

Supply Chain Update

December 2005

Many thanks to those of you that took the time out of your busy schedules to spend a day with us looking at May Gurney's Supply Chain initiatives.

Overall the feedback has been very positive - from the forms received we averaged a score of 4.5 for the structure of the day and 4.0 for the content (on a scale of 1 to 5).

One prominent theme in the feedback was that you all wanted to know more about what we have done as follow-up to the issues identified at last year's conference so we have included overleaf a summary of the progress made to date.

We are still collating the feedback so please keep sending in your forms, we need the comments in order to improve next year's event. Please send us your ideas for improving the conference next year, please feel free to contact us at supply_chain@maygurney.co.uk.

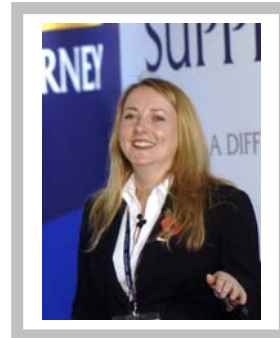
I hope that the message, that we are here to listen, came across loud and clear but just in case it didn't**we are here to listen!** We need you to let us know how we are doing, what we could do better, what we have done well and how you can help us to work smarter. Please drop us an e-mail to arrange to meet or call to discuss initiatives, ideas, projects and the industry in general.

Let's all work together to become the 'Supply Chain of Choice'.



Amanda Black

Supply Chain Manager



"An excellent demonstration of commitment."
David Secret,
Suffolk County Council

"Respect for supplier and contractor will be a great help going forward" J Brown, JDP

"Very well organised and professional showing May Gurney are leading edge within the industry" Tony Palmer, Norfolk County Council

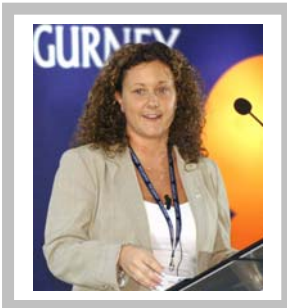


David Sterry:

"Moving towards an integrated supply chain is something which is being strongly proposed by many government customers in order to improve efficiency and innovation. At May Gurney we strongly believe in this philosophy, but of course, achieving such a goal is easier said than done and we recognise that we have a lot to do in order to achieve a fully integrated supply chain.



This was evident from the Supply Chain Conference where some of our suppliers expressed concern over progress. However, we are committed and by all of us working together I am sure that we can make very positive strides within the next twelve months. We are very keen to receive our suppliers' feedback and to use this in a constructive way to improve the service we provide to our customers. Let us make 2006 a year when integrated supply chains become a reality."



MAD Update - The response to Emma Barratt's offer of MAD coaches visiting your businesses has been fantastic. We are delighted that so many of you have taken us up on the offer. Please feel free to contact her directly to book your visit:

ebarratt@maygurney.co.uk

"I thoroughly enjoyed the day. It was good to see that part of procurement that clients rarely see as well as the safety initiatives"
John Farmer, Kent County Council

Workshop Progress - *Workshop Series 1* is being run by the Highways sector and is based on Valuing People. It's evolved into the **Supplier Satisfaction KPI**, which we launched at the conference. From a workshop, with just suppliers, the key elements of making May Gurney the customer of choice were discussed. Now we're asking all suppliers that attended the conference to narrow down the number of questions in each of the 5 key areas to 3 by visiting this website: www.constructingexcellence.org.uk/surveys/maygurneyquestionnaire.jsp. The KPI will be launched on-line in December.

Workshop Series 2, run by the Infrastructure sector is based on Effective Leadership and has evolved into reviewing and developing the existing 360-degree feedback process to ensure that results are communicated effectively - with special focus on the planning stage of a project. We're using the A11 project with selected partners to review the existing process, evaluate its effectiveness and to develop it going forward.

At Workshop series 3, running with the Rail sector we are focusing on Developing the Suppliers' role, which has evolved into how we develop longer term frameworks with the Supply Chain that pass on the benefits of long term contracts, while simultaneously meeting challenging targets for year-on-year cost/budget reductions. We are currently developing this further within the Structural Steel Bridges product group and have a series of meetings/workshops scheduled with Phil Bennett of Network Rail to keep the momentum going forward.

Keep an eye on www.maygurney.co.uk & click on the Supply Chain button for a detailed update workshop progress & other hot supply chain topics!