

Release date: 15 January 2018

## **BIBBY DISTRIBUTION'S CONCEPT TRAILER PRAISED BY SAICA PAPER AFTER ELIMINATING WET CLAIMS IN 2017**

A concept trailer developed by Bibby Distribution for SAICA Paper delivered 100% success in 2017, eliminating wet claims for the international supplier on all its journeys.

The 3PL teamed up with specialists at Don-Bur to create the bespoke curtainsider, incorporating a range of specifications designed to keep water out and ensure safe operation.

SAICA Paper's UK Logistics Manager, Chris Johnson, says: "To say there hasn't been a single wet claim on deliveries made by the concept trailer is incredible. Deliveries made by this concept trailer removes any worry for us and gives us total confidence that we can deliver full customer satisfaction.

"Bibby Distribution has raised the bar and truly set themselves apart. We're looking forward to seeing greater use of this trailer type, which could all but eliminate the problem of wet claims."

Explaining how the trailer works, he continues: "It has a triple-layer floor and a double-skinned, ultra-thick curtain, so that means we're avoiding the problems caused by curtains that aren't under the pelmet properly, or the sharp wires wrapped around paper bales that are prone to doing damage. That's what makes it so special."

Bibby Distribution introduced the trailer to tackle the costly issue of water-damaged reels and limit risk of the manufacturer losing customers through having too many wet reels delivered to the customer.

The logistics specialist collects, transports and processes around 550,000 tonnes of paper reels per year for SAICA to packaging manufacturers across the UK, using a 90-strong fleet.

The addition of the concept trailer, combined with general fleet upgrades and vigilant maintenance as part of Bibby Distribution's on-site duties at SAICA's Carrington factory, has seen total savings made over the year reach more than £8,000.

Johnson says: "Bibby Distribution ensure SAICA Paper's customers get the very best service and products which is always our primary objective, and our collaboration is making a tangible difference to us and to our customers."

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**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, a diverse and forward-looking family business delivering personal, responsive and flexible customer solutions for over 200 years.

Bibby Line Group is a £1.4 billion business, operating in more than 20 countries, employing over 4,500 people in industries including retail, offshore, financial services, distribution, shipping, marine based businesses, plant hire and woodland burials.

To find out more about Bibby Line Group, visit [www.bibbylinegroup.co.uk](http://www.bibbylinegroup.co.uk).

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BDL/213/17