



Kuehne + Nagel Drinks Logistics | Customer Success Story



“With Axscend we have a clear picture of our trailer fleet and its usage patterns... Being able to manage our trailers on-line enables us to respond to business peaks and troughs effectively. Our fleet is more operationally fluid than ever before; we can now focus on making it work harder. Furthermore we can take great comfort from being able to track and manage our fleet's maintenance schedule on-line.”

Eddie Hollingsworth
Primary Transport Director



Bespoke customer reports

Depot	Budgeted Trailers			Current No of Trailers Operating			Difference
	Own Trailers	Hire Trailers	Total	Own Trailers	Hire Trailers	Total	
Allon	20	0	20	30	0	30	10
Avonmouth (Test)	0	0	0	0	0	0	0
Bedford	20	2	22	24	0	24	2
Felling	13	0	13	12	8	20	7
Hans Hall	32	2	34	38	0	38	4
Hemel Hempstead	0	12	12	12	0	12	0
Hereford	52	11	63	73	0	73	10
Livingston	24	5	29	32	0	32	3
Reading	154	0	154	97	0	97	-57
Royal	44	0	44	57	0	57	13
Tadcaster	86	10	96	84	0	84	-12
Thatcham	70	20	90	91	0	91	1
Trufford Park	28	16	44	43	0	43	-1
Wakefield	48	21	69	57	0	57	-12
Wellingborough	9	0	9	18	2	20	11

KNDL Primary Fleet Operation	Summary of Stationary Trailers						Activity Reporting Timescale		Site Responsibility
	Stationary 21 Days and Over	Stationary 14 to 20 Days	Stationary 7 to 13 Days	Stationary 5 to 6 Days	Stationary 3 to 4 Days	Maximum Within 24 Hours	Own Trailers Tracked	Hire Trailers Tracked	
Allon	1	1	1	1	1	23	30	30	
Bedford	0	1	1	1	1	10	24	24	
Felling	0	0	0	0	0	9	12	8	
Hans Hall	0	1	2	1	1	30	38	38	
Hemel Hempstead	0	1	1	1	1	2	8	12	
Hereford	1	8	4	1	1	44	60	73	

Kuehne + Nagel Drinks Logistics a wholly owned subsidiary of Kuehne + Nagel specialises in the primary and secondary distribution of beverages throughout the UK and is recognised as the first choice logistics provider to the drinks industry. It has nationwide coverage through 23 depots, with around 1,200 trailers and 3,000 employees.

The challenge

A joint venture between Scottish & Newcastle and Kuehne + Nagel UK created a national drinks distribution company, Kuehne + Nagel Drinks Logistics (KNDL). The primary transport operation required a tool to help "right size" the trailer fleet and aid an internal efficiency drive.

The initial big wins

Installing Axscend meant that the transport office could really "get to grips" with how the trailer fleet was being used. Paul Eastwood of KNDL termed the process as being able to achieve efficiency through visibility.

Over the last three years KNDL has reduced its trailer fleet by a massive 27%. Furthermore this reduction has been achieved on similar volume activity. It is also anticipated the fleet will be reduced by a further 15% in the next six months.

During this period KNDL also de-hired all of its 300 short-term rental trailers, another immediate win was that trailer audits are now conducted daily online. There is no longer a need to conduct these audits manually saving an estimated £70,000 per year.

Day to day successes

Understanding the patterns of the trailer fleet's movement helped the KNDL scheduling team respond to business peaks and troughs. Regional changes in deployment began to significantly improve the overall efficiency of the fleet.

Implementation support

Together Axscend and KNDL developed 6 bespoke reports including a trailer displacement summary and comparison against budget of operating trailers. These reports are now automated and delivered daily to all the relevant users within the business.