

CONTENÜR

THE FUTURE IS NOW

One step closer

Neil Kavanagh, UK Commercial Director for **CONTENÜR** UK spent time talking remotely to Trevor Gardener, Container Services Manager at Biffa I&C Division about our relationship, their needs and how our new UK factory will change the supplier dynamics in the UK



»...local support and a quality product. Shorter lead times will, again, just give us the security and confidence of supply to allow us to maximise the efficiency of our business. Uk manufacturing will also offer us greater flexibility on stock holding of bins and the potential to have just in time supply options.«

Location

Value

Sustainability

Quality

What are the key reasons you choose **CONTENUR as a supplier of your plastic container requirements?**

*We've had a strong partnership with **CONTENUR** for the last 5 or 6 years born from their desire and dedication to become a preferred supply partner to Biffa I&C. Their product quality is very good – which is very important to us, and this is matched with a high level of pro-active support across all of our regional CDC's. In essence, they make it easy for us to get a quality product, where we want it, on time and with great levels of communication. We also feel that **CONTENUR** are competitive and will become more so with their UK manufacturing plant.*

What do you believe the additional benefits will be to having another UK based manufacturer?

*We believe this will enhance the benefits we currently have from our partnership with **CONTENUR** and ultimately will secure our ability to buy quality UK container stock, on a short lead time and in an uncertain environment. COVID 19 and Brexit present ongoing uncertainties in our business, and another UK supplier in the market will allow us to maintain the security of our supply and cater for*

*fluctuations in our demand for plastic containers. **CONTENUR** can also provide us with an option for a complete closed loop processing of end of life bins, incorporating these in to the new bins we buy. This provides us with the confidence and capabilities that we feel are important to meet the needs of our clients.*

How will these benefits help Biffa?

*We've just touched on these and having **CONTENUR** as a UK manufacturer will take the uncertainty and future implications of Brexit and Coronavirus to out of our supply chain for plastic containers. **CONTENUR** has always provided Biffa with good, local support and a quality product. Shorter lead times will, again, just give us the security and confidence of supply to allow us to maximise the efficiency of our business. UK Manufacturing will also offer us greater flexibility on stock holding of bins and the potential to have just in time supply options. These enhance our service efficiency and allow us to be more responsive to the needs of our business.*

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