

UK Mail

Parcel delivery from the Slough Trading Estate

slough
trading
estate

UK Mail



UK Mail – Slough

Paul Hutchinson – Head of Property



About UK Mail



- ❑ The largest independent delivery company within the UK
- ❑ We have provided parcel collection and delivery services for over 40 years
- ❑ In 2004 UK Mail became the first UK company to offer an alternative postal service
- ❑ We deliver packets, parcels, mail and pallets
- ❑ Next day delivery with a range of timed options



About UK Mail



- ❑ Turnover 2013/14 - £500m
- ❑ 4500 employees
- ❑ 3500 vehicles
- ❑ Over 20,000 customers ranging from large retailers to SME's
- ❑ Our customers cover many sectors e.g.
 - Financial : Retail : Telecommunications : E-Commerce : Public Sector



A Changing Market



- B2C continues to grow significantly, supported by growth in e-commerce
- B2B returning to strength in line with economic growth
- Pricing environment remains competitive
- Increasing customer sophistication driving change
- Automation a key differentiator
- Parcel carriers clearly distinguished by service offering



First Time Delivery is Key



- First time delivery performance is now a crucial KPI
- Our customers demand best-in-industry delivery experience for their customers
- These requirements have evolved in line with consumer expectations
- One-hour windows
- Text alerts
- Ability to change delivery/collection via mobile/online

Our Strategy



- Focus on high quality
- Industry leading service levels
- Competitive pricing supported by low cost operations
- Strong emphasis on SME market
- Direct C2C services growing rapidly

Why Slough?



- ❑ Strategic location
- ❑ Excellent access to motorway network (close proximity to M40, M25 and M4)
- ❑ Easy access to London, South East, South West and The Midlands
- ❑ Excellent position for us to service SL TW UB post code areas:
 - Uxbridge, Hillingdon, Hounslow, Windsor, Maidenhead,
 - Richmond Upon Thames, Spelthorne, Runnymede, Wraysbury
- ❑ Perfectly located for our International Gateway at Heathrow
- ❑ A large local work force to tap into
- ❑ Close to London but without the high rates

Moving Premises



- ❑ Our financial head office has been located on the Slough Trading Estate for more than 20 years
- ❑ Originally based on Berkshire Avenue
- ❑ In 2013 moved to larger premises on Buckingham Avenue
- ❑ New premises are double the size
- ❑ Lease signed for a further 15 years
- ❑ 45,754 square foot (30,000 warehouse space and 15,754 office area)
- ❑ 6 warehouse doors

