



Howard Tenens Wins Cromwell Tools Contract

Howard Tenens, one of the UK's largest privately-owned logistics companies has been awarded a new contract with one of the UK's largest Tools suppliers; Cromwell Tools.

Leicestershire based Tools supplier Cromwell Tools, has chosen Howard Tenens as their distribution partner to facilitate their national branch distribution from Q3 2018. The three-year deal will see Howard Tenens utilising their Closed Loop Transport Network which is currently utilised by the likes of Toolstation, Honda and Cotswold Outdoor to provide a Through The Night (TTN) distribution solution to the UK Cromwell branch network. Tenens will be delivering in excess of 1,250 cages per week across the estate, where the drivers are given sole responsibility of gaining access to the store, delivering the cages in a secure given location, processing returns, securing the site, and finally returning all empty cages and reverse logistics product back to Cromwell's distribution centre.

Paul Nicholls, Network Support Manager for Howard Tenens expressed his enthusiasm, commenting: "We are delighted to have been awarded this contract from Cromwell Tools. Cromwell are a fantastic retail brand to add to the Howard Tenens portfolio. On a personal level I am looking forward to working with the whole Cromwell team on driving further efficiencies into their operation as we have done for the other contacts in our network. I would also like to welcome the new drivers who will be joining the Tenens team on this contract."

Cromwell Tools decision to award Howard Tenens with the contract was largely down to the Logistics provider's unique solution and ability to drive efficiencies into Cromwell's existing transportation operation through the utilisation of their Closed Loop Network.

Ross Wilson from Cromwell Tools comments; "Overnight delivery to our branch network is an integral part of our business model and plays a huge role in delivering to our customer expectations. The outsourcing of this delivery function gives us a flexible platform from which we can grow and develop our offering, as well as ensuring we continue to operate safely and provide the level of service both our branches and customers, have come to expect. Having extensively reviewed our options, we are confident Howard Tenens represents an excellent partner to complement our business. Their focus on continuous improvement and technological capability, both match with our strategic direction and support our key transport drivers of visibility and control. We look forward to working with them and building a strong working relationship which can ultimately benefit both organisations"

Furthermore, Howard Tenens ensure value for money and deliver exemplary service by adopting the shared user, closed loop network distribution to enable maximum utilisation. Karl Hodgkinson, Joint Managing Director encapsulates this approach, stating: "Our customers get all the benefits of being on a shared user network however as there are only a limited number of customers they all receive very high service levels and associated management attention, whilst benefiting from shared overheads."

Mike Gordon, Operations Manager of Howard Tenens Network Transport details the businesses approach to the challenges induced, commenting: "We ensure there

are the same, highly trained and disciplined drivers to the same drop points every night. The responsibility of accessing unmanned dealerships through the night and scanning cartons and cages to the dealership to prove delivery is a challenging activity, but ensures the dealers have their tools when they arrive in the morning.”