UKWA National Conference

3rd-4th March 2020

Hallmark Queen Hotel,
Chester CH1 3AH

Agenda

Next Generation Logistics

At a time of rapid and unprecedented change in the logistics industry, do not be left behind!

View Agenda

UKWA

The Voice of The UK Logistics Industry

Agenda: Day 1 Tuesday 3rd March 2020

Morning

9.30 - 10.00
Registration

10.00 - 11.00
Refreshments and Networking

11.00 - 11.15
Introduction

Peter Ward,
Chief Executive, UKWA

It's a pivotal time for our industry, and this conference brings together a broad and impressive representation of the logistics sector to discuss the challenges and find solutions for success at this time of rapid and unprecedented change. To ensure you're not left behind, we have a programme and forum to answer the big questions about how to adapt and evolve your business and appeal to a new breed of tech-savvy, environmentally aware consumers that are also the new work-life balanced employees of the future.

11.15 - 12.00
Opening Keynote: WHY are we here, WHAT value do we as a business deliver against our core purpose, and HOW do we need to be to succeed?

Eleanor Winton,
Founder of Foresightfully and former leader of KPMG's Future Institute

Eleanor shares her observations on key global trends shaping the future of business, with fascinating examples of how the corporate world is responding – or not ! As Gen Z reaches adulthood as both consumers and the future workforce, we are quickly approaching a tipping point in the race to save the planet. Eleanor explores the huge potential opportunity for those prepared to engage with it and enormous existential risk to business leaders, policy makers and industry stakeholders who choose instead to focus on the short term.

12.00 - 12.30
The Economists' View

Walter Boettcher,
Director of Research and Forecasting,
Colliers International

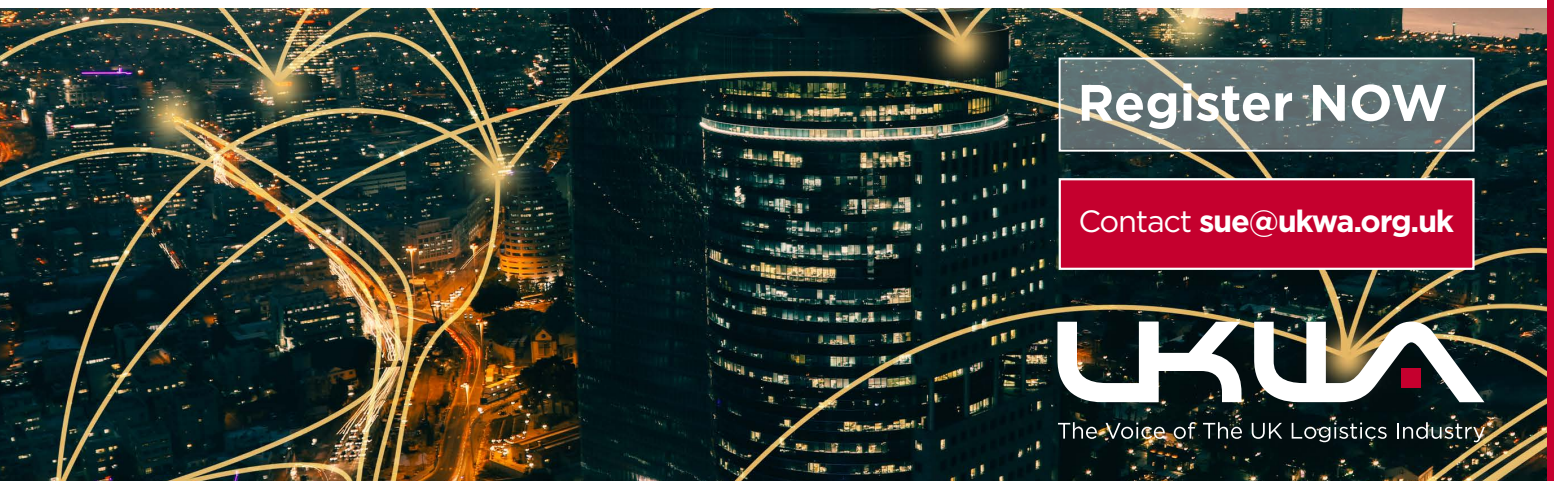
While business, consumer and investor confidence might be expected to improve, given the UK's new-found political stability, the slow pace of global economic activity remains a constraint to recovery. While increasingly fragile domestic demand has supported UK consumer goods production and retail distribution, momentum in export-driven manufacturing has weakened substantially to levels not seen since the global financial crisis. This session reviews the economic climate both in the UK, but also globally, exploring the ebb and flow of trade and the political and geopolitical tensions that have increased uncertainty about the future of global trading. Is globalisation in permanent decline?

12.30 - 13.00
Real Estate - the fundamental enabler

Will Laing,
Logistics Analyst, Savills

There have been plenty of economic and political issues with the potential to impact adversely on the logistics real estate market in 2019, but the 'stats' and general sentiment paint a positive picture. As we move into 2020, will the logistics industry be freed from the shackles of uncertainty which may have delayed investment decisions in recent years? This could manifest itself in a number of ways including new entrants to the market, mergers and acquisitions or simply business investment to modernise outdated logistics networks.

13.00 - 13.45
Lunch



Agenda: Day 1 Tuesday 3rd March 2020

Afternoon

13.45 - 14.45

Value Added Service as a revenue generator

Moderated by:
Josephine Coombe,
Director, Nulogy

Supported by:
Mark Catley, Business Development Director UK & I, XPO Logistics
Ian Walker, Managing Director, 3P Logistics

Meeting the needs of the technology-enabled consumer is changing the way brands, retailers and contract suppliers are collaborating to take products to market. In search of flexibility and agility within logistics to meet ever-increasing consumer expectations, brands are progressively turning to external suppliers for their expertise and breadth of services. In turn, third-party logistics providers are increasingly offering value added services in order to position themselves as competitive, strategic suppliers. Supported by a case study of XPO Logistics' solution for Nestlé, Nulogy's Josephine Coombe asks a panel of experts how 3PLs can leverage value added services to win new business, and what kind of value added services offer the greatest growth opportunities.

14.45 - 15.30

Automotive Sector - bumpy road ahead?

Professor David Bailey,
Professor of Business Economics at Birmingham Business School, University of Birmingham

The importance of the automotive sector to the UK economy and logistics industry cannot be overstated, given the supply chain engineering and logistics architecture that facilitates the annual manufacture and distribution of 1.5 million vehicles. Prof. Bailey explains how the automotive sector, which has for many years shaped customary logistics practices, is perilously placed pending the final outcome and impacts of Brexit and the transformation to electrification.

15.30 - 16.00

Break

16.00 - 16.30

Differentiation and exceptional service is key to success

Paul Whyte,
Managing Director, Best Food Logistics

In 2017 Paul was appointed to run the turnaround and disposal of the UK's largest shared user contract Logistics provider to the hospitality industry, whose customers include Burger King, Nando's and KFC. Paul will describe how he has led the turnaround of what was a heavily loss making business known as Bidvest Logistics, into an instantly recognisable, service led, innovative and profitable brand, that is now known as Best Food Logistics. Operating in a poor service industry, Best Food Logistics has successfully differentiated itself through innovating with cloud based technology that utilises its Big Data mines to lock in and continually demonstrate exceptional service levels and value to its customers, right down to the final meter. This has allowed the business to negotiate increased pricing across its customer base and sign a record number of long term, profitable contract extensions. Best Food Logistics now receives glowing recommendations and awards from its customers and the industry and, having recently been acquired by Tesco/Booker, is poised for growth.

16.30 - 17.30

Logistics Users Panel Discussion

Moderated by:
Mark Thornton Chief Operating Officer, Maginus
Panel:
Chris Warn, Global Logistics Director, Pentland Brands,
Deon Pillay, Head of Supply Chain, Nando's Grocery International Ltd,
Juan Manuel Santiago Mendez, CEO, Mercedes-Benz Parts Logistics UK Ltd

During this conference we hear more about the rise of e-commerce, delivery demands by technology-enabled consumers and how the twin pressures of cost and sustainability have combined to create new challenges, alongside a new cohort of young people who increasingly rely on the efficiency of supply chains for all aspects of their lives. Representatives of UKWA's Logistics Users Forum discuss some of the big issues facing the logistics industry and offer their insights on how third party logistics providers and the wider industry should prepare for the next generation of logistics.

19.00 - 20.00

Networking Reception

20.00 - 22.30

Conference Dinner - including inspirational after dinner speaker, Beth Thomas

Agenda: Day 2 Wednesday 4th March 2020

Morning

9.00 - 10.00

Addressing Climate Change

Moderated by: Alan Kiff, Head of Consulting, Concept Energy Solutions

Panel Discussion:
Ray Conboy, Director, Luxonic Lighting
Chris Wallis, Business Development Manager Kingspan
Matthew Marks, Compliance & Sustainability Mgr, Pallite

The last year has seen significant strides in action taken on climate change, with Greta Thunberg and Extinction Rebellion elevating the issue in the minds of the British public. This shift in attitudes means that the environment will be a defining issue of the new decade, with the UK becoming the first major economy in the world to set a legally binding target for net zero emissions by 2050. With many major corporates already taking action to future proof their operations against climate change, this session explores what steps the logistics sector can take to meet carbon compliance obligations, and the likely consequences for those that aren't taking voluntary steps who may soon be under pressure from ambitious policy changes.

10.00 - 11.00

Technology and automation is the preserve of the big players - reality or myth to ignore at your peril ?

Moderated by: Guy Willott, Head of New Business, Voiteq

Presentation by:
Priya Ravidran, Manager of Economics & Policy, PWC

Panel Discussion:
Katherine Parker, Senior Project Mgr Logistics, Sainsburys
Rachel Price, Business Dev. Mgr Intralogistics, Siemens
Niccolò Corsini, Managing Director, Sonodot

Dynamic management of inventory is now a critical part of the supply chain, and the warehousing sector is undergoing significant developments with the application of automation and artificial intelligence. In this session the panel will discuss the key findings of PWC's recently published report entitled "Impact of automation and AI on the UK warehousing sector" exploring the opportunities for automation, assessing the impacts and challenging the notion that investment into technology is the preserve of the big players.

11.00 - 11.30

Break

11.30 - 12.30

Logistics is the new retail - but with greater opportunities come greater responsibilities

Moderated by:
Murray Gibson, Director, Murray Gibson Associates

Supported by:
Howard Catherall, Partner Gotelee Solicitors
Iain Bartholomew, Director of Logistics Urban Outfitters
Stephen Basey-Fisher, Managing Director Century Logistics

As the e-commerce phenomenon continues at pace, and in the light of Grenfell, we can expect a greater level of responsibility and scrutiny falling on those involved in the supply chain to ensure that only safe products reach consumers. Indeed, the newly formed Office for Product Safety and Standards has issued a report to highlight the degree of importance now given by central government to the product safety obligations placed upon warehouse keepers and those offering fulfilment services.

12.30 - 13.15

Closing Keynote: How and why logistics organisations must meet digital disruption head on

David Lucas,
Managing Director,
Change 4 Growth (UK)

David identifies the organisational challenges brought about by the digital era and the need for planned response. He explores how defining and leading change is consequently going through a revolution of its own and considers the methods that logistics organisations need to adopt to understand and meet the challenges. He considers the dramatic shift in the relationship between humans and technology and therefore the workforce and the workplace of the future, re-building structure and culture to accommodate both digitalisation and generational influences and opportunities. Finally, David reviews the relationship between today's organisational constraints and the pace and complexity of the journey into the digital era.

13.15 - 13.30

Summary/wrap up

Peter Ward,
Chief Executive, UKWA

13.30

End of conference