
MANAGING SUPPLY CHAIN ISSUES

PRESENTED BY ANDY MORRIS MIH



ENHANCE

Your trusted team of procurement experts

We're proud that some of the UK's most admired companies trust us for their procurement needs.



“We have used Enhance for nearly three years and they have been a pleasure to work with. Their team of experts provide us with market insights that help our business meet its objectives. Their guidance and flexible approach have been invaluable during the tendering process of our food contracts.”

Wyboston Lakes Resort



AGENDA



- The supply chain
- What is the new normal
- Current market situation
- Effective supplier management
- Q&A

THE SUPPLY CHAIN...

- **Supplier pressures**

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- Supply chain availability
- Delivery schedules
- Fuel prices
- Staffing
- Energy costs

we're
experiencing
supply issues

Like many retailers, we're
experiencing some challenges
and are therefore
issues

THE NEW NORMAL IN THE SUPPLY CHAIN...

- Reduced delivery days
- Increased minimum orders values
- Reduction in product range
- This is not a temporary blip



THE NEW NORMAL FOR BUSINESS...

- Long term recruitment issues
- Flexibility
- Great organisation
- Focus on all areas of cost
- Path to Net Zero



CURRENT MARKET – DRY & FROZEN



The stock issues we saw as the industry opened up have largely eased



Key lines will remain volatile well into next year



Suppliers very keen to get business on the books



A good time to tender

CURRENT MARKET – FRUIT & VEG

- Now is a good time with large amounts of UK produce
- Non-EU exotics will need to be watched carefully
- Poor weather in Spain is now largely behind us
- Market is currently stable due



CURRENT MARKET - DAIRY

- Major issues
- Farm gate prices up with future increases expected
- Fat content in milk down pushing cream & butter pricing up
- UK Herd sizes dropping



CURRENT MARKET – MEAT & POULTRY

- Beef prices have started climbing again
- UK pork prices forecast to rise as availability tightens
- Poultry pricing affected by the war as well as bird flu in the UK





CURRENT MARKET – FISH & SEAFOOD

- Salmon price to remain high
- White fish due to quota cuts and lack of supply from Russian waters
- Speak with your suppliers and look for alternatives

CURRENT MARKET – WASTE MANAGEMENT

Not the
glamorous side
of procurement
but still essential!

Limited haulage
from Europe
causing issues

Netherlands &
Sweden increasing
taxes

International
export markets
drying up

Greater
separation of
recyclable
products

Review your
contracts DON'T
allow auto
renewal

ENERGY & SUSTAINABILITY



- World energy prices were already rising before the war
- Prices are still rising
- Government green plans are long term
- Energy prices are not going back down to their pre pandemic levels
- ROI from green investment now much shorter and viable
- Speak to specialists there are new options coming to the market all the time



EFFECTIVE SUPPLIER MANAGEMENT

In 2022 operators will look to procurement to provide revenue stability.

What should you be doing NOW!

- Run full category tenders based on weighted baskets
- Agree to pricing periods
- Review & switch volatile product lines
- Price change and product addition procedure
- Benchmark suppliers against the market
- Implement two year rolling tender calendar
- Partner with a professional procurement provider



Q&A