



Hörmann/Sanderson 40 Years
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Final

Hörmann and Sanderson Transport – 40 Years of partnership and going strong

Hörmann UK and Market Harborough based Sanderson Transport, are celebrating a true business milestone, a 40-year-old relationship which has seen both companies grow and evolve together into what is now a successful partnership based on shared values and trust.

Starting from the humble beginnings of one man and his van delivering the first sample garage into the UK market in 1981, Sanderson now support the distribution of Hörmann products throughout the UK with a dedicated fleet of 21 Hörmann branded vehicles. However, this is only the small visible part of the relationship that has developed.

One of the key elements to success has been the people at both companies, who work closely together and have been integrated to improve all areas of distribution - in particular, the drivers many of which have been working on the Hörmann fleet for decades. Working on regular routes they have become ambassadors for the Hörmann brand, forming strong relationships with customers and playing an important role in providing a high standard customer service. Highly skilled and with good industry knowledge, this together with their understanding of customers premises has led to more efficient loading and reduced delivery issues.

Over the years Hörmann and Sanderson have introduced new systems and methods of working together, such as the introduction of an innovative racking system across the Hörmann fleet. This has led to an increase in capacity of every load and provides the versatility to carry a diverse product range, whilst limiting risk of damage and significantly reducing the environmental impact. The solution increased capacity by a huge 60% whilst helping to achieve sustainability targets and ensuring the condition of the product to the end user. The entire delivery fleet also features truck mounted forklifts which eradicates manual handling, improves safety and efficiency, and offers a speedy, self-contained service.

2020 saw massive benefits of having such a long term and successful partnership in meeting the challenges posed by both the pandemic and Brexit, with flexibility and teamwork all contributing to Hörmann's ability to maintain stock levels and keep delivering. With access to the additional warehouse and storage capacity provided by Sanderson, deliveries which were re-directed or delayed due to the pandemic could be stored and stock-building to mitigate the effects of Brexit could be accommodated.

Kerry Seager, Operations Manager at Hörmann UK comments, "You can safely say that our relationship with Sanderson Transport has been an important element of the success of Hörmann in the UK, right from the very first delivery they have been with us through thick and thin.

The issues raised by the COVID pandemic and the uncertainties surrounding Brexit were a massive challenge for many businesses, however the solid advice provided by Sanderson's along with their 'can do' attitude ensured that we could continue business as normal, no matter what.

Hörmann and Sanderson are constantly working together to improve our logistics operation and we will continue to innovate so that we can keep improving our service to our customers."

Looking forward, the next major development will be the Hörmann implementation of a new Transport Management Software (TMS) in Stirling Solutions. The operation of the same TMS as Sanderson will allow for a seamless integration between the two companies. The introduction of In-cab technology will provide end customers with real time tracking, an estimated time of arrival (ETA) and digital signature capture; whilst gathering data so that both companies can explore further efficiencies in fleet optimisation and customer service.

Ed Sanderson, Commercial Director at Sanderson Transport, "From the very first delivery made by my father back in 1981, Hörmann have been very much an integral part of our family business and have played an important part in all of our lives.

After 40 years you can safely say that they are more than just a customer and we are proud to have been part of their growth and success over the years."

To find out more about Hörmann visit [Garage Doors, Operators and Front Doors from Hörmann UK \(hormann.co.uk\)](#) or call 01530 516868.

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