

Palletways mows over competition



Background

Formed in 1919, Rigby Taylor launched its first turf fertilisers in the 1930's. Since then, it has developed the most comprehensive range of products for professional groundsmen, greenkeepers and landscapers.

The company has grown to become the UK's leading supplier of products for the improvement, maintenance and construction of sports, amenity and landscape areas, including grass seed, Fertilisers, herbicides, fungicides, top dressings, soil and turf improvers, line marking materials and sports equipment.

The brief

Rigby Taylor needed a cost-effective logistics supplier to deliver 140 pallets of professional lawn care products per month to a range of leading sports venues, groundskeepers and SPFL clubs and has returned to Palletways Edinburgh after a 12-month absence.

Our solution

David Johnston, depot manager at Rigby Taylor, said: "Palletways Edinburgh offer a flexible service and are well placed within a strong UK network to deliver cost effectively to our wide range of UK distributors. This is why we were keen to work with them again.

"It's focus on technology and in-cab innovation is light years ahead of the competition and this, combined with its determination to win back the contract, made our return an easy decision to make.

"As we grow our customer base it's important to have a reliable pallet distributor who can keep up with our growing demand and support us in our service delivery. We're looking forward to celebrating more anniversaries over the coming years."

Vanda Roberts, general manager for Palletways Edinburgh added: "We're thrilled to work with Rigby Taylor again. Winning back this nationwide contract is testament to our first-class service and we're looking forward to supporting Rigby Taylor's ambitious plans to grow its northbound operations."

In-cab printing technology was unveiled as an industry-first by Palletways in late 2016. This enables drivers to print and apply pallet information in-cab at a customer site.

for more information

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