

Supply Chain Solutions — Kammac

Always finding a solution

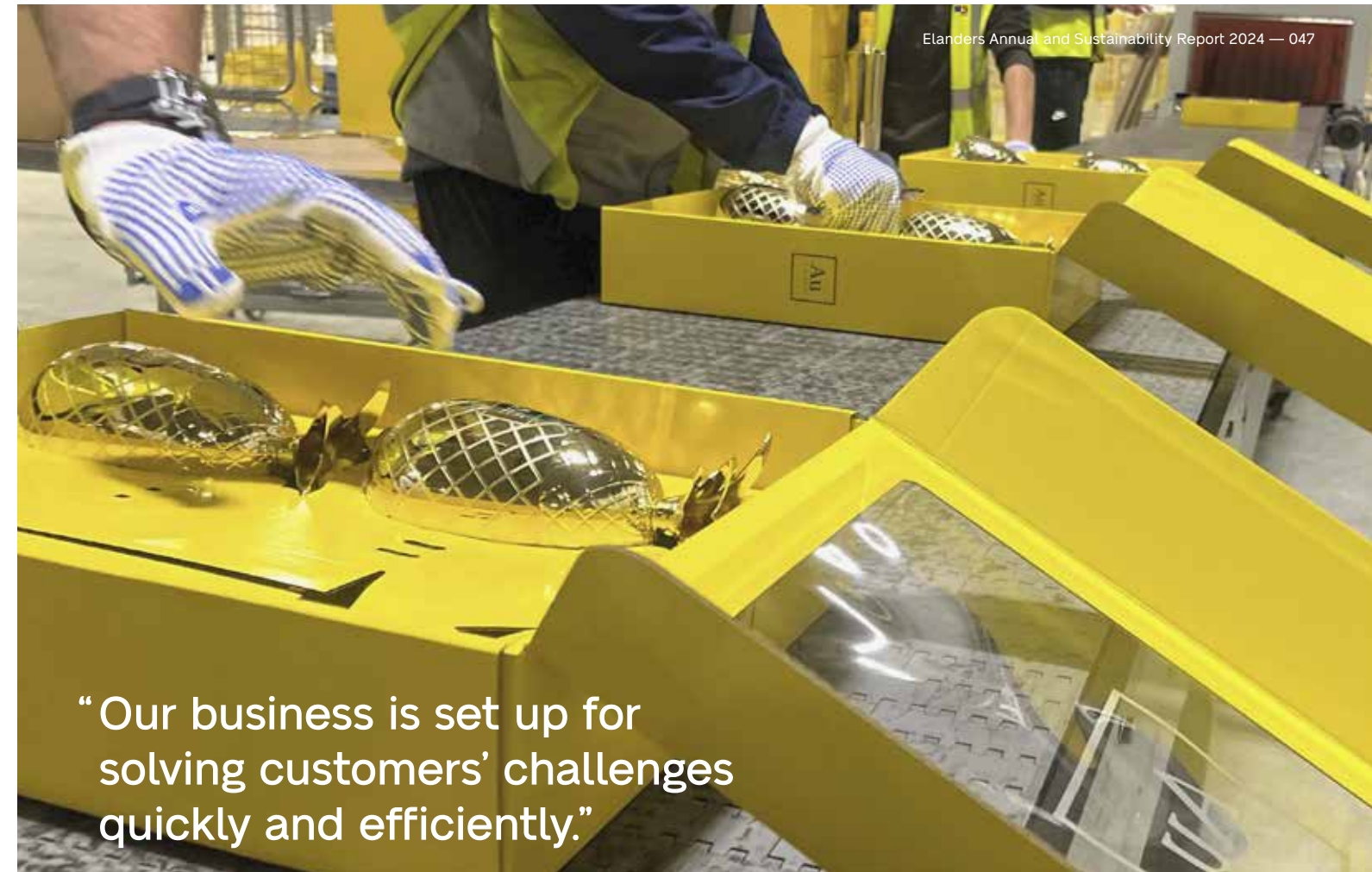
The British company Kammac is a flexible and reliable contract logistics provider that provides supply chain management services to a wide range of companies within, for example, food and beverages and health care. The business model is lean and based on agility to meet customer requirements.

Starting from its roots in Manchester, Kammac has expanded nationally. With a unique concept the company offers its customers maximum storage flexibility through a network of, at present, twelve sites around the UK. Several warehouse facilities offer services such as bonded warehouses and temperature-controlled environments. Kammac also has a license to handle medical products such as pharmaceuticals and their components.

Kammac responds to its partners' demand by identifying and providing cost-efficient solutions ensuring flexibility, control and, above all, quality and safety. The company's integrated service offerings suit businesses of all sizes and can be scaled up or down to accommodate short-term requirements for complete logistics outsourcing and third-party logistics partnerships.

Kammac was founded around 40 years ago in the UK and was acquired by Elanders in 2023. Since then, cooperation with other Group companies has taken off and, among other things, Kammac has implemented Bergen Logistics' technological platform CloudX.

Tim Bloch, President, Supply Chain Solutions (Kammac & Bishopsgate), explains more on the value Kammac is delivering for its customers.



“Our business is set up for solving customers' challenges quickly and efficiently.”

Why should customers choose Kammac as a partner?

Our business is set up for solving customers' challenges quickly and efficiently. We have 20 accreditations of compliance including designated licenses and approvals which are sector specific as well as organizationally focused. This makes us best placed to provide excellence to customers, in whichever sector they operate. We focus on the core skill-set of warehousing with standardized processes to ensure quality and then specialize by site to provide focus across a multitude of sectors.

What are your key strengths?

Kammac has a definite entrepreneurial streak and a can-do attitude which gives us the agility and ability to turn a customer challenge into a joint success. We are team players and are motivated to solve customer challenges in a cost-efficient way following industry best practices. We have strength in depth across twelve sites in the UK which support each other when flexibility is necessary. We can turn on space and activity at sites quickly to meet the peaks and troughs of our customers' demands.

What is the business advantage of your agile and flexible approach?

We are commercially driven, and work hard to use all available space and strengthen each site by not relying on any single sector. Instead,

we are providing a shared user operation which can flex between one customer's peak and another's trough. The result is a good return on the space we invest in. We are always looking for opportunities to help new customers but always with great service as a cornerstone of our offering.

How does being part of the Elanders Group benefit Kammac?

There are so many benefits to us being a part of the Elanders Group. We can leverage expertise elsewhere in the group, from sister companies like LGI, Bergen and Bishopsgate, adding to best practices and creating new opportunities in previously uncharted territory. Furthermore, Elanders is well capitalized and can provide us with finance when significant investment may be necessary at the set-up stage. Our reach is also extended through the global network of Elanders companies, providing great business development opportunities.

What is your approach to marketing?

We have built a digital marketing strategy that drives content across our different channels, supported by clear brand guidelines. By consistently sharing content with new and existing customers, we continually establish our presence and grow our audience. Moving forward, we are evolving our marketing into a more tailored strategy, focusing on data-driven, localized campaigns to build awareness, interest and desire which can convert to new business opportunities.

What are your focus areas for the future?

At Kammac, first and foremost, we make sure that we deliver excellence for our customers today. This will ensure future developments. As we expand, we will complement our focus and capabilities to enable us to gain excellence in new sectors. Currently our focus is on Health Care, FMCG, industrial mobility, excise bonded opportunities, e-commerce and value-added services like co-packing.

How have you integrated sustainability into your business model?

Sustainability is another significant benefit of being a part of the Elanders Group. It is central to Elanders and central to our business model. We have implemented the ISO 14001 environmental standard across the business, ensuring continuous improvement in reducing our carbon footprint and impact. We have developed a Go Green Team Training that educates employees in sustainability practices. Furthermore, we are actively trying out alternative low-emission fuels like HVO and BIO CNG. These sustainability initiatives directly benefit our customers by reducing their Scope 3 emissions through our commitment to cleaner fuels and responsible waste management.

Kammac	~720
Net sales, MSEK	
Number of employees	~400
Geographical presence	
The UK	
Customer segments	
Fashion, Health Care, Industrial and Other	