



Consolidation centres

Logistics evolved

Clipper
LOGISTICS
GROUP



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“The future is clear. It’s time for a new breed of logistics company: one with the size and ability to tackle any project, plus the speed and agility to strike quickly. One that appreciates the importance of logistics in the big picture, yet keeps things simple.”



A new breed of logistics company

There was a time when logistics used to mean simply delivering the right goods to the right place, at the right time. Today, however, in a market that is more competitive and complicated than ever before, the traditional approach to logistics is fast becoming extinct.

Welcome to the future of logistics. Welcome to Clipper.

No other company has developed faster, responded quicker to the market, or done more to reflect the way you work.

But this is not change for change's sake. We're still committed to the principles that built our reputation, and are dedicated to delivering your goods and your promises.

We're evolving every day to meet your changing needs and understand your business better – like giving you direct access to our senior team and building strong working relationships.

Think of it as taking your business to the next level. Think of it as a new era of flexibility. Think of it as a natural progression.



“It gives me peace of mind to know I have a logistics partner that can react immediately to any challenge – and we have thoroughly tested them!”

Dino Rocos, Director of Distribution, John Lewis Partnership

Shopping centre and city centre solutions



Item	Quantity	Price	Total
Apple	10	0.50	5.00
Banana	20	0.25	5.00
Carrot	30	0.15	4.50
Cheese	5	1.00	5.00
Eggs	12	0.40	4.80
Flour	10	0.50	5.00
Grapes	15	0.35	5.25
Ham	2	2.50	5.00
Ice cream	10	0.50	5.00
Jerky	5	1.00	5.00
Juice	10	0.50	5.00
Meat	2	2.50	5.00
Milk	10	0.50	5.00
Pasta	10	0.50	5.00
Peanut butter	5	1.00	5.00
Pineapple	10	0.50	5.00
Salmon	2	2.50	5.00
Sausages	10	0.50	5.00
Shrimp	2	2.50	5.00
Soy sauce	10	0.50	5.00
Spaghetti	10	0.50	5.00
Steak	2	2.50	5.00
Sugar	10	0.50	5.00
Tomato	10	0.50	5.00
Yogurt	10	0.50	5.00

What is multi-user consolidation?

Our groundbreaking new consolidation services are specifically designed to cater for your every retail need.

We offer an innovative solution that will eliminate your stock storage and management challenges. Multi-user consolidation allows the receipt and processing of goods ready for sale at an off-site location, helping you free-up existing storage areas into sales space, whilst frequent and flexible delivery patterns reflect retailer needs and customer demand.

Your storage and processing space will be specified in line with your requirements. These may include, although are not limited to:

- Secure caged area
- Garment hanging space
- Refrigeration units
- Pallet space
- Shelving
- Processing space

Our dedicated care team can manage every aspect of your stock, including pre-retail, total stock preparation and, ultimately, delivering stock to site for you.

We offer a complete end-to-end solution to suit your stock needs.



“Clipper listened to our needs and responded with an excellent logistics solution. We keep choosing to work with Clipper because we trust them to deliver on promises and, where necessary, go the extra mile.”

Sharon Thomas, Supply Chain Director, Woolworths



Why choose a consolidation service?

There are many ways in which you can benefit from using Clipper's consolidation service.

Increased floor space means increased sales

By storing and processing stock off-site, you can increase useable floor space in store and generate greater revenues.

Significant reduction in costs from day one

Our storage costs per square foot are much lower than the cost of retailer space and potentially on-site storage space if available.

Enhanced security for your products

With on-site digital CCTV coverage and 24 hour manned security, our consolidation centres offer higher levels of security, so you can be sure that all your products are protected.

Savings in staffing costs

Your deliveries can be received and processed by our in-house team, thereby removing the need for your teams to be in store prior to or after core store opening hours.

Increase staff motivation by removing 'back of house' tasks

We can manage stock preparation so your team can concentrate on making the sale.

Make your shop a destination of choice

Increased sales floor space enables your store to hold an optimum stock profile, maximising your overall range and, ultimately, making your store a destination of choice.

Reduce the risks of breaching in-store regulations

Storing and receiving your deliveries off-site helps you to manage in-store space more effectively, making it easier to conform to all in-store regulations such as Fire and Health and Safety legislation.



“Clipper understands the way we work and they truly understand retail. It’s refreshing to work with such a proactive logistics organisation and I can say that since working with them we’ve seen some really positive improvements in our business.”

Jason Keegan, Director of Logistics, New Look (2008)



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Our services

As a flexible logistics provider, we've developed a range of services to help meet your individual needs. These can be mixed and matched as required, and include:

Goods inwards

We can take delivery of all inbound products, process and manage them as required and deliver them to store at a time to suit you.

Pre-retailing

We can prepare and manage your goods so they arrive in store shop-floor ready. We will attach all tags, including security tags, and hang the products in line with your requirements.

Deliveries to store

We can provide scheduled timed deliveries 7 days a week or deliver to store on demand. Replenishment stock, whether scheduled or unscheduled, can rapidly be despatched to your store, ensuring no lost sales.

Inter-branch transfers

To help you provide your customers with the best possible service, we can move your products on demand, via our national distribution network. In addition, we can also manage your returns.

Customer collection

Our Consolidation Centres can also offer a customer collection facility. This offers your customers a truly hassle-free way to shop and increases potential dwell time.

Inventory management

We can work with you to coordinate all aspects of stocktaking and inventory management.

Home deliveries

Our home delivery service means you can offer your customers flexibility and a totally end-to-end service, with the potential for e-fulfillment.

Recycling service

We can collect and manage your recycling waste quickly and easily, saving you time, money and valuable on-site space.



“Having outsourced our logistics operation for the first time we have been very pleased with the partnership approach Copes and Clipper have implemented and have found them to be knowledgeable and responsive to our needs.”

Colin Tether, Managing Director, Cope & Timmins



Much more than just logistics

The agility that drives our business means we're flexible enough to help protect yours. And we can react quickly to allow you to maximise potential opportunities. Whether it's emergency deliveries, or deliveries through the night during peak times, our service can be adapted to meet immediate needs. For new store openings and refurbishment, we can store and deliver building materials and shop fittings, as well as supplying temporary staff to offer additional help on site.

We appreciate the pressures you face, especially during sale time. To ensure things run smoothly, our team can help you remove all non-sale items, install sale POS and hang clothing as

necessary. We can also prepare and attach marked-down tickets, allowing you to concentrate on selling your products.

We're also experts in handling short-term, fast turnaround projects, such as in-store promotions and product launches. From stand-alone shops to nationwide chains, you'll receive the same dedicated Clipper service.

A service tailored to your needs

We don't believe in a 'one-size-fits-all' approach. Which is why when you choose Clipper, we'll discuss your individual requirements and tailor our services around them. We pride ourselves on the fact that no two customer solutions are the same. Thanks to our years of experience, we can proactively make recommendations that will help you get the most from your rented space, reduce your costs and better your business. So you get a service that's right for you, your business and your customers.



“Our retailers are delighted with the results that Clipper delivers through innovation and outstanding service, with a focused attention to detail, which has directly led to increased sales. The Clipper Group are experts in the field of retail logistics and bring with them a wealth of experience.”

Mohammed Dajani, Centre Director, Meadowhall Shopping Centre



The right solution for Meadowhall

As one of the North's largest shopping centres, Meadowhall welcomes over 25 million customers every year. The limited on-site stock room space and strict planning restrictions were denying retailers additional floor space, so they needed a new storage solution.

So Meadowhall's management team now work with Clipper to operate an off-site storage facility to handle inbound stock deliveries for Meadowhall's retailers. Clipper consolidates the required stock and delivers it to multiple Meadowhall retailers at agreed times each day, giving retailers the flexibility they need to offer more to their customers.

Clipper's 'can do' attitude, coupled with their flexibility and dedication, convinced Meadowhall's management team that this was the right decision for their retailers and their customers. Clipper are Meadowhall's primary logistics provider, helping streamline the delivery process and seriously reducing the centre's carbon footprint.

Situated on the perimeter of the Shopping Centre, Clipper's Meadowhall Consolidation Centre provides 30,000 square feet of storage space for the centre's retailers. It has proved a huge success, and has freed up significant amounts of additional sales space in store. Thanks to Clipper's on-demand

replenishment service, it enables retailers to hold entire stock ranges, helping meet customer demand and generate greater revenues. With all 'back of house' work carried out by MCC staff prior to delivery, in-store sales teams now have more time to concentrate on selling. What's more, goods are stored more safely and securely than ever before.

The environmental impact of a shared-user service has been phenomenal. As well as significantly reducing pollution and congestion around the centre, Clipper takes care of all packing waste by sending it to Meadowhall's recycling area. It's a 21st century solution that's a winner for retailers and shoppers alike.



“Using the Meadowhall Consolidation Centre delivers store efficiency, flexibility and increased stock availability. We have never been let down - deliveries are always on time and all our expectations are not only met, but exceeded. This has led to a real increase in sales which I believe is a direct result of using the MCC. It's a winner - it's great!”

Paul Ranson, Store Manager, Waterstones (2007)



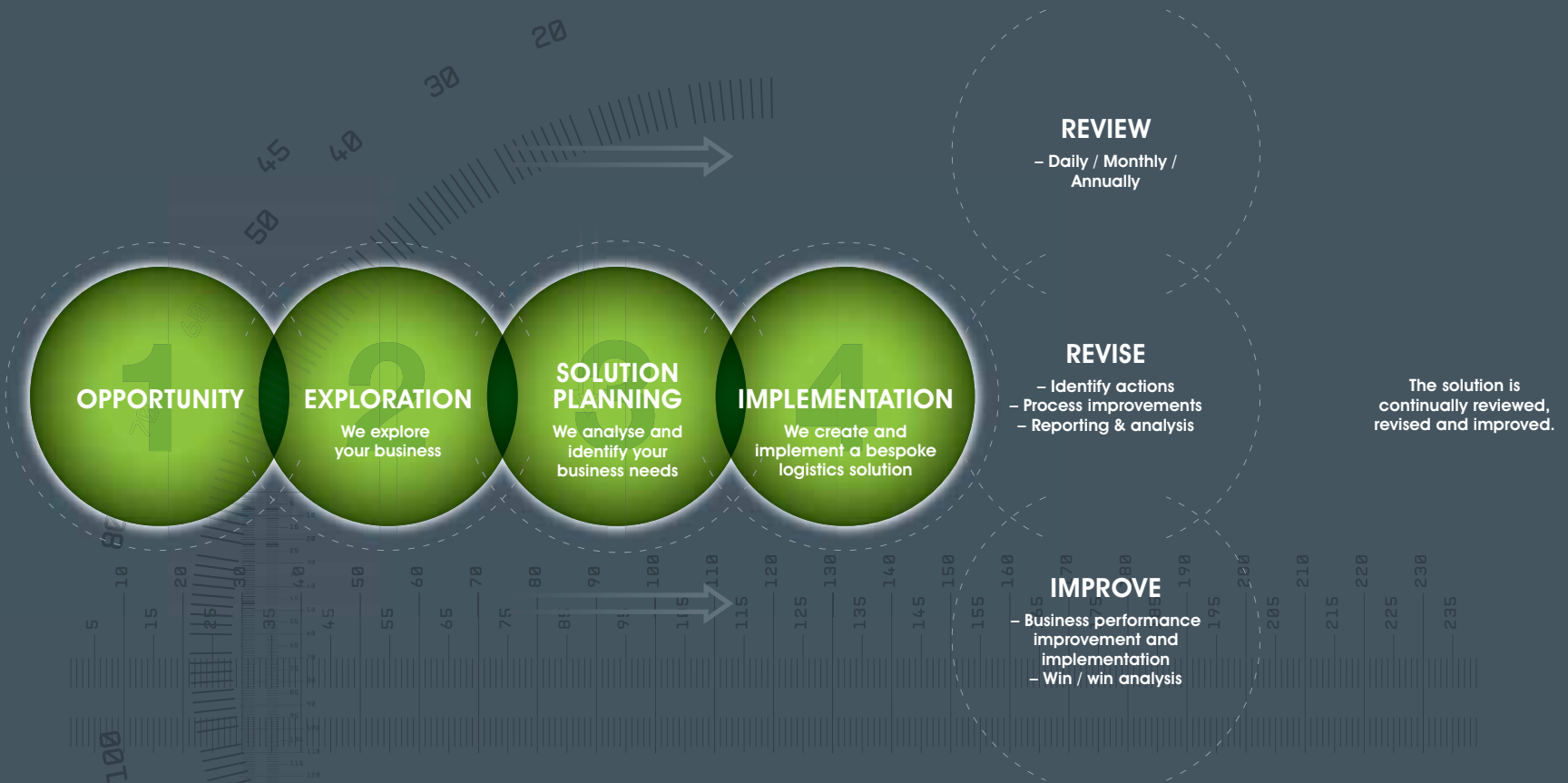
A greener way of working

Using Clipper's consolidation service will not only help reduce costs, it'll help reduce your environmental impact too. By making Clipper the sole logistics provider for all the businesses in your area, congestion will be noticeably lessened and pollution reduced. What's more, we maximise each delivery to site, allowing one lorry to service multiple users every time and significantly reducing the emissions associated with delivering goods to store. So you can watch your sales grow while helping your carbon footprint shrink.

Our environmental approach applies to the whole of our business. That's why we'll implement a recycling scheme for all on-site packing waste, which we will then manage on behalf of all the customers using the consolidation centre. Making it easier for you to do your bit for the environment.



The Clipper Way – Logistics evolved



The method behind the way we work

Logistics and business savvy run in our blood, and giving businesses the solutions they need is second nature. We appreciate that no two clients are the same. That's why we developed The Clipper Way – a proven process model that aligns instinct with process to deliver bespoke, transparent logistics solutions that work.

This unique process allows us to explore, analyse and create insight-driven logistics solutions, yet keep things simple, open and honest. And that's the key difference. We believe that the way we work is just as important as the services we offer.

This effective, no-nonsense approach to logistics enables us continually to improve every aspect of your supply chain, and demonstrate where we can add value and build strong working relationships.

And unlike many other process models, which end after the initial consultation, The Clipper Way continues to assess and review our collective performance over time. So, your business and our service continue to evolve.



To find out more about how our consolidation service could benefit your business, call us on 0113 204 2050 or e-mail vhope@clippergroup.co.uk today. It's time for evolution.

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