



espace

Intelligent Freight

An Employee Owned Company

HOW TO...

Save Money on Air Freight



WANT TO SAVE...

£10,000s to £100,000s

ON YOUR AIR FREIGHT SHIPMENTS?

Espace have a network of air freight agents handling our customer's import, export and cross trade shipments in over 190 countries worldwide. We offer a full range of air freight services from a 1 kilo document to a dedicated charter. Via our network, we have access to all the major global passenger and freighter airlines.

Here are our top 5 strategies to reduce your air freight spend and get better value for money for it too.

1

SEA & AIR COMBO

Using a combination of sea and air freight can provide considerable cost savings depending on the urgency of your delivery.

For example: getting goods by sea freight to Singapore or Dubai and then flying to the UK can take 2 weeks off the sea freight transit time at a fraction of the full air freight cost.

tip

Analyse your regular air freight routes.

Ask your forwarder for air freight and air / sea combo prices and try to build in the extra time needed for the sea / air combo into your customer's lead times.



tip

Another option

If you have LCL or FCL imports from China, don't forget there are also trailer and rail services available. Goods can arrive into the UK from a Chinese rail / truck terminal in under 20 days.

NEXT
TIP

2

CHOICE GIVES YOU OPTIONS

Get your air freight provider to give you prices for 1,2,3,5 and 7 day delivery. Just by postponing the delivery by a day or two can save you £100's on smaller shipments and £1000s on larger ones.

tip

Prioritise your shipments.

If you allow your lower priority cargo to be "deferred", this will have a considerable effect on the rate charged by the airline.



3

SPACE MATTERS

The majority of global air freight travels in the hold of passenger aircraft.

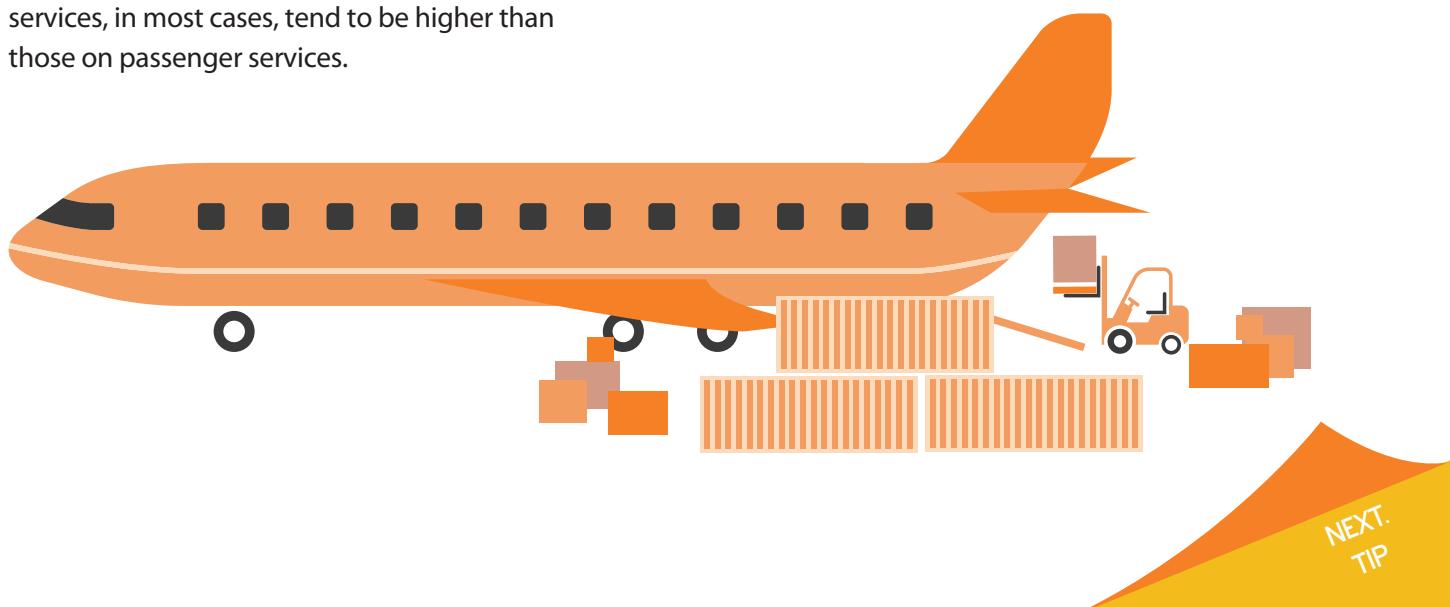
Some passenger airlines and a number 'cargo only' airlines offer a schedule of global cargo services utilising a variety of aircraft types built for cargo only; "Freighters".

Due to Freighters moving less frequently and the specialist nature of the abnormal sized loads that they are designed to carry, freighter rates on those services, in most cases, tend to be higher than those on passenger services.

tip

Ask your forwarder to check the dimensions of the aircraft serving your required destination.

You should then aim to pack your freight accordingly in order to meet those limitations. It is important to state the specific destination as different aircraft have different cargo hold door sizes.



4

MORE IS LESS

Air freight is charged at pence or Pounds per kilo. The more you ship the less pro-rata per kilo you pay. The charging tables are zoned by chargeable weight.



By shipping slightly more goods you might fall into the next charging zone with a much more attractive price per kilo.

tip

Ask your air freight agent for the charging break points for your regular air freight destinations.

See if your customer will accept a slightly larger shipment allowing you to take advantage of the lower air freight rates in the next charging zone.

5

NOT ALL DAYS ARE THE SAME

On a given day there can be multiple airlines flying from UK airports to the same worldwide destination. They will all be keen to win your air freight cargo to maximise the revenue on their return flight.

tip

Analyse your regular freight.

Get your air freight provider to analyse airline departures to your regular destinations and report back if there are any price differences on certain days. Aim to have your freight available for collection to ship out on the cheaper days.



Tony Shally
Managing Director

ABOUT THE AUTHOR

We hope that these strategies, will be of use to you. If you would like to discuss any of them in more detail please contact our Managing Director Tony Shally.

Tony has over 30 years of experience handling freight so you're in safe hands.

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BY THE WAY, WE'RE UNIQUE



We offer a 100% Money Back Guarantee on all time-critical shipments

Contact us 24/7/365 with your time-critical freight shipments and if we're late, you won't pay the rate. Don't worry, we never let anybody down



We are the only employee-owned freight business in the UK

Espace is owned by its 25 staff by way of an Employee Ownership Trust. We are 100% employee owned



We offer a 30-day Money back Guarantee

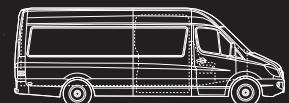
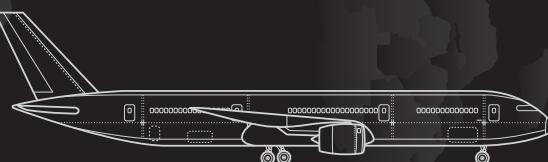
If you're not satisfied with the way we've handled one of your shipments during our first 30 days of trading, we will give you your money back for that shipment

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