Interview with Jean Detrun – Director of the Central Logistics Direction DACIA

The context was such that, because of personal and family reasons, Jean Detrun – the current Director of the Central Logistics Direction, started working since he was 19, just after graduating from high school. Thus, in December 1973, after concluding his military service, he got a job with Renault, at the Douai factory, within the resource department at the production management division. During more than 30 years of career at Renault, Jean Detrun had different job positions at various hierarchical levels, from a simple clerk to head of department. After a short period at the headquarters in Paris, he was charged with setting up the shipping centre of CKD parts, i.e. Renault Industrie Roumanie.

1. In 2004 you received the proposal to come to Romania in order to lay the foundations of the shipping center of CKD parts, which became - in only a few years - the biggest logistic center within the group. How did you manage the project?

In March 2004, when I arrived in Romania, my mission was to use the means – be them physical, administrative, human etc. in order to develop a logistic center wherefrom Logan parts were to be sent in those countries where Renault decided to manufacture this model. In 2004, on the current location of ILN-RIR there was nothing else but a plot of land of 150,000m², and in 2005 we were already sending the first shipments towards Russia, Morocco and Columbia. Practically, in a year we had the 36,000m² building done and the site operational. We spent many days, nights and weekends so that we can be in time, so that our deadlines could be met. We succeeded thanks to the know-how and professionalism of the employees working at Renault/Dacia logistics, whose manager I am proud to be.

2. How has the activity of the Direction you manage developed until now?

In 2010, 412,018 cars were manufactured worldwide on account of the 840,000 m³ parts sent by the ILN-RIR center. This makes it the most important and the most efficient center of the group. It is via this center that the parts needed for the manufacturing of cars from the Logan and Duster range are shipped to Russia, Morocco, Columbia, Brazil, India, South Africa and Iran. Each week no less than 5 trains and 200 trucks leave the center and they can be traced at any place worldwide so that we can get information about the contents of our containers and trucks. Since the second half of 2010, we have become also an import center for parts sent by our suppliers from Brazil, India, Japan, Korea and China, and necessary for the plants on the Dacia site.

3. How would you define the mission of the Central Logistics Direction?

The Central Logistics Direction’s mission is to coordinate and optimize Dacia logistics, by respecting the rules of quality, costs, deadlines, human resources and environment.

The main activities are:

- scheduling the cars,
- organizing the transport of parts necessary for the assembly of vehicles,
- managing the stock of parts,
- organizing the shipment of cars towards dealers.

4. Quality represents one of the priorities of the Renault Group. How do you guarantee the qualitative aspect in the various logistics activities?

The focus on quality is always present in our activities. Via the audit process we ensure the quality of parts and cars shipped, applying the standard procedures of the group. Thus, our shipping center is one of the most efficient in terms of quality, costs and deadlines, representing a benchmark for the other entities of the Renault-Nissan Group.

5. What are the key figures for the activity of your direction in 2010?

In 2010, 87,482 trucks entered at Dacia. For the shipment of cars 28,987 trucks and 568 trains were needed with a load of 341,782 cars, and for the shipment of parts 5,411 trucks and 164 trains were needed. As I was saying earlier, 412,018 cars were assembled with parts sent from the RIR ILN center in countries where the Logan and Duster car range are manufactured.

6. What are the main objectives for 2011?

Our main objective for 2011 is to have clients satisfied with the qualitative, cost and deadline aspects. By improving the logistic performance, we will continue to contribute to a positive Free Cash Flow of the group.

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