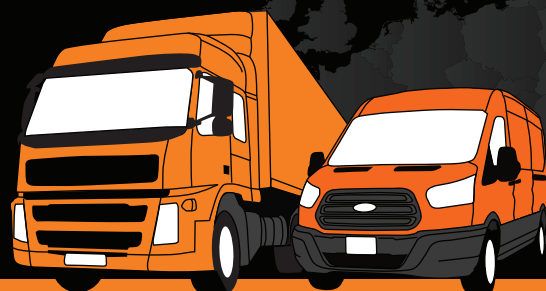


10 tips for better value European Freight

Add extra value whilst keeping freight costs within budget

Getting the balance between cost and service can be a tricky one

As experts in freight management we're giving you these 10 points to help get that balance right and maximise the value of your European freight spend.



1 Condense your orders

One full load a month can be a 1/3 cheaper than 2 half loads, **saving money in the long run.**



2 Insist on monthly KPI reports

Monitoring your Carriers performance will ensure that your freight is important to them. If they have to choose whose freight to leave off a trailer or deliver first, your freight will be given priority. **You could monitor on-time delivery, damages and general non-conformances.**



3



Put together a short Service Level Agreement between yourself and your Carrier

- Services required, freight handling and monitoring
- Performance measures / KPIs for collections, deliveries, loss / damage
- Indemnity for loss / damage and insurance cover in place
- Notification of inability to supply
- Agreed rates, credit terms and volume rebates

4

Build them high

If your European customer can take higher pallets, it makes sense to build your pallets up as high as they can go. Most standard export trailers are at least 2.65 metres high.

If your pallets are non stackable and 1.2m high, you are paying for a lot of space above your pallet for nothing.



5

Consider insurance issues

Does your company have an insurance policy covering the delivery of your goods? It might be a lot cheaper than the Carrier's insurance. If you don't have a policy and your freight is worth more than £8 per kilo, you won't be fully covered under the Carrier's CMR insurance policy. **Discuss an all risks policy based on the value of the freight you transport each year and negotiate a deal at cost if you commit to a fixed term contract.**

6

Volume Rebates

If your volumes are likely to increase with your Carrier, make sure you negotiate from the outset what volume rebates will apply if you hit certain monthly turnover figures. **This should be included in your SLA with them.**

7

European Regional Distribution

If you have lots of 1-3 pallet deliveries to make in a particular European country, it will be a lot cheaper to send the shipments in bulk to an RDC (Regional Distribution Centre) in that country and just pay for the local deliveries. **Depending on the volumes, you should be able to negotiate some free storage too.**



8

Control your Express shipping costs

Typically when a company runs into a supply chain issue, it will have an entire shipment sent on an express service at a premium cost. Find out when the shipment would normally deliver and only express the quantity of goods that are required to keep the production going. Parcel services to and from Europe are relatively cheap and very quick.

A 20 kilo parcel delivery taking 2 days to Europe, could keep the production going at your customer's site until the standard freight delivery is made saving you £100s if not £1000s.



9

Know your Carrier departure dates

Make sure you know your different carriers departure days, latest notification days and transit times to all countries you export to in Europe.

Paying a little more to get the goods on an earlier trailer may save you having to look at Express options later and will keep your European customers happy.



10

On-time means exactly that

You're paying for an on-time delivery, so insist on receiving an on-time delivery notification on that day. **No email means they haven't delivered as promised and they must log this in their monthly performance reports.**



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