



NEWS RELEASE

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DSV Road gets a lift in exclusive new deal with Stannah

DSV Road, the third largest road haulier in Europe, has won a new long-term distribution contract with Stannah Stairlifts.

Chris Ward, Distribution Manager at Stannah Stairlifts, says: “We were delighted to announce DSV as the exclusive partner for our road business. After working together for almost a year in other areas of our road business, we felt their enthusiasm, customer focus and commitment to Stannah warranted them being awarded all of our European road business.

“DSV’s unique willingness to explore opportunities to improve on current procedures and route optimisation will result in greater cost efficiencies and improved service for Stannah and its European client base,” he explains. “Building on our already excellent relationship with key personnel at DSV, we are looking forward to a rewarding long term and strategic partnership into the future.”

The contract sees Stannah award its road business – freight from its factory in the UK to its European distributors – exclusively to DSV in this multi-year deal.

With around 10,000 employees, DSV Road is one of the leading logistics providers in Europe.

Mike Dicker, DSV Road, Business Development Manager, says: “DSV is delighted to be exclusive partners for Stannah’s road logistics business. During the year of working together we have built up an excellent relationship and our companies share a lot of the same business ideals and principles.

“We were delighted to achieve ‘Trusted Advisor Status’ and I believe that played a huge part in us becoming the strategic single road supplier for Stannah Stairlifts. Together we have been able to reduce costs by combining value with route planning optimisation, smarter IT and labelling interfaces and we have also managed to reduce lead times.”

Stannah Stairlifts, founded in 1860s, operates in 40 countries worldwide. It is a household name and the market leader in stairlifts and homelifts. In 2011 it produced its 500,000th lift.



A DSV truck

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About DSV
Global Transport and Logistics

DSV is a global supplier of transport and logistics services.

DSV has offices in more than 70 countries all over the world and an international network of partners and agents, which makes DSV a truly global player offering services worldwide. By our professional and advantageous overall solutions, the approx. 22,000 DSV employees recorded worldwide annual revenue of 6 billion euro for 2011.

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