

## ***RCS Logistics***

### ***Haulage Exchange Case Study***

Ray C Smith started out 35 years ago as a coal merchant operating in Stamford. His son Simon expanded the business into haulage and 12 years ago moved to Corby. The business has never looked back and with a new livery and branding RCS Logistics is a progressive and forward looking business.



The company now has a turnover of £5m and occupies a modern 15-18 acre site with 500,000 sq ft of warehousing space mostly block stacked and racked out. The fleet of 40 vehicles is a mixture of 15-16 artics, 10 7.5 tonners and 15 vans with the rest being made up of 18 tonners.



RCS Logistics is still a general haulier with major contracts moving plastic dvd cases and greetings cards for a major greeting card publisher throughout the UK into greeting card retailers. The warehousing is run on a shared user basis with ASDA and Dubois being the main customers. RCS started out with one van delivering supplies for the NHS to local patients at home. This has developed into a

major pick and pack operation utilising 15 vans. RCS is a member of Palletforce for nearly four years and has developed a lot of single pallet customers. It also has developed partnerships with other hauliers including Bedfords Transport on a 24/7 same day service for the Robert Horne Paper Group.

RCS Logistics chose to use the Haulage Exchange as rates got tighter and tighter, they found they needed to work harder and harder for backloads especially from Devon , Cornwall and Scotland. " We have now seen the

opportunity to be loaded for all mileage,” commented Darren Beaty Operations director, This philosophy has been extended to our rigid fleet.

Darren says the use of haulage exchange has been so successful that RCS now looks to put loads out particularly with ASDA who can give them anything up to 15 loads a day. “We have added to our planning team to take HX movements into account, taken on more work without extending our own core fleet,” adds Darren. “It is a great tool and easy to use. HX really helps busy traffic offices with members vetted in advance.”

Using HX we have definitely been able to use fleets to their full potential and it fits in well with our pallet network operation. “The site certainly has paid for itself as we would certainly not been able to deal with the level of work without it”. AS R C Smith the company used to be a classic general haulier obsessed with filling its own vehicles. As RCS Logistics and using HX Darren says the company is re-educating its staff to think differently and look at the work that makes us the most money.



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