

# Rigid

Directors Report — Richard Coward

## Growing against the Tide



At the end of my first few months at 'The Helm' I'm delighted to be able to report that, despite the economic uncertainty and onerous market conditions, Rigid continues to punch well above its weight and is meeting the considerable challenges with energy and ambition. We remain on target as we near the end of our third quarter and there are many of our competitors who cast envious eyes on the results of our efforts.

It is on this theme that our continued success will depend. Our ability to respond and change with the ever increasing demands of the market place will keep us in our pole position, a market leader in Quality and Service. At Desborough, you will all be aware of the Continuous Improvement and Performance Briefings in which you have participated in recent weeks and the important role each of us has to play in progressing as a Quality and Service led, customer focused business. We will maintain our pre-eminent position by developing our agile and entrepreneurial offering through investment, employee development and modern management techniques. The Selby team has completed its expansion and a new Latitude casemaker is up and running. Management Development Training courses, focused on continuous improvement projects across the business, are well under way and are already bearing fruit. Five S and SMED are beginning to be part of the every day language as we expand our already impressive management tool kit.

So it is with a spring in our step that we enter the last quarter, confident of a strong finish to the year. We will achieve all of our goals with a clear vision and hard work, communicated to the whole Rigid team so that we will all know our role in fulfilling our ambitions. Remember every one of us has our part to play in delivering sustainable success not just for 2008 but for the years to come. I cannot emphasise how much I have been impressed by the warmth with which I have been received in these early days of my tenure and the eagerness there is in the company to succeed. We have so much talent and enthusiasm. If we keep up the good work, we will continue to 'Grow Against the Tide.'

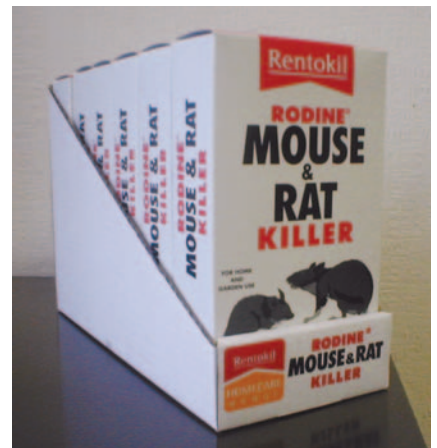


## Rentokil looks to Rigid for solution

# Shelf-Ready solution for leading household brand

Improved brand image and minimised waste follow development of new Shelf-Ready Packaging solution.

In a move to improve its packaging and minimise waste, Rentokil Initial has introduced Shelf-Ready Packaging (SRP) for some of its pest control products. Designed and manufactured by Rigid, the die-cut corrugated fibreboard trays and lids are printed in up to three colours. Part of a wider range of corrugated cases and trays supplied by Rigid, the new dual-purpose transit/point-



of-sale packs are used for a range of Rentokil professional and consumer products - including Rodine® Mouse & Rat Killer.

Katie Horrocks, Buyer, Rentokil Initial, comments: "Although now one of the UK's major box manufacturers, Rigid is refreshingly different as it operates with 'a small business' approach — which means it's flexible, responds quickly and nothing is too much trouble. For example, the company has been invaluable in helping improve our packs — particularly in developing the SRP for the Rodine products.

"Rigid has successfully created a case that manages to balance our aim to minimise packaging waste, while maintaining a robust, reliable and protective transit and point-of-sale pack. By simply removing the lid, the retailer can immediately place the tray of products on display."

In addition to SRP, Rigid also supplies a wide selection of plain cases to Rentokil Initial. These are used to hold a range of pest control products, which are packaged in plastic and metal containers, ranging from 500 ml up to 25-litre, including UN certified units.

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### A First for Graphic Design!

One of our former trainee graphic designers — **Marc Harrod** — who trained with us for two years loved it so much he decided to enhance his skills by studying Graphic Design full time at university. Marc has spent the last three years studying Graphic Design at Coventry University. Six months of his course were based at the Polytechnic University in Hong Kong. He has recently graduated with a First Class BA with Honours in Graphic Design. He is interested in the field of Web Design and hopes to move back to Hong Kong at the end of the year to live. Well done Marc!

### Exam success

**Nicola Harlow** has let us know that she recently passed Management Level CIMA exams that she sat in May. "I am now starting to study for the final strategic level, with three exams to be taken in November and hopefully the Top CIMA paper in May 2009," she tells us. Best of luck from us all.

### Rokakai fund raising

**Allison Clark**, who works in the Payroll department at Desborough, sends us news of a fund raising initiative that she is undertaking, to help raise funds for her son's Rokakai (karate) club. The sweepstake football competition, which will pay out up to £100.00 per week to the winning selector, is being held to help raise money so the club can buy new mats, pads, mits, flooring and towards competitions for the Junior team.

### Race for Life

**Sharon Foster**, from Charta, tells us that the 'Paper Girls' Race for Life was a great success. "We had a wonderful walk, and managed to raise £424.92. We enjoyed

ourselves so much, we are already planning our fancy dress for next year!" Several other Rigid team members took part, including; **Gemma Rafferty** (£193); **Allison Clark** (£247) and **Emma Pickering** (£302).



Above, at right — Emma Pickering



The Paper Girls — Sharon Foster, Robin Simpkin, Clair Kemsley and Dawn Lancaster



Allison Clark

### Marathon for charity

**Janis Grooby**, an operator on the Martin 616 at Desborough, will be taking part in the Mablethorpe marathon on 14th September to raise funds for "ups and downs", a charity which is for children with Down's Syndrome. All the best Janis, run hard!

### Birth news

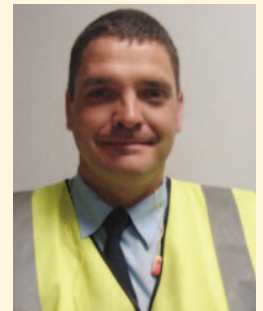
We are delighted to report that one of our clamp truck drivers, **Troy Manning**, and his wife Zoe had a little boy on 21st May. Charlie Hayden weighed in at a very healthy 6lb 8oz. Well done Zoe.

**Gemma Farmer** from our Desborough site has let everyone know that she gave birth to a baby boy — Louis — on 22nd July. He weighed in at 8lb 10oz and Gemma says he is lovely!

### CMIC success for Phil

Congratulations to **Phil Foster**, Shift Manager at our Desborough site, who has successfully completed his Chartered Management Institute Certificate in Team Leading. Phil has worked at Rigid for 10 years, building experience in a variety of roles. Promoted to Shift Manager in 2006, he has proved to be a valuable member of the management team, initiating changes which have allowed the shift to improve its productivity and quality.

His CMIC skills have quickly shown important benefits, helping Rigid to implement changes needed for growth and other operational improvements.



## about us

### Who we are

Rigid Corrugated is part of VPK Packaging Group - one of the fastest growing independent European manufacturers of recycled paper and corrugated cases with an annual turnover of some €480 million. Apart from the UK, it has a network of operating plants in Belgium, Holland, France, Poland and Romania.

In recent years the Group, (which is listed on the Belgium stock exchange), has evolved from a product-focused organisation to a service organisation, concentrating on customers' specific needs in terms of tailored packaging solutions, supply chain optimisation and just-in-time deliveries.

Part of VPK since 2000, Rigid Containers has been an industry pioneer in meeting the demands of the modern supply chain in the UK by introducing innovative, integrated manufacturing and logistics facilities with large warehousing capabilities for an unrivalled outstanding ex-stock service.

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