



Case Study: Arla Foods

2006 – Arla wins 60% of a leading supermarket's UHT business. Stockholding increases to 10,000 plts

2006 – Core Arla customers move to Next Day Delivery Service, 7 days/week. Deliveries of "Retail display pallets" introduced

2006 – Stock holding of 12,000 pallets spread over 3 sites initiated discussions to consolidate stock into 1 prestigious site

2006 – Sourced the Elland facility and agreed 5.5 year contract term

2006 – Implemented operation in new Elland facility in just 3 months

2008 - Arla becomes the sole provider of a leading supermarket's UHT business and stock holding increases to 15,500 pallets.

Benefits

High quality, experienced staff:

Many with 13 years experience of the Arla contract and working practices, ensured a seamless transition into the new facility

Efficient, Robust Change Management:

3 months from conception to 'go live' at the Elland site

Commercial flexibility and lowering of financial risk:

Transactional costing introduced

Operational consolidation & scope for growth

Reduced costs of operating single site



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Testimonial

"The partnership with Bibby has developed over the past years. The new facility at Elland is the next stage of the partnership and will enable both companies to further improve efficiencies within the supply chain. This project has been an excellent example of Bibby working in partnership with Arla Foods to deliver a seamless new site implementation. Arla Foods and Bibby personnel have worked as a team throughout, helping to ensure the success of this venture"

Paul Lloyd, Logistics Director, Arla Foods