

28 March 2017

British Steel awards new export deal to P&O Ferrymasters

Release time: immediate

Pan-European logistics provider P&O Ferrymasters is implementing an expanded contract from major UK manufacturer British Steel.

The Scunthorpe-based long products business was re-launched as British Steel in June last year following an acquisition. After a five-month logistics tender process which began that month, P&O Ferrymasters won a new three-year deal that maintained its pre-existing volumes under the previous owner and added lanes to Scandinavia and Italy. The agreement covers exports of wire, rods, semi products and steel sections to mainland Europe.

Stuart Smith, British Steel's Head of Logistics, Transport & Shipping, says: "Having worked in partnership with P&O Ferrymasters for nine years, I already knew their capabilities to deliver our products to a high level of service. The new contract presents an exciting opportunity to develop new routes and improve delivery and service to our customers. We are also fully engaged with P&O Ferrymasters to develop further safety processes and implement an in-depth continuous improvement programme."

An onsite P&O Ferrymasters Contract Logistics team provides load building, order execution, health & safety and carrier management support and is now rolling out track and trace across its carrier base as part of the continuous improvement initiative. Under the next project, P&O Ferrymasters will set up a 'meet and greet' facility for hauliers arriving on site – designed to drive trailer park/collection point efficiencies and to provide immediate support for health and safety as well as load securing expectations.

Mike Shannon, Contract Logistics General Manager, notes: "The successful tender was the result of a huge team effort. Input came from various areas of the company including the existing contract team, carrier management, finance and transport specialists from our other divisions. We are currently embedding the new flows we have gained and then our focus will be working with British Steel to identify further opportunities for service improvement and cost savings."

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Contract Logistics Director Mark Mulder adds: “This is a significant award that underlines our ability to deliver sustainable supply chain solutions. We look forward to building on our strategic partnership with British Steel throughout the life of the contract and beyond.”

About P&O Ferrymasters

The P&O Ferrymasters own-assets fleet is one of Europe’s largest with some 4,000 trailers and containers. Part of the Dubai World group, the company is a leading specialist in tailor-made transport, logistics and supply chain solutions, operating from more than 20 strategic locations in 12 European countries.

About British Steel

British Steel employs 4,800 people – 4,400 in the UK and 400 in France – at facilities including the Scunthorpe steelworks and rolling mills in Teesside, Skinningrove and Hayange (France). Annual production totals more than 2.8 million tonnes and 1,450 specifications of steel that is rolled into wire rod, sections, special profiles and rail.

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