Best Practices

An example from P&G and Tupperware

Driving sustainability through horizontal supply chain collaboration
Agenda

✓ Industry situation & why collaboration make sense
✓ P&G - Tupperware case study
✓ Horizontal collaboration process
✓ Way forward...
Industry situation

Compelling need for change
Introduction – Industry situation: compelling need for change

- Cost of inefficiency
- %Load Factor
- %empty truck (km)

This is bad for profitability and the environment

* EU data
Why collaboration makes sense

Collaboration with external companies is KEY to go *BEYOND* our internal efficiencies.
P&G – Tupperware
A case study of horizontal collaboration
Background

• Both Tupperware and P&G have a manufacturing sites and DC’s in Belgium

• Both companies ship significant volume to Greece

• Product characteristics of both companies are opposites – Heavy vs. Light
Situation before

2 shippers

2 separate supply chains

Similar lanes (corridors)
## Comparing the flows

<table>
<thead>
<tr>
<th></th>
<th>Tupperware</th>
<th>P&amp;G</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sending site</strong></td>
<td>Aalst, Belgium</td>
<td>Mechelen, Belgium</td>
</tr>
<tr>
<td><strong>Receiving site</strong></td>
<td>Thiva, Greece (100km from Athens)</td>
<td>Athens, Greece</td>
</tr>
<tr>
<td><strong>Mode</strong></td>
<td>Road</td>
<td>Intermodal</td>
</tr>
<tr>
<td><strong>Equipment type</strong></td>
<td>120m³ combi-trailers</td>
<td>45ft containers</td>
</tr>
<tr>
<td><strong>Loads per year</strong></td>
<td>~80</td>
<td>~300</td>
</tr>
<tr>
<td><strong>Transit time</strong></td>
<td>3-5 days</td>
<td>6-7 days</td>
</tr>
<tr>
<td><strong>Frequency</strong></td>
<td>1x week</td>
<td>3x week</td>
</tr>
<tr>
<td><strong>Loading method</strong></td>
<td>Bulk</td>
<td>Palletized</td>
</tr>
<tr>
<td><strong>Load preparation</strong></td>
<td>~27 man hours</td>
<td>~1 man hour</td>
</tr>
<tr>
<td><strong>Volume utilization</strong></td>
<td>~85%</td>
<td>~50%</td>
</tr>
<tr>
<td><strong>Weight utilization</strong></td>
<td>~30%</td>
<td>~95%</td>
</tr>
</tbody>
</table>

*Full in Volume, Half-empty in Weight*
Optimizing internally
Common flows – 98% overlap
Situation after

2 collaborative shippers

Joint intermodal corridor

P&G managed X-Dock
The best of both worlds
Consolidation process
Project results & benefits

- Saved 150,000 truck-km by taking trucks off the road

- Cube & Weight Fill improvement: 55% → 85% by heavy & light mixing

- Moving to Intermodal solutions for partner

- >200 Tons CO₂ reduction

- Collaborative Savings: ~17% Cost saving on total lane costs
Process & Way forward
TINA Intermodal Network - collaboration

Using established intermodal networks to drive sustainability through scale and frequency

Trains… Intermodality, a New Approach There Is No Alternative
Way forward...?

Solo
1 Company optimization
P&G Supply Chain

In Partnership
Tupperware + P&G

Expand partnership
Multi-lane collaboration

Multi Party collaboration
3+ partners (CO3 framework)

Future Market Place
10-30+ partners
Interested to explore joint sustainability options

CO₂ reduction opportunities?

Contact us!

Thank you.