

# McKibbin Research Foundation Award

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*Pictured:* Peter Hendy CBE FCILT; Lena Fleschhut; Steve Rinsler FCILT, Director, Bisham Consulting

## Lena Fleschhut

Lena, in her excellent paper argued with much persuasion that a supply chain requires an integrated procurement function which recognises the strategic requirement to positively influence suppliers so as to create sustainable and competitive advantages. In some instances these relationships are the distinguishing feature between similar businesses that create the leaders in their markets.

Lena is a KTP Associate at the University of Hull completing her research in Plastrubition Ltd a distributor of engineering, styrenic & commodity thermoplastics. Plastrubition offers distribution of small to medium product quantities and importantly technical expertise, something the larger organisations, in striving for efficiency, cannot match.

It is hoped that she will take the model further, testing its applicability in the difficult markets where oligopolies that look like monopolies are supplying to companies that are monopolies themselves. The defence market and the NHS are just two examples.

A well structured paper: a deserving winner of this year's prize.