

Peter William Smart

Cherry Cottage, Back Lane,
East Clandon, Surrey, GU4 7SA

PROFILE

- Business Studies graduate with 25 years logistics and supply chain experience in Europe, the Middle East and Asia.
- Experience with air cargo agency, cargo airline, courier, express parcel, 3rd party logistics, logistics consultancy, supply chain operations and supply chain information systems.
- Experience in planning, implementation, training and development of web-based supply chain applications
- Good organisational, analytical, written communication and planning skills.

QUALIFICATIONS:

1977:	Bristol Polytechnic B.A. (Honours) Degree:	Grade 2/2 Business Studies
1971:	G.C.E. 'A' Levels: G.C.E. 'O' Levels:	English, French Use of English
1969:	G.C.E. 'O' Levels:	Statistics
1968:	G.C.E. 'O' Levels:	English Language, Maths, English Literature, French, Technical Drawing, Biology and Physics-with-Chemistry

EDUCATION:

1972 - 1977	Bristol Polytechnic, Bristol, UK B.A. Business Studies (Sandwich Course) with 2 industrial placements. Subjects included Law, Economics, Accounting, Marketing, Communications, Quantitative Studies and Business Organisation
1969 - 1971	Grenville College Bideford, North Devon, UK to 'A' Level. Head of School 1971.
1965 - 1968	Duke of York School, Nairobi, Kenya to 'O' Level

SKILLS:

Currently Used skills include:

MS Excel	To Intermediate level.	12 years experience using this skill.
MS Powerpoint	Intermediate	6 years
MS Word	Intermediate	10 years
MS Access	Intermediate	5 years
MS Visio	Intermediate	4 years
Dreamweaver MX	Intermediate	2 years

Lapsed skills include:

French Language	Beginner	4 + years ago	10 years
Swahili	Basic	12 + years ago	8 years

EMPLOYMENT HISTORY**PARTSTREME**

Supply Chain Consultancy

CONSULTANT and PROPRIETOR

Consultancy focussing on Supply Chain, Logistics and Business Process Management.
www.partstreme.co.uk

SITESTREME

Website usability and design

WEBSITE DESIGNER and PROPRIETOR

Website design, hosting and usability services.
www.sitestreme.co.uk

April 2003 – To date

East Clandon, Surrey.

SOURCEREE LIMITED

Supply Chain software

March 2000 – Feb 2003

CO-FOUNDER and DIRECTOR OF OPERATIONS

Dock Street, London E1, UK.

Development, configuration and operation of web based software for supply chain visibility and management.

Customer: *Cisco Systems Europe.*

- Order visibility for Service Parts Logistics operations.

Customer: *Rolls Royce Aerospace, Derby.*

- Inbound component visibility from suppliers.

Customer: *Dewhirst, Hull.*

- Supplier Order visibility.

CLANDON LOGISTICS

Distribution Logistics Consultancy

October 1996 – Feb 2000

PROPRIETOR and CONSULTANT

East Clandon, Surrey, UK

Home-based one-man consultancy specialising in Logistics project analysis and implementation.

Client: *Baygen Freeplay Radio of South Africa.*

Creators and distributors of the Baygen Wind-up Radio Projects:

- Inbound Shipping from South Africa to Europe
- Third party European Storage & Warehousing
- Third Party Delivery systems to European and UK customers
- Defective Returns systems and management
- Information Systems definition
- Der Grune Punkt – Germany set-up

Client: *UPS Worldwide Logistics*

A division of UPS providing Supply Chain Solutions, Warehousing, Transportation and Information Systems

- Business Planning Processes
- Quality Measurement and Management

Customer: *Agfa*

- Defective Returns Management Systems from Agfa and Dupont European sites to USA and Belgium repair centres

Customer: *Cisco*

- Transport Operating Plan from Netherlands EDC throughout Europe.

Customer: *Philips Semiconductors.*

- Pre-production supplier stocks for 2 – 4 hour deliveries to Sony TV factory in S.Wales.

Customer: *Cisco Support Services*

- 4 Hour delivery of replacement routers and other components throughout Europe

Customer: *SonicAir*

- Procedures and Systems for the training and management of 43 Parts Bank locations in Europe including operating manuals and databases.

UNITED PARCEL SERVICE

June 1994 - June 1996

LOGISTICS SUPPORT MANAGER - Europe Region
Richmond, London, UK

Responsible for the development, proposal, implementation and maintenance of special distribution requirements for large and multinational companies in Europe through a team of Industrial Engineers, data specialists, finance and pricing personnel.

Jan 1993 - May 1994

LOGISTICS MANAGER - Asia Pacific Region
Singapore

With a team of 7 staff, managed the sales and special distribution requirements of large and multinational companies in Asia. Developed a special distribution and data programme and contracted the region's largest revenue customer.

Sept 1991 - Jan 1993

INDUSTRIAL ENGINEERING MANAGER - South Asia Pacific
Singapore

Responsible for a team of regional and country staff to plan the building, vehicle, operational network and human resource requirements for the effective operation of UPS in Australia, Thailand, Malaysia and Singapore as well as 12 agent countries.

Jan 1989 - Sept 1991

AGENT COUNTRIES MANAGER - East Asia Pacific
Hong Kong and Singapore

Responsible for the import and export operational effectiveness and development of 12 UPS agent country operations. Converted the Australian agent operation to UPS ownership and management.

IML AIR SERVICES (HK) LTD

Jan 1984 - Jan 1989

GENERAL MANAGER
Hong Kong

Responsible for overall profitability and management of IML Air Couriers and IML Air Cargo in Hong Kong. Services included retail courier, wholesale linehaul services to other courier companies and air cargo specialising in UK and Nigeria. Through a team of 5 managers, the company expanded from 13 staff and HK\$9 million turnover in 1984 to 35 staff and HK\$45 million turnover in 1987 with net profit improvement from HK\$116,000 to HK\$3,371,000 respectively.

REGIONAL MANAGEMENT

Hong Kong

Regional management of agents in Taiwan, South Korea, Philippines and Japan and subsequent participation in the franchising, start-up and development of these countries.

During 1986 / 87 a leading role was taken in the formation of the Hong Kong International Courier Association and ultimately the Vice-Chairmanship of the Association which brought about the establishment of the Special Courier facility at Kai Tak Airport.

Transferred to United Parcel Service following the global acquisition of IML by UPS.

IML AIR COURIERS

Nov 1981 - Dec 1983

GENERAL MANAGER

Saudi Arabia and Bahrain

Responsible for the establishment and development of 4 courier offices in Saudi Arabia to link into the worldwide IML Courier network. Under a management contract from IML UK to the local franchisee, held responsibility for the national sales, operations, marketing, accounting and administration. During 18 months built up the Saudi operation from nothing into the network's third largest destination and brought it to profitability.

REGIONAL MANAGEMENT

Regional management of agents in other Middle Eastern countries. Involved in the start-up and development of Bahrain and Kuwait offices, negotiations for additional Middle Eastern offices and the improvement of Region operations.

H.F. EDWARDS CAR AND VAN RENTAL

May 1980 - Sept 1981

BRANCH MANAGER

Epsom, Surrey, UK

Branch Manager of medium sized vehicle rental company supervising 12 staff of receptionists, mechanics, drivers and valets. Responsible to the Managing Director for the smooth and profitable operation of the 100 vehicle fleet.

Branch closed as part of company rationalisation scheme resulting in redundancy.

IAS CARGO AIRLINES

Sept 1977 - Mar 1980

COMMERCIAL PLANNING CONTROLLER

Gatwick Airport, UK

One of a 5 man team responsible for chartering the airline's DC-8, 707, CL-44 and Britannia fleet capacity on full and part-charter basis. Functions included costing, pricing and quoting for charter aircraft worldwide, the co-ordination of individual flights, planning the fleet programme to maximise utilisation and profitability, subchartering capacity and co-ordination with all groups to maintain a smooth flying programme.

The company went into liquidation in March 1980 resulting in redundancy.

Jan 1976 - Sept 1976

BUSINESS TRAINEE / ROUTE SALES CO-ORDINATOR

Gatwick Airport, UK

On industrial placement with IAS as part of Business Studies Degree Course. Managed the development and operation of Australia as a new all cargo destination for the airline (and the subject of thesis). Acquired knowledge of the commercial and operational aspects of airline management.

HILL AND DELAMAIN (AIR CARGO AGENTS)

Jun 1974 - Jan 1975

BUSINESS TRAINEE

Heathrow Airport, UK

On industrial placement as part of Business Studies Degree Course. Comprehensive training in warehouse, import, export, accounts and transport. Acquired basic grounding in the air cargo field.