

Kuehne+Nagel at ProLogis Park Wellingborough



The Requirement

Global logistics supplier Kuehne+Nagel had decided to take Crossflow 540 at ProLogis Park Wellingborough when it won the contract to provide a national distribution centre for Whitbread to supply Costa Coffee, Brewers Fayre and Premier Inn Hotels. The new contract meant that Kuehne+Nagel had to finalise the deal on the 540,000 sq ft building and that ProLogis had to complete a bespoke fit-out within seven months. Although ProLogis is accustomed to working within demanding deadlines, this programme was unusually tight.

The Solution

Following the start of discussions in January, Kuehne+Nagel was able to sign a lease agreement with ProLogis in April and to install Whitbread by July. Against seemingly impossible odds, this result was achieved through the trust built by long-term working relationships: between ProLogis and its customer as well as between ProLogis and its supply chain.

ProLogis provides distribution space to Kuehne+Nagel in seven countries around the world and the partnership between the two companies meant that the legal documentation was completed in just three weeks. The fit-out could then begin and ProLogis was able to rely on its long-standing relationship with main contractors Fitzpatrick to ensure that specialist facilities, such as a 60,000 sq ft freezer area and a 30,000 sq ft chilled area were installed and fully operational in time for Whitbread's arrival.

The Result

“ The Wellingborough facility is now our largest multi-user site in the UK. The pace of both the deal and the fit-out has been phenomenal: frozen, chilled and ambient areas in place in just a few months. Everyone has worked so hard and we are delighted with the results. ”

Clive Millward, Contract Director, Kuehne+Nagel.