



# Kimberly-Clark

Partnership solutions spanning the last three decades with Kimberly-Clark

## The Client

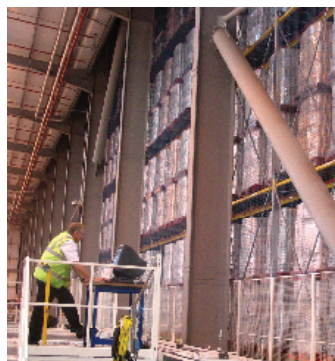
Kimberly-Clark is an internationally recognised global health and hygiene company. Its broad range of household brands includes Kleenex, Andrex, Huggies, Kotex and Scott – products which are bought by over 1.3 billion people every day.

## The Challenge

- ◆ During the 1990s Kimberly-Clark's logistics were organised on a regional basis, utilising a number of lead contractors who were in turn supported by a network of managed, smaller service providers.
- ◆ Raw materials were arriving into the UK at Northfleet and transported via the network to manufacturing plants.
- ◆ Recycled waste paper collections were also made on a national basis.
- ◆ Finally, 5 distribution centres were responsible for the storage and distribution of finished products to customers.
- ◆ As a result of the strategic review process, the Kimberly-Clark executive team took the decision to outsource a far larger proportion of their logistics service provision and rationalise the high number of contractors involved.
- ◆ Their key drivers were to reduce the onerous costs resulting from their disparate logistics network and increase operational visibility overall.

## The Solution/Benefits

- ◆ TDG was able to build upon its service provision during the subsequent period of intensive change.
- ◆ That change happened at a pace and in 1996; TDG took over all operational responsibility for the Kimberly-Clark national Distribution from the Barrow in Furness Mill and commenced operations in Flint.
- ◆ By 1999, the service offering also included the transportation of raw materials into the Barrow in Furness Mill.
- ◆ The main expansion to the Kimberly-Clark contract occurred in 2002 when TDG coverage extended through the Midlands, down to the South East, up to the North West of England and as far as Koblenz in Germany.
- ◆ Today, TDG is the lead contractor responsible for Kimberly-Clark's warehouse storage and distribution facilities located at Barrow-in-Furness, Flint, Northfleet, Carnforth, Stretton and Appleton; as well as the European Distribution Centre in Koblenz, Germany.
- ◆ By moving to a national provider, Kimberly-Clark has been able to significantly reduce their regional and central management input on logistics and focus more resource onto core activity.
- ◆ TDG now co-ordinate, manage and run their day-to-day warehousing and transport operations; provide complete visibility across the supply chain; and importantly, have generated overall savings on logistics service provision.



*"TDG really have proved a safe pair of hands. Whether considering our day-to-day operations or their response during one of the most challenging incidents in our company history, TDG have proved easy to work with, responsive and effective. We look forward to continuing our successful relationship."*

*Paul Tovey, Logistics Operations Director, Western Europe, Kimberly-Clark*