



AVA packaging solutions

We have worked with:

Oriflame – Interim Directorship of the Packaging Department of 30 in Stockholm Head Office. Led the department, ensuring 500+ NPD, cost reduction & sourcing projects for cosmetics, fragrance, toiletry, skincare & hair care projects delivered in quality manner, in budget & on time. Ensured department & corporate goals delivered. Managed personnel & budget.

Concurrently undertook a strategic review of the business needs of packaging & Packaging Department - full review & analysis of processes, personnel, ways of working, systems - & presented recommendations for improvement to the Executive Committee. Coaching of the New Packaging Department lead to implement & deliver.

Also supplied and AVA Associate to deliver cost reduction projects.

Selfridges – technical packaging design, development, supplier sourcing & selection & price negotiation for Selfridges Own Brand Christmas 2013 food range of 72 lines – the first own brand food launch for years. Established processes & supplier network for future.

Birds Eye Iglo Group – Undertook a strategic review & interviews within the Department & whole business of the corporate needs of packaging & their Packaging Department - full review & analysis of processes, personnel, ways of working, systems. Presented recommendations for improvement to the R&D Head of Platforms and R&D Director reporting to CEO. Recommended department structures, wrote Job Descriptions, RACI & initiated writing the Group Corporate Social Responsibility Charter.

Sainsbury's Supermarkets Limited – set up & workflows & priorities & project managed initial 2,100 lines for TU homeware range introduction within 3 months.

Tesco - established packaging & identification rules for suppliers to enable right product from depot to right store shelf in the right time. Established merchandising principles for Health & Beauty. Delivered pack componentry analysis to assess cost, format, weight reduction, recycled content strategies to achieve 2010 Courtauld Commitment.

Findus Group – Young's Seafood – Leadership of the Packaging Department for 10 months, introduction of new work processes, team development & recruitment, management of business critical & innovation projects.

INCPEN – created 12 FMCG product case studies explaining pack choices for education & promotion material.

Havi Global Solutions – 6 months strategic sourcing, Carton RFI and Cup and Napkin Industry Analysis for global supplier to McDonalds & other quick serve restaurant chains.

BP Castrol Lubricants – leadership of packaging innovations & strategic direction for packaging capability - personnel and processes globally within the company. Established best practice, ways of working & packaging innovation & change management processes. Wrote report for department manager on department strategy, structure, purpose etc with SMART recommendations for change.

Marks & Spencer - development of many fresh food packaging projects.

The Co-op - development & launch of premium produce packaging.

Safeway - many food & non-food developments. £3m+ cost reductions. Set up new packaging department.

Coca-Cola & Schweppes - NPD, introduction of reel-fed plastic labels – now the global standard, multi packs, 1st PET syphon, 1st square squash bottles, cost savings.

GlaxoSmithKline – Various – 1) expert input to a pan Europe review of display packaging & repacking to develop pan European harmonisation, reduce damages, cost savings & enhanced presentation. 2) Fast collection across departments of relevant data & population of Pack.Net Packaging Database for Tesco Sustainability compliance. Challenged & agreed parameters with Tesco, GSK & Foresite & delivered in 3 weeks what GSK had not delivered in 6 months. 3) Comprehensive analysis of 25 pack formats with full costs, samples, screening criteria v rigid requirements allowing innovative packaging format for metered dosing drug dispenser. Recommended pack won Alufoil Trophy 2014 Product Preservation Category. 4) Various palletisation & distribution damage analysis optimisations & cost savings.

Masterfoods - development of retort drinks bottles for nutritional drink.

Mars – design & delivery of enhanced convenience drinks straw / spoon. Design of simplified & lower cost insulated microwaveable cup with lid compartment for separate toppings.

Campbell's - creation & population of specification system for global packaging tender.

Diageo - training of Innovation Team - how to be world class.

William Grant & Sons - development of NPD process stage & gate plus packaging development guidelines & checklists.

3663 – Packaging Waste Directive Valpak 2008 submission.

Hotel Chocolat – Designed & developed Easter egg packaging 2007.

Procter & Gamble - many cosmetics & fragrance developments & introduced new processes & £3.7m cost savings.

Philip Morris Tobacco – innovation & development of new packaging concepts with feasibility, costs & supplier recommendations. Investigation into global speciality inks & lacquers.

The Boots Company - introduced leading edge rapid development technologies on live NPD project, reviewed existing NPD process & recommended changes to introduce a new NPD process. Recommended optimal department structure for Boots packaging department & defined roles & responsibilities for Boots & their suppliers.

John Lewis Partnership – packaging developments & rationalisation projects.

Sara Lee Household & Body Care - numerous European & global packaging developments for toiletries & household products. Department leadership & restructured packaging departments to enhance delivery of business needs.

P Z Cussons Charles Worthington - development of many hair care packs & mock-ups.

Oscar Mayer / Sainsbury's – rapid initiation of key NPD and new brand development & packaging concept for sale exclusively in Sainsbury's. Proposal of many packaging options, presentation of feasibility, variations, costs and timings and samples to arrive at an agreed concept for progression.

Bigham's - kick started many packaging innovation projects to give a boost & focus. Introduced a second critical supplier of a novel wood package to continue packaging the brand uniquely & maintain security of supply & business continuity.

Stocks Taylor Benson Design & Irwin Industrial Tools - development of packaging for variety of hand tools.

Poundland & Storm Brand Design - full review of own brand v competitor packaging with recommendations tailored to each product category.

IEICI – working with Israeli Export Department to identify market opportunities, route to market & clients for Israeli packaging suppliers & client introductions.

Enterprise Ireland – identified Irish packaging companies with potential to enter / grow sales in the UK. Created a review of the UK packaging market for presentation to 10 identified companies.

Plus:

AVON Beauty
United Biscuits
Warburtons
RHM Le Pain Croustillant
Lyons Tetley
Dawn Foods
Greenvale AP
Produce World – Solanum
Loch Fyne Fishmongers
Kettle Produce
i2r Packaging Solutions
Tamar Foods
Well Well Well – Thirsty Work Water Coolers
Aqua Service AS
Euro Car Parts
Powerflex
Race Logic
Liz Earle Cosmetics
Mothercare
Linpac
UCB
Great Cleaning Company
Huhtamaki
Akzo-Nobel
EcuTeK
The Body Shop
Monty's Bakehouse
DKB Household UK
Toro
Bugaboo
The Packaging Group
Creightons Toiletries
A Nelson's & Co Ltd
Ometis - Sylvania
Lush
Bristows LLP Solicitors
WRAP
Leatherhead Food
Roland Berger Strategy Consultants

Equator Design – The Co-Op
Cornish Bakehouse Developments
Chain Bridge Honey
Mackle Apple
Ducart Packaging
RSSL - Select QA
Derrien et Fils
Daybreak Foods
Gerson Lehrman Group
10EQS
Coleman Research Group
DeMatteo Monness
The Smart Cube
Retail Results
The Business Phone
Forever Young
PCS Software
Cepi-Eurokraft
Market Planning International
Alexander Watson Associates
Society of Cosmetic Scientists
Model-Tek
Product Realisation
Koike
Horners Bottlemakers
Therefore – The Novus Design Partnership
Holman Group Design
Valueform
PRISM (Packaging Research Intelligence Strategies
& Marketing)
Stewart Linford Furniture
Pairfum
Jennifer Chan
Accario Inc.
Splosh
Handle-It
Keith Anderson Associates
Rose Hill Consulting – V Pool