

**ZF Lemforder is a major supplier to the automotive industry. After winning a new contract with Land Rover, they needed a specialist to help them collect and assemble parts for delivery to the production facility on a just-in-time sequenced basis. ZF Lemforder chose Ryder.**



## A quick overview

### Their need

- A partner to help plan the logistics for a new assembly contract
- Co-ordinated management of European parts pick-up
- Collection of parts from multiple locations in the UK
- Delivery of assembled units to the car manufacturer as required

### Our response

- Involvement throughout the planning phase of the new project resulting in smooth implementation
- Management of both UK and European logistics to ensure that all parts are available when needed
- Dedicated fleet in the UK to satisfy the high frequency of deliveries into the client's production facility
- Dependable operation of a just-in-time sequence based delivery schedule

just in time

## The full story

### The customer

ZF Lemforder UK Ltd is a leading supplier of suspension and steering parts to the European automotive market. Clients include car manufacturers such as Jaguar, Aston Martin, Land Rover, BMW, Ford and Toyota. The UK headquarters is in Darlaston.

### The challenge

In 2004 ZF Lemforder UK Ltd won a new contract from Land Rover to assemble corner modules for the Land Rover Discovery and Range Rover Sport. These elements were previously assembled on-line as part of the manufacturing process. Land Rover was one of the first major car manufacturers to consider outsourcing this function, heralding a growing trend within the industry. ZF Lemforder UK Ltd needed a logistics partner to help realise the contract, which included managing the supply of parts from across Europe, assembling them into corner suspension units and delivering as required direct to the production line on a just-in-sequence schedule. Land Rover demanded that the outsourced items remain as readily available as when they were under their own direct management.

### The solution

Ryder was involved from the start of the new project, working closely with ZF Lemforder UK Ltd to help with the design of the whole journey from pick-up to just-in-time sequenced delivery for manufacture of the finished product.

In Europe Ryder manages the collection of parts for sub-assembly. In the UK a dedicated Ryder fleet both picks up components and delivers the assembled product to where it is needed. Logistics are critical to the success of the partnership because the deliveries are built in to the manufacturing schedule. A full 45-foot trailer leaves Solihull for Land Rover every 53 minutes. Land Rover only keeps three hours' stock. A delay of any longer than that would bring production to a standstill, so Ryder ensures new Land Rovers continue to roll off the line on time.

*"Ryder have proved to be a strong partner since programme inception. Their professional approach to project management and problem solving has benefited both our UK facilities and our customers' business significantly."*

**Peter Tack, Operations Director, ZF Lemforder UK Ltd**