

# #099 WHAT ARE THE FIRST LESSONS YOU ARE LEARNING FROM THIS HEALTH CRISIS?



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“We are preparing to manage the impacts of this health crisis over time. Due to containment measures in Southern Europe, we expect significant risks of supply disruptions in a few weeks on several organic products. The most emblematic example is that of the organic tomato, which is a real time bomb in our sector. Indeed, we are experiencing a sharp increase in demand associated with a sharp decrease in production capacity. Restrictions

on the movement of seasonal agricultural workers have prevented producers from keeping to their cultivation schedule. In order to gain agility in the coming months, we plan to adapt our supply frequencies and strengthen the relocation of our purchases as close as possible to our French sites with sustainable supplier partnerships.

The supply chain has always been considered an essential link by our General Management. This period will have allowed other major functions to get a close look at the reality on the ground. Usually, we subcontract certain co-packing activities to service and work assistance establishments. These centres were unable to provide these services. We called on available resources, particularly the sales and marketing forces. They lived a «live my life» as packaging operators. This experience will enable us to further improve our collaboration between supply chain and marketing when new sales packaging needs to be created.

The third lesson is to improve our relations with our supermarket customers. We had to find solutions together to manage the increase in volumes in our food business. The usual and sometimes very directive tensions of our customers have given way to listening and looking for compromises acceptable to all. What has just happened will leave its mark and greatly improve the operational efficiency of the supply chain. ”

## | About ASLOG

**ASLOG brings together more than 400 companies from all sectors**, with 2,000 professionals working together to promote and build tomorrow's Supply Chain. ASLOG is a neutral and independent association that addresses Supply Chain issues.

**As early as 1972, visionary men sensed that this function would be decisive for all companies.** For almost fifty years, professionals in the sector have made ASLOG the reference partner.

ASLOG is the privileged interlocutor of institutions and public authorities on all questions relating to the sector.

## | #supplychain4good

The **#SupplyChain4Good** community was created at the initiative of Michelin and ASLOG, as part of the Movin'On ecosystem, in favor of a more sustainable mobility of goods.

**#SupplyChain4Good's** ambition is to federate the actors who work for Supply Chains that are simultaneously good for the planet, the people and the business performance. The members of this community are «shippers» (industrial and commercial companies), «operators» (transporters, logisticians, shipping companies, ports...), «support functions» (academics, consultants, information systems, regulators, NGOs...).

They cover all economic sectors and all regions of the world. Their work takes place throughout the year and culminates in the annual Movin'On Summit, the world summit on sustainable mobility.