



Press release (Trade)

25 October 2016

WINCANTON CEMENTS CONSTRUCTION EXPERTISE WITH CONTRACT WIN

Logistics firm [Wincanton](#) has reinforced its position as a leading provider of supply chain solutions in the construction sector following the announcement of a new contract with the UK's largest supplier of ready-mixed concrete, [Hanson](#).

The eight-year contract makes Wincanton the first 3PL provider to enter the ready-mixed concrete market. Under the terms of the contract, it is estimated that Hanson will require Wincanton to deliver in excess of half a million cubic metres of concrete each year. This will be fulfilled by a fleet of over 70 vehicles in Wincanton and Hanson liveries, which will be flexibly utilised to meet the demand.

Wincanton's entry into the ready-mixed concrete supply chain will provide additional capacity at a time when the industry's long term prospects look positive. The government has already spoken of its plans to build a million new homes by 2020 and to invest in major infrastructure projects such as HS2.

Wincanton is ideally placed to provide a flexible fleet of branded or Wincanton vehicles to support customers across the UK, extending the scope of the services provided to the construction industry. In addition, Wincanton's experience and approach will ensure consistent standards, fulfil regulatory obligations and unlock efficiencies.

Chris Fenton, Managing Director at Wincanton said: "Hanson is a leading industry player and we look forward to working with the whole team to deliver the highest standards of operational excellence and customer service. The company makes a great addition to our growing portfolio of clients in the construction industry.

"We are an innovative business and are always looking at ways to improve and bolster our service offering to better support our customers. This contract win is very exciting news for us as we are the first 3PL provider to enter the ready-mix concrete market, strengthening our position as a pioneer in the logistics sector. This will offer us a lot of opportunities to showcase our inventive ways of working and the ingenuity of our approach to help our customers grow."

Matt Barlow, Hanson UK's Supply Chain Director added: "We have chosen Wincanton for its expertise, scale and professionalism, we are confident that this new contract will unlock efficiencies within our business where truck utilisation and on-time delivery are critical."

"The outsourcing of part of our concrete delivery operations to Wincanton will complement our existing franchise and company vehicle fleet and allow us to provide high levels of service to all our customers."

Hanson UK is part of the HeidelbergCement Group. Its concrete business consists of 178 production plants across the UK, which offers significant scope to develop this relationship further both in ready-mixed concrete and the wider Hanson business.

Wincanton is the largest British logistics firm and last year celebrated its 90th anniversary. It employs more than 18,000 people across 200 sites and its 3,600-strong fleet provides supply chain solutions across a wide range of sectors including retail, construction, defence and energy.

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Find out more at www.wincanton.co.uk

Contact

For further information please contact:

Liam O'Shea
0117 906 4022 / 07912 558 260
wincanton@speedcomms.com

Harriet Holbrook
0117 906 4517 / 0792 105 5697
wincanton@speedcomms.com

Notes to Editors

Hanson UK

Hanson UK is a leading supplier of aggregates, cement, asphalt and concrete to the construction industry. It employs 3,600 people at over 300 production sites and operates a fleet of more than 1,200 vehicles, including 850 tippers and mixers operated by independent owner-drivers under a franchise agreement.

Hanson UK is part of the HeidelbergCement Group, one of the largest building materials manufacturers in the world, the global market leader in aggregates which also has leading positions in cement, concrete and other downstream activities. The Group employs around 63,000 people at 3,000 locations in 46 countries.

Wincanton plc

Wincanton is the largest British logistics firm, providing supply chain consultancy and solutions to some of the world's most admired brands. We employ approximately 18,000 people across more than 200 sites and have a 3,400-strong fleet of vehicles.

In 2015, we celebrated our 90th anniversary. Our business started in 1925 delivering milk and dairy products. Although our heritage means a lot to us, we have since expanded to provide supply chain solutions across a wide range of sectors including retail, construction, defence and energy.

As a trusted and respected business partner, we design and implement services that range from setting up and operating distribution networks through to bonded warehouses, technology hosting, container transport and storage. We strive for operational excellence in everything we do.

We work hard to understand and respond to our customers' needs, build long term relationships and use our skills and expertise to deliver a smarter, added value service, every day. Our customers rely on us to make their businesses operate more efficiently and to gain a competitive advantage in their sector.

Improved stock visibility and availability, reduction of lead times, collaborative warehousing and transport models, and an absolute commitment to continuous improvement, are just some of the reasons why many of our customer relationships extend to more than 20 years.



Key facts:

- Annual revenue in the UK & Ireland exceeds £1 billion
- Circa 18,000 employees including 4,000+ drivers
- Operates from 200+ locations with 6.6 million square feet of warehousing across the UK and Ireland
- Operating responsibility for around 3,400 vehicles
- In 2015, Wincanton celebrated its 90th anniversary.