

GRITIT: Keeping business safe and operational throughout the winter months.

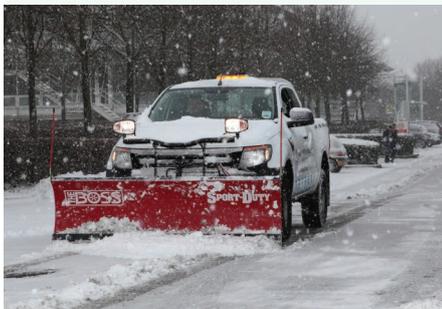


KUEHNE+NAGEL

Industry: Logistics
Location: Worldwide
Total area of sites serviced nationwide: 365,000m²

Solutions provided:

- Set costs
- Easy access to full audit trail
- Reliable, friendly service



Some of the GRITIT fleet



One of the K+N sites' service plans

The Challenge

As a logistics business, Kuehne+Nagel is driven by clients to ensure their products reach their stores.

The company's distribution centres therefore have to remain open and operational at all times. Over Christmas, as an example, this becomes even more of a necessity.

Kuehne+Nagel knew it needed to bring in the services of a specialist winter gritting player, to provide protection against the financial and physical risks of adverse weather.

In 2011-12, the company engaged the services of GRITIT, the UK's leading winter risk management specialist, to manage 10 of the company's key sites across the UK. This number was increased to 20 for the last winter (2012-13).

The Solution

Prior to setting up the contract with GRITIT, Kuehne+Nagel will have either used general site managers to look after the gritting, or it would have been outsourced locally. Through GRITIT, the company can rest assured that a full audit trail of the gritting which took place is stored on file.

Nikki Singh-Barmi, managing director at GRITIT, added: "The role of a logistics manager is a complex one, and we want to provide an invisible service to them. If we have done our job properly, then the client shouldn't know we have even been on site. "At the end of the day, it is about making sure our clients are taken care of properly, and allowing them to focus on their day jobs."

The Result

Commenting on the service delivered by GRITIT in Winter 2010-11, David Jarvis, procurement category manager at Kuehne+Nagel, said: "For our key sites, we knew that we had to have a fail-safe procedure in place, and as it turned out, this was really put to the test throughout the last harsh winter we have experienced.

David Jarvis: "We have just finished our second season, and were impressed by the service provided - GRITIT is a supplier that hasn't let us down. We are able to review regional activity levels on a national basis.

"After doubling the number of sites last winter, we now plan to add a further 10 sites for the upcoming winter season.

"The GRITIT service was put under real pressure during this last winter, but placed real focus on gritting and snow clearance to support its customers."

"GRITIT needed to guarantee key sites would remain operational... They didn't let us down."

David Jarvis
Kuehne+Nagel