



TFD Network Africa (Pty) Ltd
Macquarie Site Visit
5th October 2011 – TFD Jet Park

Agenda



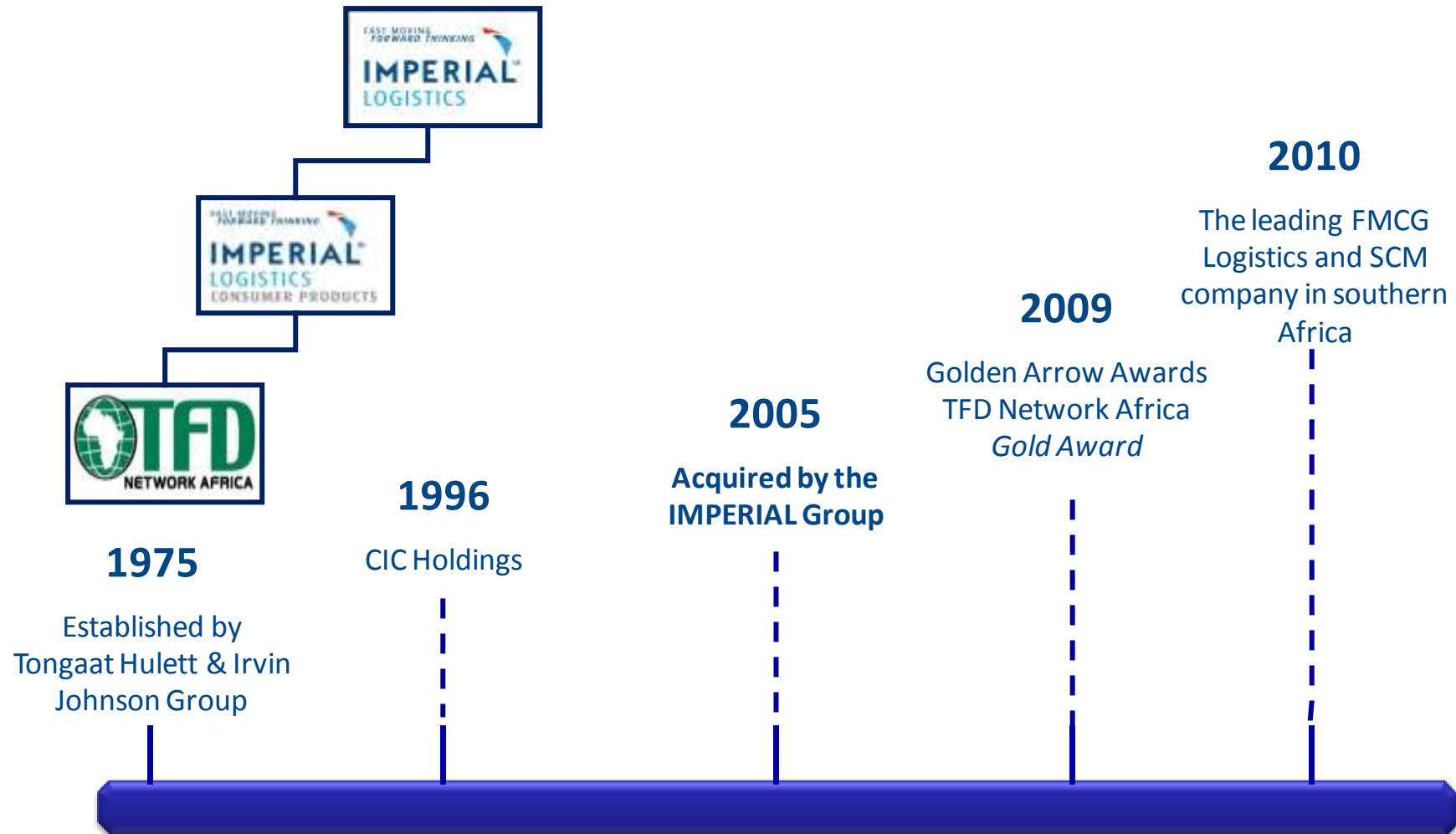
- ☐ **IMPERIAL Logistics' relevance to TFD Network Africa (Pty) LTD**
- ☐ **TFD Overview**
- ☐ **Blue Chip Customer Base**
- ☐ **TFD Network Options / Solutions**
- ☐ **IT Capabilities**
- ☐ **Case Studies – Supply Chain Management**
- ☐ **Proof of Sustainability**
- ☐ **Tiger Consumer Brands – Phil Roux Video Clip**

IMPERIAL Logistics in Perspective



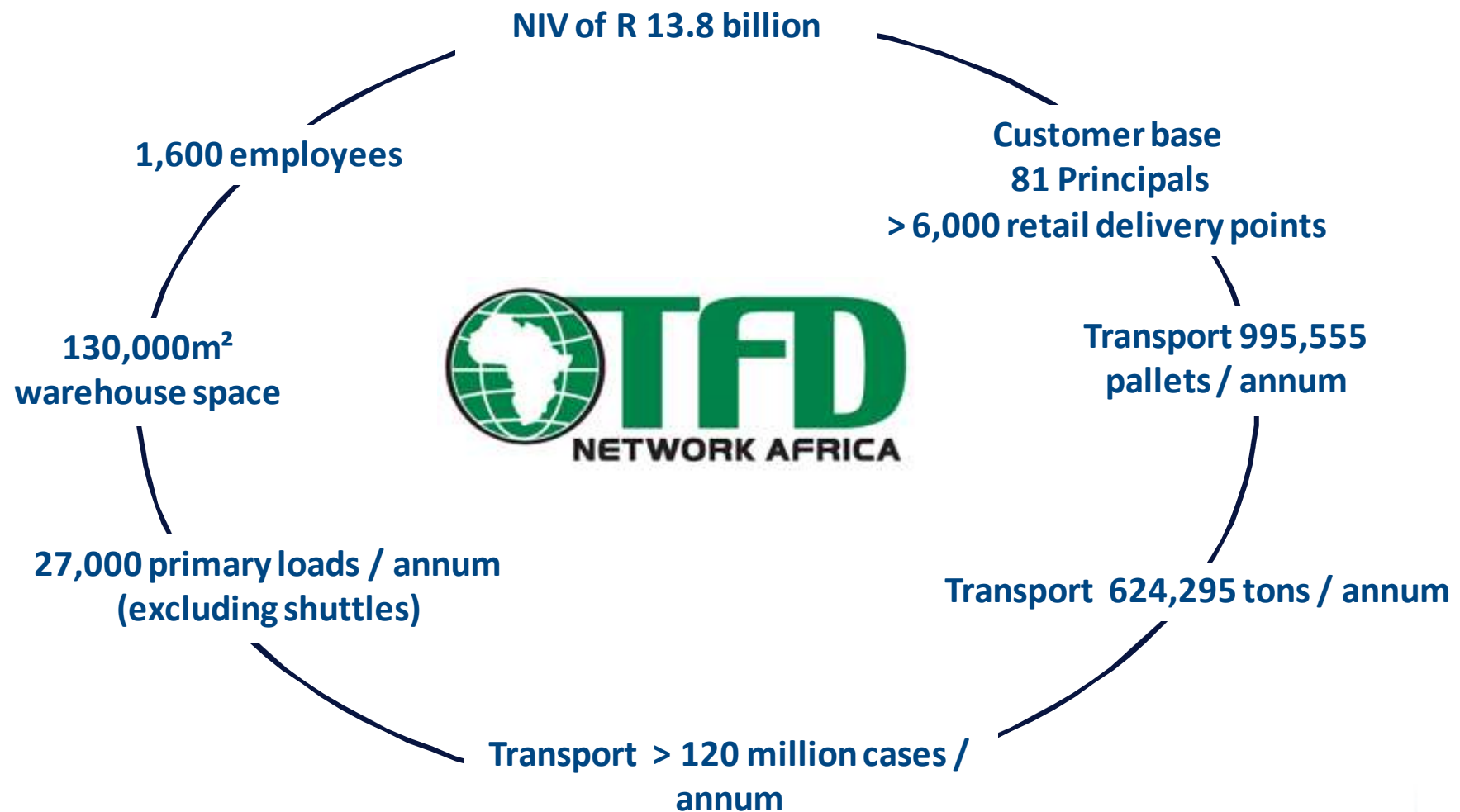
TFD Overview

Company Background – Shareholding



TFD Overview

Fast Facts 2011 FYE



TFD Overview

From 3PL to Lead Logistics Provider (LLP)



WAREHOUSING

- 3rd Party Warehousing on national basis
- Technology enabled processes
- Standardised best practices

DISTRIBUTION

- Primary & Secondary distribution
- Diverse product basket allowing for distribution efficiency
- Technology enabled routing & scheduling processes

VALUE ADD SERVICES

- Debtors Pricing & Administration
- Activity-based billing
- Dedicated Customer Services Department
- Demand Planning & Forecasting
- Call Centre operations

Warehouse Management System

- RedPrairie WMS, centralised, scalable solution
- Standard Software implemented across all sites & principals

Standardised ERP

- Proteus ERP with standardised interfaces
- Standardized information, reporting & processes across all sites & principals

People and Processes

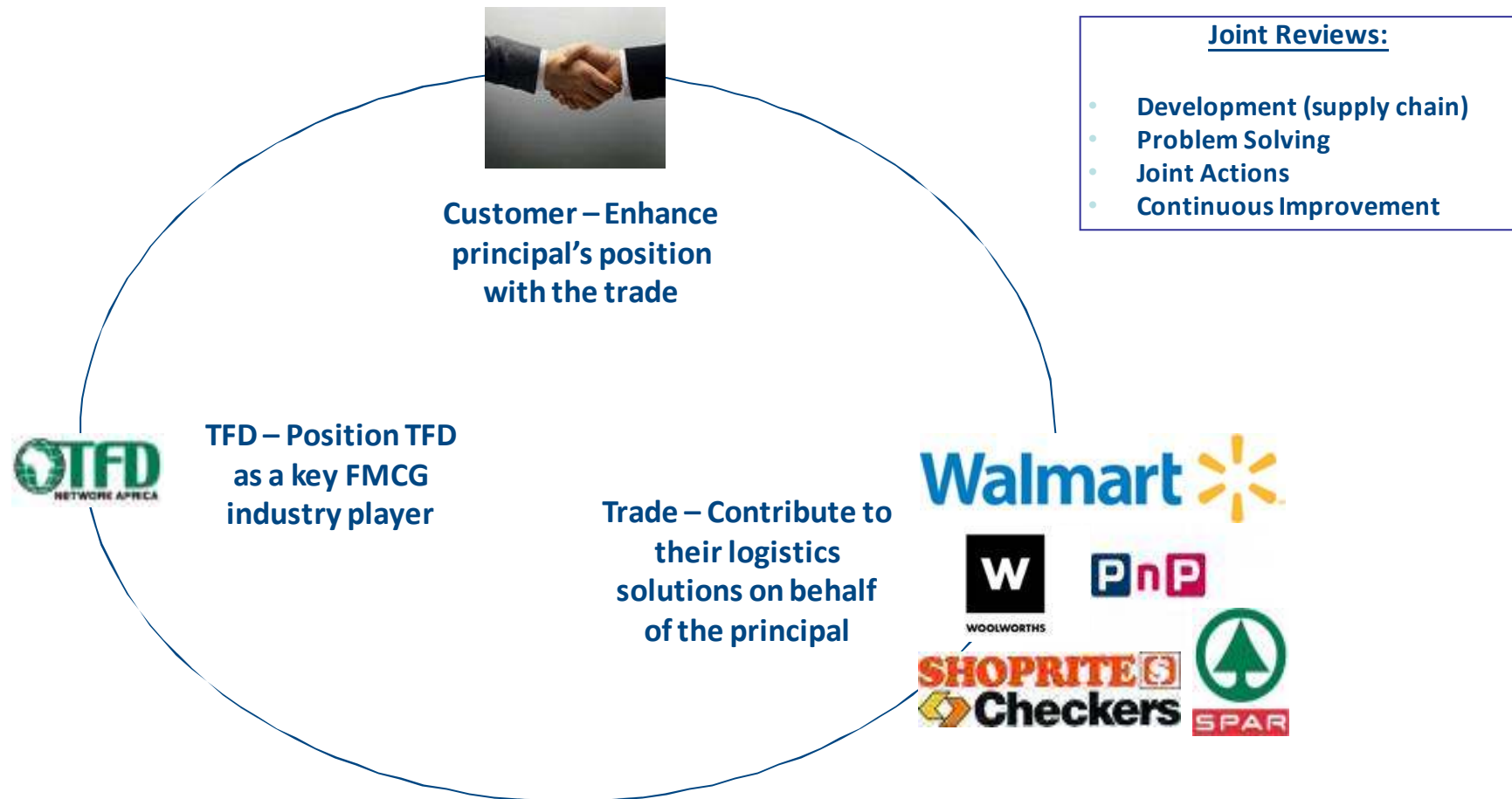
- TFD staff with in-house ERP, WMS & TMS skills
- TFD staff train new users and implement systems

Measurable KPIs

- Customer Service, Productivity, Cost to Serve by activity, Profitability, Throughput, Order fill, Delivery performance

Blue Chip Customer Base

Building Strategic Alliances Across the Enterprise



Blue Chip Customer Base



FMCG / Food



Consumer Durable



Confectionary



Liquor



TFD Network Options / Solutions

Resource Information



Description	Amount
Primary Vehicles operated nationally (Broco)	210 vehicles
Secondary / Distribution Type Vehicles	161 vehicles
Dedicated Warehouses operated nationally	2 DCs
Multi-Principal Warehouses operated nationally	6 DCs
Temperature Controlled Facilities	4 DCs
Number of Transhipment Agents currently being used	4 agents
Percentage of vehicles owned versus outsourced	65% Owned 35% Outsourced
Percentage of facilities owned versus outsourced	67% Owned 33% Outsourced

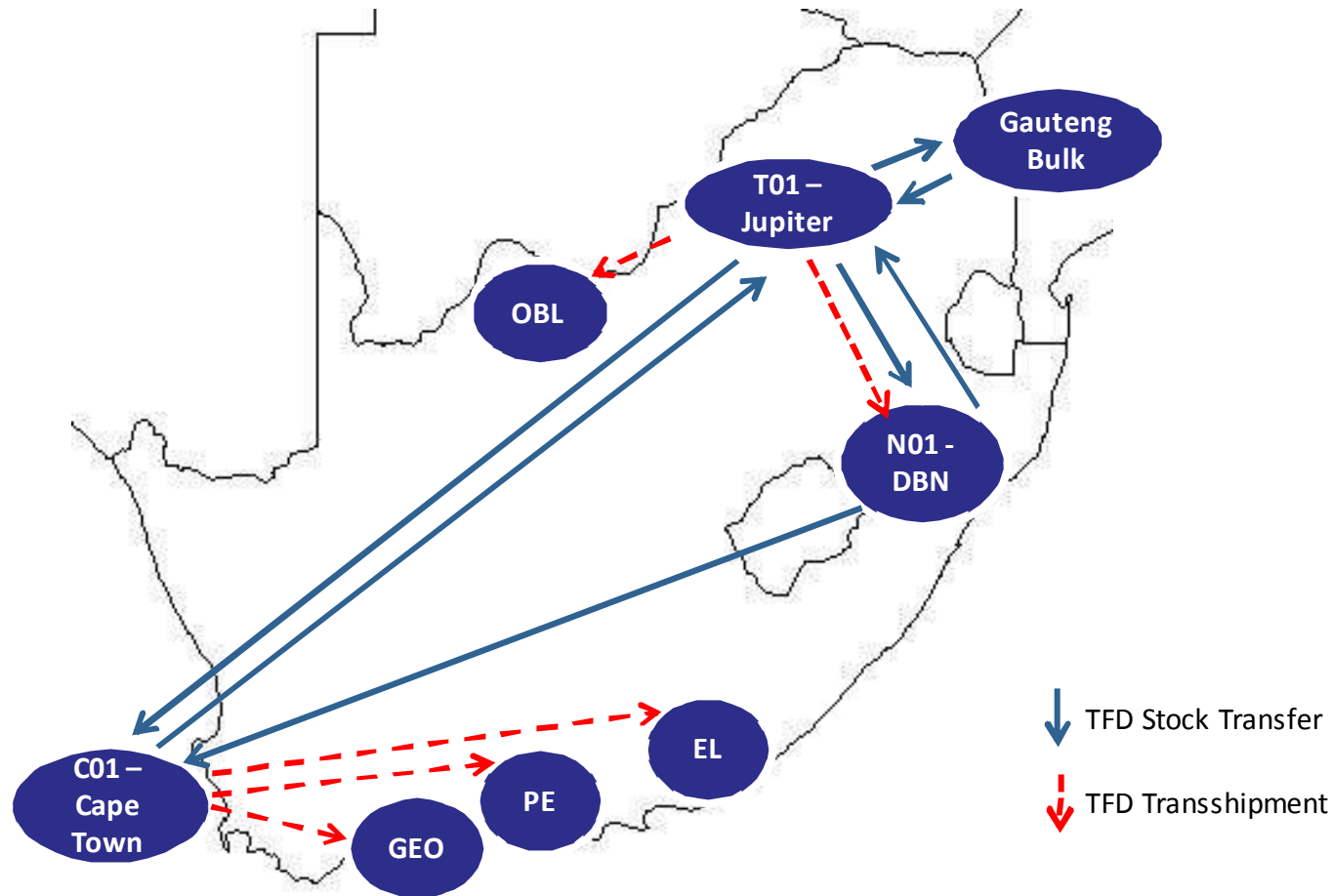
TFD Network Options / Solutions

National Warehousing Footprint



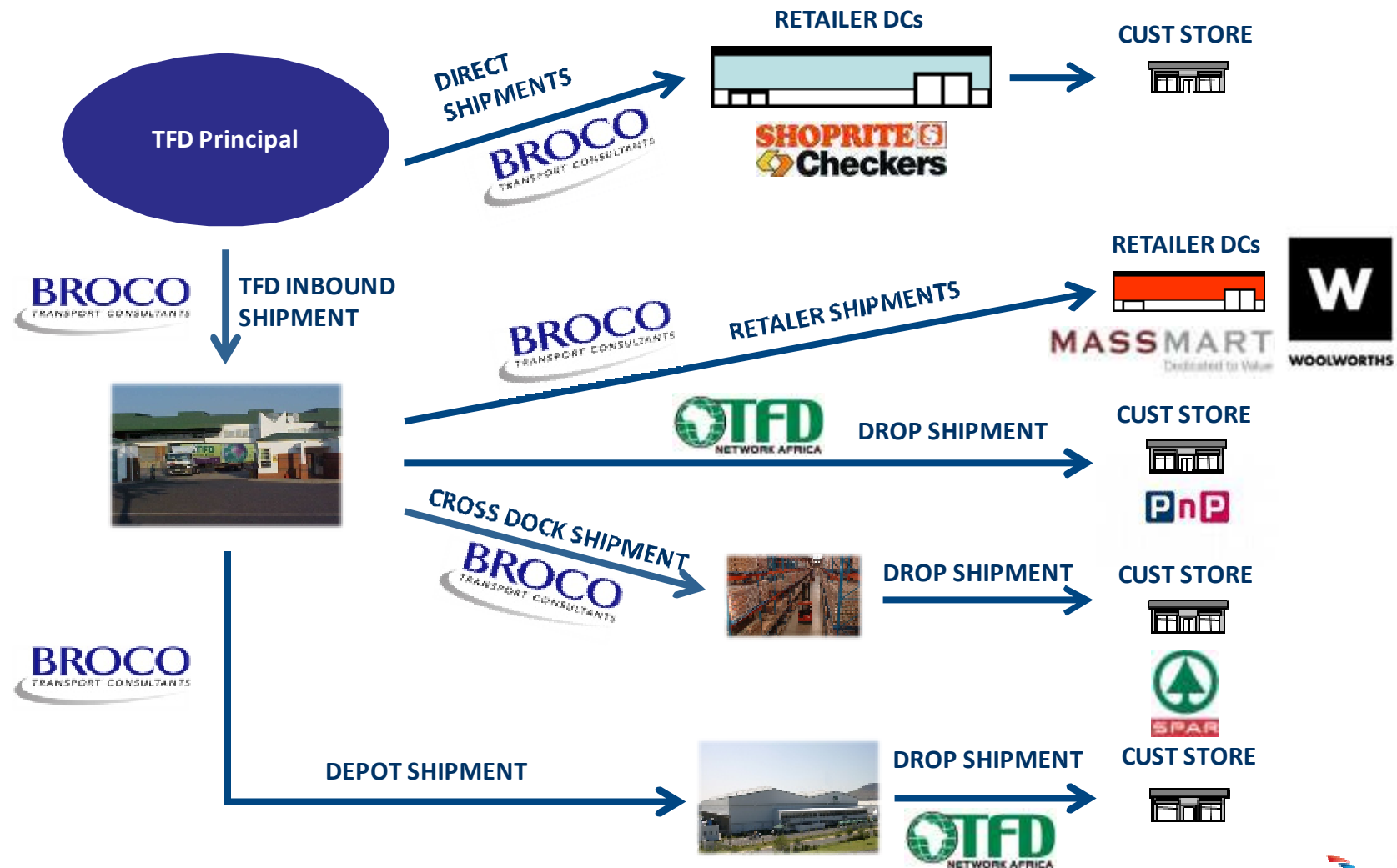
TFD Distribution Network Options / Solutions

Replenishment Process



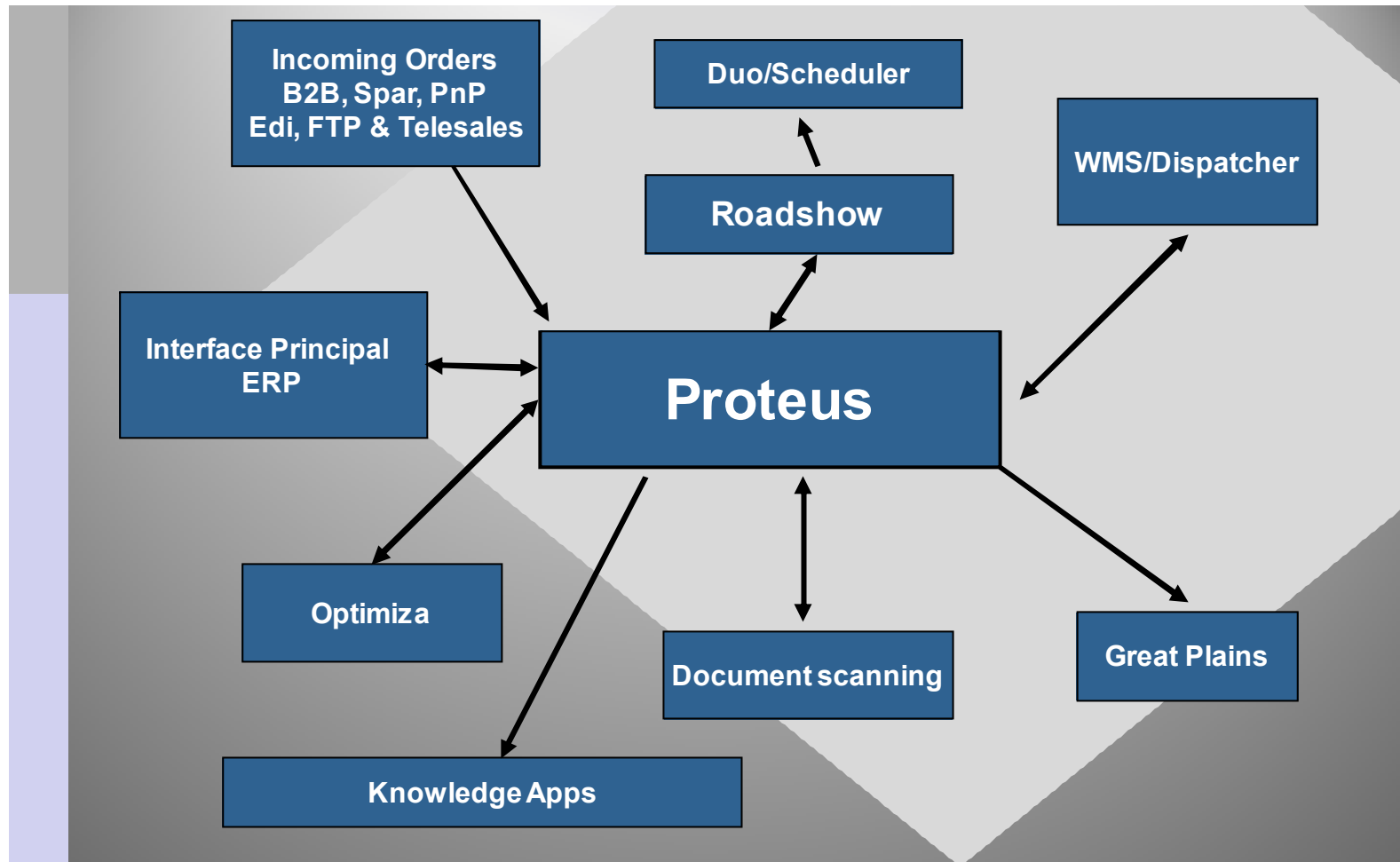
TFD Distribution Network Options / Solutions

Distribution Network Options (Customer Solutions)



IT Capabilities

TFD Information Systems



IT Capabilities

Warehousing Solution (WMS)



❑ Full WMS solution through Red Prairie:



- Implemented since 2002
- FIFO / FEFO
- Manage in excess 5,000 SKUs
- Batch tracking, expiry date and manufacture date control
- Transaction history
- SKU maintenance
- Daily cycle counting
- Monthly wall to wall stock counts
- Full interface with TFD's ERP system (Proteus)
- Radio frequency scanning through RDT and VRC equipment

Case Study – MARS Centralised Distribution



- ❑ A customer-focused solution to streamline the supply chain for MARS Africa, resulting in Logistics Achiever Award winning project (2006)

Value Added Benefits Derived

Streamlined stockholding through reduced depots

Increased stock turns / order fill rate

Saving in inventory carrying costs (bottom line improvement)

Improved product mix / Pareto analysis

Reduced write offs

Reduced unproductive handling

MARS

- The end result was a total reduction in inventory cost of R60m while simultaneously reducing operating costs.

Case Study – Energizer Distribution Solution



❑ A customer-focused solution to streamline the supply chain for Energizer Schick

Value Added Benefits Derived

Improved inventory accuracy through:

- Accurate receipt of goods through barcode scanning
- Real time view of available stock

Enabled Dynamic SKU Management through:

- Opening of new & promotional product codes
- Linking of new and old product codes

Increased order picking speed

Increased storage & space utilization through JIT receipts



- The outcome was an overall reduction in lost sales and improved decision making

brandhouse RedPrairie Implementation



- **Implementation of WMS RedPrairie system integrated with SAP which allows for minimal disruption when initiating a product batch recall**

Value Added Benefits Derived

Running off TFD setup – shared TFD resources and infrastructure

Adherence to future legislative requirements to have alcohol closely monitored in South Africa

Ability to allow for a product batch recall with minimal disruption to the warehousing and distribution components of the supply chain

Real time view of stock for order placement – improved OTIF
Dashboard for productivity monitoring – future utilisation benefit
Staff and MHE utilisation – automated task allocation, improved utilisation



- Key customer requirement of batch traceability and recall in place
- Platform established for future value extraction and savings

Proof of Sustainability



☐ TFD Network Africa Approach to Sustainability

Attributes	TFD
People and Relationships	✓
Integrated data structure with common interfaces	✓
Accuracy of documentation	✓
Adequacy of reports to establish problems and solutions	✓
Warehousing facilities (infrastructure)	✓
Competence, thoroughness and reliability	✓
Commitment to clients (real value adding partnerships)	✓
Cost effectiveness	✓
Flexibility	✓
Fulfillment of service level agreements	✓
Innovation	✓
IT knowledge / capability	✓
IT stock replenishment / forecasting system	✓

Questions



THANK YOU

