

# THE SPACE TO GROW

As international market leaders in digital cinema projection, Christie Digital Systems have watched profits soar with the boom in 3D technology. So when the company saw a chance to expand, they turned to their long-standing logistics partners.

“After 15 years, Maltacourt understand what we need,” explains Andy Tunley, Christie’s Operations Director for the EMEA region. **“They’re so adaptable; they feel like part of our organisation** – that’s why we didn’t really need to think about our next move.”

## A new level of service

With business booming, Christie needed to expand. But they just didn’t have the room. *“We were considering selling up and buying some bigger premises. But as our relationship with Maltacourt is so strong, their proposal felt like the best idea for everyone,”* Andy recalls.

Maltacourt offered to provide a managed service contract from the Felthambrook Industrial Estate, handling all of Christie’s UK arrivals with full storage, inventory management, pick and pack and re-delivery throughout UK and rest of EMEA region. *“It makes sense for the goods coming off the shelves to be in the hands of the people who will be delivering them,”* says Andy.

It’s a fully integrated service, as Maltacourt CEO Matt Beech explains. *“We’ve dedicated a warehouse and an office team to look after Christie’s needs. We use their systems and procedures, too. It’s not surprising they see us as an extension of their business – the lines definitely overlap.”*



Because of this level of trust, Christie are experiencing benefits beyond cost and efficiency savings. *"By taking on all our warehousing needs, Maltacourt made it possible for us to focus on business development and growth,"* reveals Andy. *"We had the room to install a state-of-the-art demonstration suite, along with technical stock storage and service facilities."*

**A stronger bond**

Maltacourt continue to support Christie at all levels, just recently taking on the responsibility for the company's bonded goods. *"It frees up millions of pound for them,"* explains Matt. *"That's money they can invest in winning and growing their business even further."*

But then, after working together for nearly 20 years, Andy Tunley - and Christie - has come to expect this high level of service from the logistics company.

*"We're at the stage where we don't even have to measure what they do. There's never a delay to our service system as a result of logistics. If we need something to go next day, it's there next day! I've known some of their guys get on a plane and deliver urgent packages by hand"* he continues...

**"It's a level of service and support that you just won't find anywhere else. Maltacourt are part of the family here, and I'd recommend them to my own clients without a second thought."**



Maltacourt's core services are multi-modal transportation, import/export, warehousing, pick and pack, 3PL/4PL and dedicated secure transport. But for those companies looking for a true partner, Maltacourt use their expertise to focus on problem areas in your supply chain - bringing tailored solutions at a competitive price.

*"The advantage of working with us versus a larger carrier is, we customise our services to fit the demands of your market,"* explains CEO Matt Beech.

*"As Christie's story shows, the more you put your trust in us, the better we're able to support your business."*

For a prosperous relationship, built on trust:  
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We take it personally.  
We deliver it professionally.

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