

# Bibby Distribution unwraps sweet new deal with Tangerine



9 January 2017

Bibby Distribution has signed a multi-million pound contract with confectionery manufacturer Tangerine that will see the 3PL store and deliver some of Britain's best-loved sweets.

Bibby Distribution will handle all warehousing and distribution requirements for Tangerine, having secured the new deal on the basis of its proven track record in delivering continuous improvement on long-term contracts.

Stephen Webster, Tangerine's Head of Logistics and Customer Service, says: "We wanted to work with a long-term partner that shares our values, and can offer us ever-improving services. Bibby Distribution's management approach is refreshing, and we now have a strategic partner whose operations will support our growth and deliver outstanding performance."

Bibby Distribution will evaluate ways to deploy new technology on the contract to boost efficiency. Delivery tracking is already possible thanks to the 3PL's full fleet telematics – which is also used to improve driver performance – and plans are in place to implement sign-on-glass proof of delivery for instant updates, and to introduce 'day one for day two' delivery, to ensure customers receive their confectionery in rapid time.

Whilst consultations are taking place, it is proposed the new contract will operate primarily from Bibby Distribution's flagship distribution centre in Wakefield. Shunting runs will bring products such as Butterkist Popcorn, BlackJacks, Sherbet Fountains and Refreshers from Tangerine's factories along the M62 corridor to Wakefield for consolidation, where they will then be dispatched to wholesalers and supermarkets across the country.

Webster says: "Bibby Distribution's Wakefield facility is perfect for our operations. It matches our business' centre of gravity, the facilities are outstanding, and with its shared customers, including major supermarkets, we can dramatically cut the costs of logistics thanks to Bibby Distribution's blend of flexibility and reach."

Tangerine manufactures many of Britain's best-loved sweets and snacks. With six manufacturing sites across the country, it produces famous products such as Dib Dabs, Wham Bars, and Mojos, in addition to the UK's brand leader, Butterkist popcorn and 'retro' treats.

ends

**Notes to editors:**

As one of the top ten logistics providers in the UK, Bibby Distribution exists to enable other companies to drive value from their supply chain activities. The company specialises in providing contract logistics, warehousing, distribution, systems integration and added value services to a wide range of customers.

Bibby Distribution operates from 90 locations across the UK, employs 2,000 people and manages 2million ft<sup>2</sup> of warehousing space.

The majority of Bibby Distribution's business is based on long-term partnerships. Its diverse capability also means it can share best practice across the various industry sectors it operates in, from Automotive to FMCG.

Bibby Distribution is part of Bibby Line Group (BLG), a diverse and forward-looking family business with over 200 years' experience of providing personal, responsive and flexible customer solutions. BLG is a £1.7bn business, operating in more than 20 countries, employing 6,500 people in industries including retail, offshore, finance, distribution, shipping, marine based businesses, plant hire and woodland burials.

Bibby Distribution, Head office, 105 Duke Street, Liverpool, L1 5JQ.

[www.bibbydist.co.uk](http://www.bibbydist.co.uk)

[www.bibbylinegroup.co.uk](http://www.bibbylinegroup.co.uk)

**Further press information:**

James Boley and James Keeler at Garnett Keeler PR on 020 8647 4467.