

Wincanton plc

Wincanton awarded new three-year contract by Kelkay

Wincanton, a leading supply chain partner for UK business, has been awarded an initial three-year contract with Kelkay, the garden landscaping products manufacturer.

Under the new contract, Wincanton will provide Kelkay with a scalable transport service, comprising of store deliveries, fleet provision and maintenance, planning, scheduling and compliance. This will be underpinned by Wincanton's leading innovative technology.

This work builds on Wincanton's existing relationship as a trusted partner to Kelkay which began in 2019 and which saw Wincanton provide access to its fleet network. The new contract will see the Group manage the movement of some 20,000 orders per year from Kelkay's site in Pollington, East Yorkshire, for distribution to over 2,000 retail locations across the UK and Ireland.

In order to meet the specific needs of Kelkay, Wincanton will operate from a transport planning hub in Wigan to manage load movements, utilising the Wincanton fleet network. A transport execution team will also be based at Kelkay's site in East Yorkshire.

According to Mintel*, the UK garden products retail market is forecast to see sales increase 35.3% by 2025 as consumers focus on improving their gardens and outdoor spaces.

Andy DeVere, Group Transport Director at Wincanton, said: "We are thrilled to announce our new partnership with Kelkay. The contract win strengthens Wincanton's position as a leading supplier to the UK garden products retail market. We look forward to utilising this expertise, alongside our track record of operating across the UK, to provide Kelkay with supply chain support to drive long term growth."

Paul North, AMES UK Managing Director, said: "Our partnership with Wincanton is key to delivering our ambitious and exciting growth plans. Their highly professional approach, together with enormous flexibility, gives us the logistics capacity to handle the rapid growth in our business. The Wincanton team is now seamlessly embedded in our organisation and our customers will benefit through streamlined communications and timely deliveries."

**Source: Gardening Products Retailing – Impact of COVID-19 UK, published by Mintel, June 2020*

For further information please contact:

Wincanton Plc

Tel: +44 12 4971 0000

Tim Lawlor, Chief Financial Officer

Headland

Tel: +44 20 3805 4822

Susanna Voyle/ Henry Wallers/ Jane Glover

E: wincanton@headlandconsultancy.com

Notes to Editors

About Wincanton

Wincanton is the largest British third-party logistics (3PL) company, providing supply chain solutions to some of the world's most admired companies across a wide range of industries including retail, construction, defence and energy.

As a trusted and respected business partner, we design and implement services and solutions 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.