



BS Handling Systems helps Rif Logistics increase turnover by 50%

Rif Logistics is a fast growing third party logistics (3PL) provider offering a wide range of warehousing, distribution and fulfilment services to an expanding client portfolio. When relocating to its new flagship distribution centre (DC) in Dunstable, Bedfordshire, the company turned to BS Handling Systems to design, source and install its racking infrastructure. The 10m high, 1100mm deep narrow aisle pallet racking solution designed by BS Handling provides 5000 pallet locations. The installation, however, still leaves ample room for processing and packing zones plus an impressive cross dock area.

Consolidating for growth

"Prior to acquiring our new DC," explains Dominic Bacon, director at Rif Logistics, "we operated three smaller, separate sites in Milton Keynes. This meant our overheads were unnecessarily high and we had little opportunity for growth. Bringing the operation under one roof allowed us to not only gain efficiencies, but also to create capacity for the rapid growth we are enjoying."

"Naturally, we wanted to get the new DC operational as quickly as possible; on the other hand, we didn't want to compromise on the process of choosing the right partner suppliers. I decided, therefore, that the best option was to visit Logistics Link South exhibition in Sandown; this would give me the opportunity to meet a broad cross-section of companies for all the racking, forklifts and software we required."

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Dominic Bacon - Director, Rif Logistics

A competitive solution

"At the exhibition I was able to meet with some of the major players alongside the more niche operators, one of which was Robert Smith, managing director at BS Handling Systems. From the first meeting, it was clear that Robert not only knew what he was talking about, but that he also had a straightforward, no nonsense approach to business."

"We asked BS Handling to quote alongside some of the more established racking suppliers. In the end, however, it wasn't a difficult decision to award the contract to BS Handling for several reasons. Firstly, the solution BS offered us was exactly what we were looking for, not just what they wanted to sell. Secondly, it was competitively priced which, of course, is always very important in any negotiation. And finally, I felt comfortable dealing with Robert because, as the owner of the business, I knew he would listen and act on what we said."





Flexible throughout and delivered on time

"The designs BS Handling presented were very impressive. Not only did they make maximum use of the height of the structure, but also, by using a narrow aisle configuration, the solution enabled us to maximize the floor space without having to go to the expense of a very narrow aisle format.

"The installation couldn't have run more smoothly. I very was impressed by the way BS Handling was able to incorporate changes to the specification, even as the job went up. Nothing was too much trouble and the project was completed within the original budget despite a lot of weekend work to accommodate the changes."

Improved efficiency

Our new 60,000 sq. ft. DC has enabled us to increase our turnover by over 50% and attract new customers, specifically in the ambient, non-hazardous consumer durables market. The racking itself has been capitalised over the length of the facility's lease and so effectively, it pays for itself straight away. In addition, we have the added benefit of the racking still having a decent value at the end of its life.

"Another benefit has been the positive effect the new DC has had on our team. The single work environment is a great improvement over the previous multiple sites and as a consequence the productivity levels have risen significantly."



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Easy to do business with

"Overall, we're delighted with what Robert and his team have delivered. It has been a pleasure working with them and I'd have no hesitation recommending BS Handling to others. As for the future, we have already placed an order for more racking with BS Handling and I have no doubt our relationship will grow stronger as the business continues to expand," concludes Bacon.

BS Handling Systems

Established in 2009, BS Handling Systems is a provider of warehouse, storage and conveyor solutions across a broad cross-section of industries. Our first principle of business is customer satisfaction and peace of mind. Based in Leicester and drawing on 40 years' experience in the materials handling industry, we offer a unique competence in delivering bespoke systems and solutions.

BS Handling Systems Ltd, Unit 42, Oswin Road, Brailsford Industrial Park, Leicester LE3 1HR



BS Handling Systems
Warehouse, storage & conveyor solutions

T: +44 (0)116 289 4958
E: enquiries@bshandlingsystems.com
W: www.bshandlingsystems.com