

Supply Chain Solutions — Kammac and Bishopsgate

Kammac is a flexible and reliable UK provider of contract logistics and supply chain management services to a wide range of companies. The business model is lean and based on agility to meet urgent customer requirements. Bishopsgate is a market-leading specialist logistics, delivery and installation company operating everywhere across the UK and Ireland.

Interview — Tim Bloch — President, Supply Chain Solutions (Kammac & Bishopsgate)

Complementary skill sets and experiences

Kammac's unique concept offers customers, for example operating in the food and beverages or health care industries, maximum storage flexibility through a network of ten sites around the UK. Several 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. The company's integrated service offerings suit businesses of all sizes and can flexibly be scaled up or down in complete logistics outsourcing and third-party logistics partnerships.

Bishopsgate is a leading UK player within special transportation, installation and configuration of advanced technical equipment such as medical devices, office printers, safes and cash handling, parcel lockers and computer hardware. The company's customized final mile delivery services are based on a wholly owned network of warehouse operations across the UK and Ireland. A high level of digitalization allows customers to track the entire process all the way from receipt to delivery and installation.

Kammac was founded over 40 years ago and was acquired by Elanders in 2023. Bishopsgate was founded almost 35 years ago and was acquired by Elanders in 2024.

Why should customers choose Kammac and Bishopsgate as partners?

With warehousing and fulfillment as the principal focus, Kammac is an experienced third-party logistics service provider. Supported by its transport division, Kammac provides an end-to-end solution that allows customers to scale efficiently, removing their logistics headache and letting them concentrate on their core competence. Kammac responds rapidly to customers' needs by identifying and providing cost-efficient solutions that ensure flexibility, control and, above all, quality and safety.

Bishopsgate is the UK market's leading two-man final mile delivery specialist. The company expertly handles warehousing, transportation, installation and configuration of any product that deserves better than standard logistics. Services are customized and provided by Bishopsgate's network within a strong and clear closed transport delivery system. Value-added services include pre-delivery inspection, bespoke testing, repair and service, replacing decals and other non-standard improvements.

What are the key strengths of Kammac and Bishopsgate, respectively?

As a lean and agile organization, a key strength for Kammac is the ability to take quick action to fulfill the needs of customers. Kammac can rapidly scale services or provide specific value-added services. The company has a strong focus on warehousing and fulfillment. Operations are driven by compliance and improvement. This currently includes the implementation of the CloudX WMS platform developed by our sister company Bergen Logistics. Kammac is rightly proud of a significant number of accreditations of compliance, including sector specific as well as organizationally focused licenses and approvals.

Bishopsgate's services are provided with great care, focusing on detail and a long-term collaborative approach toward customers. It is done through a network of wholly owned vehicles and employed drivers and specialist handlers based at each of eight modern warehouse operations. Software systems give customers full visibility of every stage of a product's journey, from its arrival at a warehouse to value-added improvements at the workshop facilities and on to the final delivery, placement and installation of the product into the care of end users.

Which synergies can you see with the combined strength of the companies?

Kammac, as a contract logistics company with a lot of experience in highly transactional warehousing, and Bishopsgate, as a technical logistics specialist, have complementary skillsets and experiences. We are establishing collaboration so that customer queries can be passed on to the sister company in cases when it is more suitable to the customer's needs. We are also working to take advantage of, and learn from, each other's best practices. One example is how Bishopsgate's smaller compliance team was merged with the more mature team at Kammac, allowing to provide a more consistent solution to customers across both businesses. Another area for collaboration is purchasing, an example being joint procurement of vehicles and software.

How are you benefiting from being part of Elanders?

The two companies can now offer global supply chain solutions to

businesses looking to expand abroad or searching for alternative suppliers. We can also help, for example, US companies wanting to expand throughout Europe through Tenso of which Bishopsgate is a founding shareholder. Furthermore, we can leverage expertise from sister companies like LGI, Bergen and Mentor Media, adding to best practices and creating new opportunities.

What are your focus areas for the future?

A change in leadership at Kammac has brought a focus in building a strong workplace culture and long-lasting customer relationships. We are now aiming to reap the benefits of this. The company has become more forward-looking and focused on new business, particularly from customers that require a degree of added value or fulfillment. With continued focus on health care, beverages, retail and FMCG, Kammac aims for higher-margin quality over low-margin or insignificant volumes. Its excellent compliance-driven accreditations provide comfort for larger, "blue-chip" organizations.

Bishopsgate's new business typically starts with deliveries and then expands up the logistics chain to receiving and warehousing goods once trust has been established. Bishopsgate's focus will remain on the sectors Technical, Medical, Vending & Refrigeration, Safes & UPS and Business-to-Consumer, although always remaining open-minded to new opportunities.

How have you integrated sustainability into your business model?

ISO 14001 certifications drive both businesses to improve their sustainability performance in general, and carbon footprint in particular. This is something that Elanders Group has set clear targets for and that our customers also demand of us, driven by their own sustainability targets. An example of our efforts is that Bishopsgate has four electric vehicles. Both companies are also looking at possible future additional electrification of trucks.



Tim Bloch — President, Supply Chain Solutions (Kammac & Bishopsgate), explains how the companies collaborate to offer customers flexible warehouse logistics and specialized technical deliveries.

Kammac

Net sales, MSEK

Number of employees

≈ 665

≈ 420

Geographical presence
The UK

Customer segments
Health Care and Other

Bishopsgate

Net sales, MSEK

Number of employees

≈ 390

≈ 280

Geographical presence
The UK and Ireland

Customer segments
Electronics, Health Care and Other



Bishopsgate's customized final mile delivery services are based on a wholly owned network of warehouse operations across the UK and Ireland.