
Sell More, Waste Less

ECR Community Shrink & OSA Group Update

Aug 2016

What we do - Scope

- We focus on the problem (opportunity) of retail loss
 - Food Waste in Retail Stores (1.64% of Sales)
 - Lost Profits from Shelf Out of Stocks (0.78%)
 - Unknown Stock Losses (0.67%)
- We commission research and develop tools and techniques to direct our members efforts and promote collaboration
- We drive awareness and adoption through workshops, webinars, papers, etc.

Membership

- Loss Prevention and OSA Managers from European Retailers
 - 70+ Participating Members including Ahold, Tesco, Carrefour, Metro, S Group, Sainsbury's, etc
- OSA Managers from Global / European Manufacturers:
 - 30+ Manufacturers/Fresh Suppliers including Danone, Wrigley's, Procter & Gamble, L'Oreal and Bacardi.
- Academics from European Universities including IE (Spain), Eindhoven (NL) and Leicester (UK)

2016 / 17 Action Plan

- Disseminate recent research studies
 - Total Retail Loss – towards a broader understanding of retail loss
 - Sell More, Waste Less – finding the right frontier
- Commission new research
 - Inventory Accuracy – does it really matter if 46% of records are wrong?
 - Returns – as stores increasingly manage more returns, what is the true cost of handling returns?
- Deliver 3 – 4 Interactive Team meetings a year.

Last Meeting Highlights - Prague

Hosted by Ahold & Unilever

Board Member presentation

Store Visits & Review

Interactive Round Tables

Case Studies



Next Meeting – London Oct 5/6

- October 5th
 - Tesco Top Manager Welcome & Insights
 - Convenience Store Visits and Review
 - Network Dinner

- October 6th
 - Total Loss in Practice – Ahold USA
 - Turning Around Shrink – Lessons Learnt – Paul Smith (ex Sainsbury's Profit Protection Leader)
 - Global EAS User Study Findings
 - Round Tables & Case Studies

Top Three Reasons to Participate

1. Gain new knowledge on insights that you can steal and reapply
2. Participate in new research
3. Build and strengthen your network

To learn more:

- Visit the website – www.ecr-shrink-group.com
- Write to the Group Programme Manager
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