

Steve Cosgrove joins Entec

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Up to 40% MRO saving in Africa

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Cross-brand opportunity

By analysing clients' MRO procurement, inventory and location data, then overlaying this with calculations for risk and market complexity, Entec can identify valuable opportunities to improve item cost and delivery times.

New contract Australia/New Zealand

In January, Entec will be expanding its service to encompass onshore suppliers for snack food operations in Australia and New Zealand – respectively located in Brisbane, Adelaide and Auckland.

Plastic recycling

Entec has started a 'green' project at its UK warehouse, stripping out all plastic packaging from incoming products and replacing it with biodegradable alternatives before shipping overseas to clients in Africa.

Innovation for future supply chains

Entec is delighted to have committed to another government funded project with the University of Portsmouth. In conjunction with the university, Entec is developing the ability to consult on new entrants

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Steve Cosgrove has been appointed by Entec International to lead a major MRO project in Africa for its client, a global leader in the manufacture of premium alcoholic beverages.

Project 'Fulcrum' commenced two years ago, with Entec piloting a single-source imported MRO supply chain optimisation service for the leading distiller in Ghana. Now Entec are fully embedded as partners and the client is ready to transition from this 'lite' version to embracing the 'full' 3PMRO service, where Entec will provide sourcing, procurement, logistics and spares inventory management.

Steve has been recruited as Project Manager: Implementation & Integrated Supply, to drive the project forward, moving Entec from external supplier to internal partner as they manage MRO stores and optimize spares inventory. Entec will be responsible for driving best practices, introducing six sigma, 5S and ISO 55000 standard asset management processes as part of the service.

Steve will be working with the client to deliver the project to its own operational excellence team.

Commenting on his new role, Steve says, "This is a marked change for the client

relationship as we move from being a 'simple' supplier, to a fully integrated partner. Project Fulcrum is designed to take the cost of the product away from being the focus when deciding on supply, looking at the overall cost of ownership by managing new spend and, even more importantly, stock control."

He adds, "As well as P&L savings, Entec will ensure Project Fulcrum delivers £millions in terms of cost savings and cash benefit for our client. I'm looking forward to the coming months as we follow our comprehensive implementation plan at multiple sites across Africa and benefit all partners in this project."



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Entec set to save costs of up to 40% on MRO inventory

Entec will commence stores audits at operations in Kenya and Nigeria for a its global alcoholic beverages client during the first quarter of next year, in preparation for increased responsibility across the supply chain, storeroom and inventory management of MRO.

To date Entec has provided an MRO supply chain optimisation service; procuring MRO demand from multiple global suppliers, consolidating weekly shipments to their manufacturing operations whilst standardizing parts references.

Following a desktop analysis of the client's MRO stores stock, Entec analysts identified an opportunity to improve service, reduce operating cost and increase productivity. Entec's engineers will confirm or amend the desktop data, through a physical/onsite audit, using an 'app' purpose-designed

by the company. The audit will support a plan for implementing the enhanced management and stock optimisation service.

Entec director Mike Robinson explains, "This is an important development in our 25-year client relationship. Under 'Project Fulcrum' Entec will switch our revenue stream from a margin-applied business model to a fee-based service provider. This service revision will increase our value to the client, further improving cost of goods, optimising stock and matching supply and demand."

Entec recommendations, once adopted, will deliver significant savings in parts cost, improved return on capital employed and operational cash flow."

In the last year, during supply optimization to Nigeria, Entec delivered savings of 12% against a target of 8%. With full Project Fulcrum, Entec anticipates savings of up to 40% across sites in East and West Africa.

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Cross-site inventory optimization opportunity

By analysing clients' MRO procurement, inventory and location data, then overlaying this with calculations for risk and market complexity, Entec can identify valuable opportunities to improve item cost and optimise spares inventory by balancing supply and demand within client operations

“Obviously, the best customers for overstock or static MRO spares will be the brand's sister factories, where there is a common capital equipment footprint,” says Entec director Mike Robinson. “An Entec technical audit can establish whether the excess stock remains fit for purpose, then improved description and common part numbering is applied to ensure the excess is visible to the Entec sourcing team that manages the clients

global and regional demand. Where there is demand for the stock at another client site, the excess inventory can be relocated. Cross charging is organised using client systems or those developed by Entec.

Mike accepts there are challenges to address, but a recent case, where an FMCG snacks client based in Egypt urgently needed a part showing as overstock at a premium alcoholic beverage client in

Nigeria, demonstrated that parts might be also transferred between different Entec clients.

“All our clients are in a similar position,” he says. “They need to optimise inventory, improve return on capital and operational cash flow. Our entire service is geared to achieve this on behalf of our clients and cross-selling outside of brand boundaries provides an opportunity to deliver improved value-add at speed.”

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Green light for Entec in Australia/NZ

In January, Entec will be expanding its service to encompass onshore suppliers for snack food operations in Australia and New Zealand – respectively located in Brisbane, Adelaide and Auckland.

The move comes after two years of trials with a multinational snack foods and beverage client, during which Entec has managed all 'offshore' or imported MRO demand, along some challenging global supply chains. By co-ordinating 120 parts suppliers across USA, Europe and UK, then consolidating weekly

shipments into the client's operations, Entec has significantly reduced complexity, as well as the customer's costs and CO2 footprint.

Based on this success, Entec will now step closer to the client's ANZ operations, taking on the management of over 300 local suppliers and providing a single source for all MRO spares, further simplifying supply chains, increasing customer control and saving substantial additional costs.

To date, Entec has delivered 17% savings on MRO supplies from offshore sources. Further savings will accrue once the full Project Blue is implemented to cover all suppliers to the region.

According to director, Mike Robinson, the move is significant for Entec, not only in the expansion of the company's service to their global client, but also as an opportunity for growth across the Australian FMCG, Pharma, Mining and minerals sectors.

"Operating onshore in Australia, in partnership with a globally recognised brand, will enable us to create new client and supplier partnerships as we establish a permanent presence and build awareness of our specialist MRO services," he said. "This is our first venture into the region and we are determined to explore all opportunities available to us."

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Plastic packaging removed from supply

Entec has started a 'green' project at its UK warehouse, stripping out all plastic packaging from incoming products and replacing it with biodegradable alternatives before shipping overseas to clients in Africa.

A high percentage of the firm's business supports global brands, with manufacturing

operations across Africa, which according to Pollution & Waste Management magazine, has the 'dubious honour of being the second most polluted continent on the planet', largely due to inadequate waste management infrastructure.

Consequently, Entec has embraced this year's World Environment Day theme of 'Beat Plastic Pollution' and committed

to remove and recycle all plastic waste. The company has invested in new biodegradable shrink wrapping and box shredding machinery to enable shredded cardboard to

Managing director Chris Syner says, "In the first month alone, we removed and recycled over 8.5 CBM of assorted plastic waste that serves no purpose other than to fill a void

in a package and protect the enclosed parts. Over the year, we will be removing the equivalent of 3.65 20ft shipping containers of plastic pollution – over five years, 18.25 containers."

While cardboard biodegrades in 8 weeks, Styrofoam takes 60 years with some types of plastic taking between 400 – 10,000 years.



 [View video](#)

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Innovation for supply chain of the future

Entec is delighted to have committed to another government funded project with the University of Portsmouth. In conjunction with the university, Entec is developing the ability to manufacture permanent and temporary non-proprietary parts for production machinery, using Additive Manufacturing (AM) technologies, commonly referred to as 3D printing.

Entec's vision is to purchase the IP of a part from the existing manufacturer in Europe and transmit that IP in the form of CAD data over the internet to an AM machine, which will sit either in the client's stores or a local AM facility in Africa. The part will be printed, inspected and delivered to the end user in a matter of hours.

According to project manager Tim Brooming, this could lead to a paradigm shift from the current model, where the physical part is purchased, brought to Entec's UK warehouse and then shipped to Africa, to almost instantaneous delivery of IP and product. This shift in manufacturing and delivery capability could lead to a significant reduction in delivery times,

supply chain costs and CO2 emissions, both at the manufacturing and shipping stage, he said.

"This will be a 3-year project" explains Tim. "There is lots of complexity to work through, including which suppliers and parts we work with on this new process. However, it has incredibly exciting potential for both Entec and our clients. Nobody in 3PMRO management is currently doing anything like this - we are effectively developing a parallel supply chain which, in years to come, will be the standard supply chains of the future."

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