



Case Study

Deadline delivered for Cosco Logistics new warehouse solution

Since it was established in 1991, supply chain solutions provider Cosco has been representing importers who source products from the Far East for distribution in the UK.

Arranging everything from shipment of goods within China to export gateways and logistical management of containers, Cosco arranges the importation on its own vessels via the port of Felixstowe.

From here, following customs checks, deliveries are made to locations around the UK or stock held pending further instructions on mainland delivery to Cosco's clients.

The Business Requirement

When Cosco acquired its first UK distribution unit in 2005, it needed pallet racking and a two-tier mezzanine floor with fire protection.

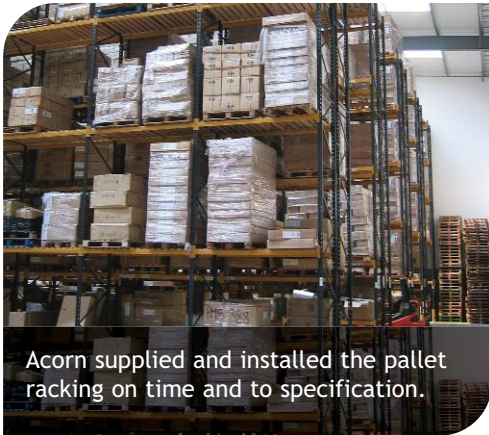
Cosco sought tenders from three specialist warehouse solution suppliers to initially install and build the pallet racking for them. Their main criteria when evaluating the possible suppliers were price, experience and reliability.

Due to Cosco's supply chain and logistics requirements, it was vital for the design, installation and commissioning of the new warehouse solution to be completed to a strict project plan and deadline.

The Solution

Of the three tender submissions received, Acorn Warehouse Solutions's quote was the most competitively priced, and clearly demonstrated their ability to interpret and realise Cosco's warehouse vision.

Cosco awarded the contract to Acorn who supplied and installed the pallet racking on time and to specification. The solution was well-designed, and clearly demonstrated how the available warehouse capacity could be fully utilised, thereby meeting and surpassing all expectations.



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Key Benefits

In its delivery of the warehouse project, Acorn proved to be a highly reliable, responsive and expert partner. The project came in both on price and on time, and was executed efficiently and professionally.

The relationship between Cosco and Acorn has continued since that first installation in 2005 to the present day. Over the years, further warehouse racking installation projects have been delivered by Acorn, some of which have also incorporated mezzanine flooring.

Client testimonial

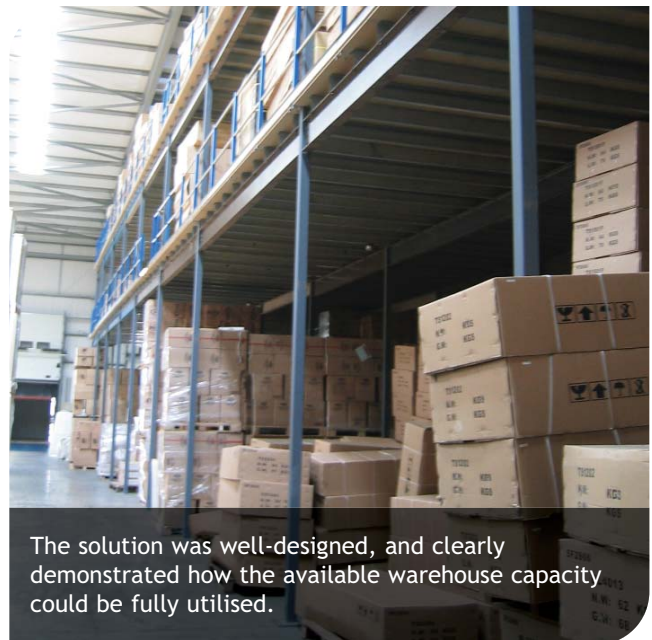
“ Having worked with Acorn in my previous position at P&O Trans-European I already had trust in them. This trust is now shared by my colleagues within Cosco. Acorn always meet our expectations.

When you acquire a new warehouse there are so many different things to focus on. Because Acorn ran every aspect of the racking installation, I didn't need to focus on it.

You only get that when working with an experienced and trustworthy business like Acorn.”

Keith Batterson

Cosco Logistics - Chinese Shipping Line



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