £8m stock holding
- Pallet and parcel distribution

- Key challenges
 - Driving cost savings without compromising service or KPI's
 - Building team morale to ensure KPI's are achieved with the merge changes

Estate Collaboration Concept – how it was born

- Brackmills Industrial estate in Northampton became Brackmills Industrial Estate Ltd in 2009



- The vision was:
 - Safe and secure environment
 - Improve transport access
 - Enhance image
 - Optimize resources



Estate Collaboration Concept – how it was born

- Structure

Board of Directors



Steering Groups

- Transport
- Communications
- Environment, Health and Safety
- Procurement and Effectiveness

- The P&E group was formed in 2009
- Vision – group collaboration for buying power and cost saving initiatives
- Members include; Travis Perkins, Coca Cola, Panasonic, Great Bear

Collaboration Benefits

1. Buying power
2. Sharing knowledge

Key Projects

- Pallet procurement
- Eco Targets
- Temporary staff
- Packaging
- Security
- Training
- Transport
- General procurement (uniforms, signage etc)
- Productivity (technology/processes)
- Waste
- Cost saving initiatives/incentive schemes

Thank you!

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