

“ MORE TO COME
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Wincanton wins new five-year contract with Wilko

Wincanton has secured a new five-year distribution contract with Wilko.

The deal will see Wincanton make at least 100,000 deliveries each year and handle all transport operations for the retailer including store replenishment, backhaul and yard management.

Wincanton's fleet maintenance arm, Pullman Fleet Services, will service the Wilko fleet and improve efficiency by maximising the number of vehicles available.

“We are looking forward to developing a new partnership with Wilko,” said Wincanton chief executive Adrian Colman. “This contract further builds upon our expertise and experience to deliver a best-in-class supply chain.”

Ordering technology fills gaps at Morrisons

Ronan Hegarty

Morrisons' sales-based ordering system is helping to reduce gaps in-store by up to 30%, the retailer has claimed.

The system was launched last summer and rolled out to all 491 stores in three waves. It covers all ambient, frozen and long-life fresh products, equating to about 26,000 SKUs. The retailer is trialling a further rollout to cover short-life fresh in 30 stores, which it expects to have installed across the estate later this year.

Morrisons has partnered with artificial intelligence and machine learning applications provider Blue Yonder to develop the system, which it said was now



Morrisons developed with system alongside Blue Yonder

automating more than 13 million ordering decisions per day.

The technology automatically analyses sales data and other data sources from Morrisons and combines this with external data such as weather forecasts and public holidays. The system can predict the level

of demand down to the individual product and store location. It then fully automates ordering per store and per product.

Morrisons operations director Stuart Smith told The Grocer the new system had reduced gaps in-store by up to 30%, with minimum improvements

in terms of gap reduction of 18% to 20%. He also said it was having a tangible impact in reducing stock-holding, and there was more to come on this.

“You would argue the system has helped us catch up to rivals,” he said. “But actually I believe the quality of it will help us get in front.”

Blue Yonder chief revenue officer Markus Jühr-De Benedetti said the cloud-based system that was bolted on to Morrisons' existing platforms was also being used by retailers in Germany such as Kaufland. “We are delighted to have supported Morrisons in improving their product availability.”

Hubbub makes last delivery as ‘cut-through almost impossible’

Online marketplace and delivery service Hubbub has closed down nine years after making its first delivery.

The service, which delivered produce from independent traders to London customers in one-hour slots, completed its final orders this week.

CEO Marisa Leaf, who founded the company in 2008, said this was the first week the business had become “completely profitable” but that it was proving too difficult to compete with the larger



Hubbub delivered produce from independent traders

online and bricks-and-mortar supermarkets.

“Wherever you look, you get advertising from the big supermarkets so for a smaller independent to cut through is almost impossible,” she said.

“The likes of Amazon

Fresh and Ocado get a huge amount of airspace and for a startup to be able to compete, you've got to have an awful lot of money to spend on marketing.” Amazon's business model meant Fresh “doesn't even need to make money”, Leaf added, whereas Hubbub set out to be “truly profitable”.

Amazon Fresh launched last year with a similar focus on delivering produce from independent shops. But Leaf said the launch hadn't affected her business. +

Waste alert hotline launched by Tesco



Tesco has launched a food waste hotline for suppliers to help pinpoint waste hotspots.

The hotline is open to all Tesco suppliers via its online Supplier Network, a resource used by over 5,000 Tesco partners. Tesco said it would serve as a new link between the businesses and Tesco's product teams, enabling them to alert it to potential supply chain food waste and work together to take action.

The supermarket said it wanted to build on

initiatives such as last year's move to help prevent strawberries going to waste when a warmer period than forecast saw crops ripen at the same time.

Tesco's response was to take the whole crop and introduce large boxes of strawberries to stores at a reduced price.

“At Tesco, we have no time for waste, and we are committed to reducing it wherever it occurs, from farm to fork,” said Tesco commercial director, fresh food and commodities Matt Simister. +