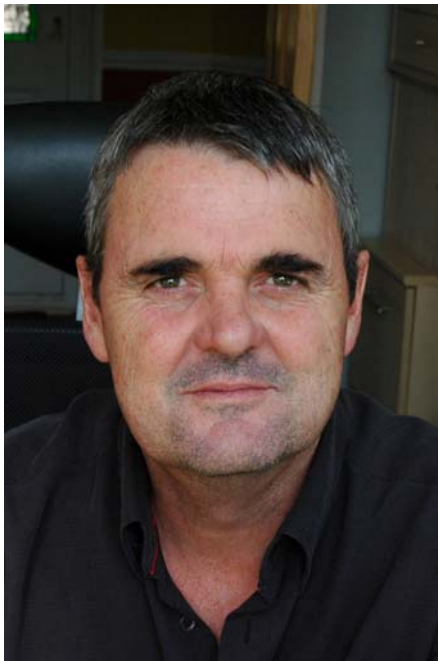


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## BUSINESS PROFILE



**Sustainable supply chains:** Working with developing countries, small farmers, retail practices, technical standards, analysis, planning, labour standards

**Private standards:** Modern retailing, brand integrity, certification, audits, policy writing, protocols, best practice, project management, compliance strategy.

**Public Speaking:** Food supply chains and global trends in risk management. Retailer and brand policy. Private standards. Customer differentiation for reputational issues. Responsible purchasing.

**Management training:** Personal development, coaching, leadership, facilitation, performance management, behavioural profiling, influencing skills.

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### SOME CURRENT WORK ITEMS:

2010

#### Sustainable supply chains

- Pulse Canada, the Grain Council of Canada and the Canadian Canola Council. These Trade Associations represent Canada's world leading growers and exporters. Working on a paper about the measurement of sustainability in agriculture and the labeling implications for markets around the world. Undertaking a global interview process of leading private and public sector policy makers and their civil society stakeholders. In partnership with the Sustainable Food Laboratory
- The New Business Models Project led by the Sustainable Food Laboratory with the Rainforest Alliance, the International Institute for Environment and Development, the International Centre for Tropical Agriculture and the Catholic Relief Services. A white paper will describe good practice in relationships between retailers and NGOs building on some original work done by some postgraduate students from the Massachusetts Institute of Technology and Harvard School of Government.
- Bill and Melinda Gates Foundation. Retail outreach and commercial support. Working to build effective relationships at senior level to enable joint projects in Africa.
- International Institute for the Environment and Development. Regoverning Markets was a global project that considered the impact of retailers on market access for small producers. I am interviewing the participants and providing a revision of their conclusions. [www.regoverningmarkets.org](http://www.regoverningmarkets.org)



## Public Speaking

- Sustainable Food Laboratory, Annual Conference, Costa Rica: The relationships between retailers and NGOs – how to influence in both directions. (March 2010)
- Canadian Business for Social Responsibility, Toronto Canada. A half day seminar for CSR Directors on global retailer policies and the implications for business in Canada (Feb 2010)
- Oilseeds & Pulses Conference : Processors and Growers Research Organisation and Home Grown Cereal Authority: “The sustainability agenda on commodity crops” Peterborough, UK (January 2010)
- Dutch Sustainable Trade Initiative: Workshop panel, presenting and discussing the future of sustainability labeling. Rotterdam, Holland. (January 2010)
- Agentrics World 2009: Keynote speaker “Global retailers creating business value from sustainable policies”. Towards controlled and sustainable growth. A talk to retailers and their suppliers at Co-op Switzerland, Muttenz. (September 2009)

## Recently

- Outreach Director for the Global Social Compliance Programme. A business platform building consensus on best practice in labour standards in supply chains. [www.gscpnet.com](http://www.gscpnet.com)
- Written the position paper and newsletters for the Global Food Safety Initiative. A collaboration between retailers, brand manufacturers, food service companies and service providers. Advisor to the Director. [www.globalfoodsafetyinitiative.com](http://www.globalfoodsafetyinitiative.com)

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### CLIENT PROFILE

Retailers	Trade Associations	Service providers
Governments	Government Agencies	NGOs
Manufacturers	Suppliers	Marketing Organisations

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## PREVIOUS WORK:

### TESCO STORES LTD - Product Integrity Manager

**2001 - 2007**

Group Trading Law and Technical Department - Consumer and Regulatory Policy

- Lead on legal compliance audits, supply chain standards and technical competence Write and implement policy, protocols and codes of practice on supplier management.
- Director of the Global Food Safety Initiative Foundation (GFSI), the international retailer group that brings together all food industry stakeholders to achieve agreement on technical standards and support strategic changes. The Board includes the world’s top 5 food retailers.
- Chairman of the GFSI, 2003 - 2006
- Advisory Board, Eurep-GAP Management systems, 2004 - 2005
- Governance Committee of the British Retail Consortium: Global Standards

### Senior Technical Management positions

**1993 - 2001**

- Tesco Stores Ltd, running Fresh Food Quality for the UK (98-01), leading international technical process in Tesco France (95-98) and vegetable technologist (93-95)

### Farms Manager

**1985 – 1992**

- Edward Vinson Ltd, UK’s largest fruit grower, supplying all the major retailers
  - NCAF / ANCH, Hadlow College, Commercial Fruit Production 1984-1985
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