



# FREIGHT TO THE POINT...

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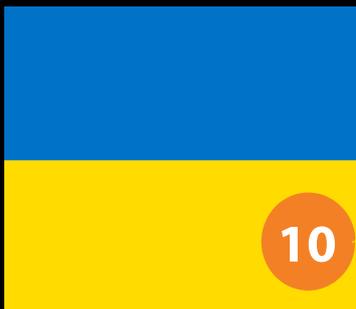
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“There *is* no natural impediment to our exports, it is just will, energy and ambition...”

*Prime Minister Johnson  
Liaison Committee meeting  
March 2022*

## What do you think?

I doubt many of you, our customers, lack the will, energy and ambition to export. It's just the increased paperwork, cost and bureaucracy that is hampering your export activity.

Reports show a 15% drop in UK exports to the EU after Brexit. The increased cost of exporting and uncertainty of delivery dates due to customs formalities has made it difficult for many UK exporters to compete with EU based competitors.

The UK Government say they wish to unleash the potential to export of Great British manufacturers and their "...export strategy will help more businesses start exporting and help those who already export to sell more products to more countries."

The Export Strategy contains 12 steps to getting the UK to £1 trillion of exports a year by 2030 from a current level of £600bn. The will and finance from the Government are there but accessing help and relatable advice can be difficult.  
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**IT'S COMPETITION TIME!**

**Win a Magnum of Moët & Chandon!**



Head to Page 12 see how you could be in with a chance of winning a magnum bottle of Moët & Chandon!



SCAN ME

(cont. from page 1)

Over the past two years, Espace has seen the role of the freight forwarder in the market change significantly. Before BREXIT, price was king. It was as easy to move a load from Manchester to Marseille as it was one from Coventry to Cambridge. Post Brexit, the freight forwarder has become a valuable enabler to trade and a source of practical and trustworthy advice.

From my experience over the last 18 months post-Brexit, I'd like to share these two pieces of advice...

## 1. Prevention instead of cure

From arrival at a UK or EU port, a driver can be the other side of the Channel in a couple of hours. We are still hearing of some horror stories with drivers stuck at ports or having their loads taken off into storage whilst customs formalities take place retrospectively. This is both time-consuming and expensive. Put processes and deadlines in place to keep all parties aware what is expected of them and by when.

## 2. You cannot buy experience

Rather than having one or ten trade lanes as an exporter may have, we see hundreds a week, each slightly different from the other and are often asked to find creative solutions to make them work. We've seen it all – and if we haven't, we know somebody who has.

We've helped a number of our customers to implement some creative solutions to make selling to their EU customers a lot easier. We feel that we have a moral obligation to educate and give them options to reduce costs and friction at the EU border and get better value for money for their freight budgets.

We are where we are with Brexit. If you still have the will, energy and ambition to export to the EU, we are here to support you every step of the way.

All the best,

Geoff



**MULTIMODAL**

NEC BIRMINGHAM UK 14-16 June



“The BIFA Freight Forwarders Village will give participants the opportunity for close range networking with existing and potential customers in a more personal environment.

- Robert Keen, BIFA Director

After enjoying the vibrancy of the BIFA Forwarders Village at the 2021 event, Espace were back in prime position in the BIFA area for Multimodal 2022.

This year's exhibition saw almost 10,000 visitors through the door over the three days, up 30% on last year and 7% up on pre-pandemic 2019. Espace Head of Sales and Marketing Kelly Vasey commented, "The show was great! It felt very different from past years but very positive."

**Save the date:**



Espace will once again be attending MultiModal 2023 at the Birmingham NEC on 13<sup>th</sup>-15<sup>th</sup> June.



# Bye, Bye Jan!

In May, we said goodbye to our first retiree, Janet Hobbs who had enjoyed a twenty-year career with us.

Never having heard a bad word said against Jan, we were not going to let the occasion pass by without celebrating the career of an extraordinary lady and the only natural place to do it was at Jan's second home – Aston Villa Football Club! The Espace Team were joined on the night via video link by none other than former Aston Villa and current Manchester City star and England play maker Jack Grealish!



*“ I wish you all the best in your retirement, I hope it's a happy one, I hope it's the right time... I also heard you're a big Villa fan... and played for the Villa ladies back in the day so you must be a proud Villa fan and proud of everything you've achieved. - Jack Grealish, Manchester City Football Club*

...we agree wholeheartedly in Jack's wishes for Jan and sincerely hope she'll have a long, happy and healthy retirement. We'll be sure to be calling her when we need a goalkeeper for a five-a-side team!

## As one door closes...

April 2022 marked the start of the last year with Espace founder Tony Shally at the helm. His guidance and leadership have allowed the four members of the Senior Leadership Team to effectively make his role (somewhat) redundant. It's been a five-year path to get to this point and there is still 9 months for them to learn from him and glean an much information from a respected industry figure before he leaves. The journey the SLT have been on to this point has been a phenomenal one.



SHEXIT (SHally EXIT) unlike BREXIT, through Employee Ownership, has been an outstanding success. EO has allowed Espace Europe to align existing and recruit new employee owners who believe in the company and its Vision and Values. Under EO, the company exists to allow employee owners to realise their own dreams. It's not difficult to see why Espace team cohesion and their achievements are so strong. Happy people make for a happy business. On announcing his plans to exit the business in 2017, Tony promised to leave it in the best shape financially, with the strongest leadership team in place and employee fulfilment at its heart. He has every right to be proud of what he has achieved. Introducing the Senior Leadership Team and their areas of responsibility:



**Vanessa Patel**  
Head of Operations



**Andy Williams**  
Head of Finance



**Kelly Vasey**  
Head of Sales  
& Marketing



**Geoff Yates**  
Head of Commercial  
Development

# Price Hikes:

The tides of power in the transport market have turned 180 degrees since Brexit. Before, vehicles were freely crossing the channel and there were plenty of trucks looking for loads at the right price to “go home”. Not the case now. Our own data shows an average increase in costs to UK exporters of 33.9% over pre-Brexit levels and interestingly a 17% increase year on year since Brexit.

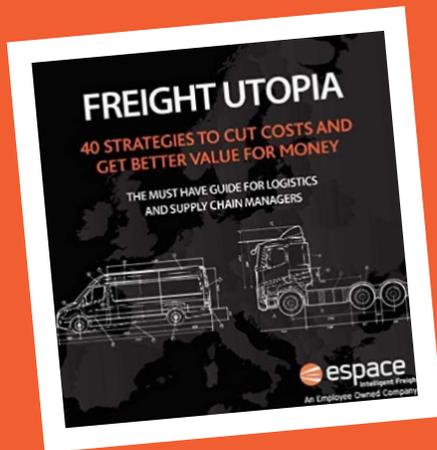
Customs clearance costs count strongly towards the increases, but European hauliers have been heavily affected by the implementation of the second phase of the EU Mobility Package and some of the less well prepared, only now (June 2022) will be realising the increased costs.



**The war in Ukraine has destabilised European fuel supplies and therefore rates. Ukrainian drivers who were a common sight on European roads are no longer available which has further added to a spiralling situation.**

In response to the EU Mobility package roll out, in February, we issued a series of emails offering money saving strategies. Many of them and more can be found in Freight Utopia – 40 Strategies to Cut Costs and Get Better Value for Money. The book was written and published by Tony Shally during the first Covid-19 lockdown.

For a free copy, email [newsletter@espaceglobalfreight.com](mailto:newsletter@espaceglobalfreight.com)



## Hungary for more...

Responding to a last-minute call to move two out-of-gauge vehicle chassis from Budapest to Birmingham was all in a days work for our European Express team.

Within hours, the team had organised a fully rested double manned driving team and flatbed vehicle, agreed rates with our client and had spoken with the shipper to understand their readiness and customs needs. The vehicle was on site the following morning and delivered into Birmingham within 42 hours with GB customs clearance handled en-route by our in-house team.



**espace EXPRESS**

Dedicated European Express Transport



Ever have a need for Express? Our European express team welcome any challenge!  
Contact Ed and Lee on [euroexpress@espaceglobalfreight.com](mailto:euroexpress@espaceglobalfreight.com)



## In spite of Brexit the EU single market remains the UK's main trading partner

Here at Espace we have always been committed to providing hassle free, cost effective solutions for EU road freight. We are, and always will be, passionate about making trade with the EU as easy as possible for our UK customers.



**espace euROAD**  
Standard European Road Freight

## What is our offer to EU?

- 1 A dedicated full load service
- 2 A consolidated part load service
- 3 An in house UK customs clearance team
- 4 A network of trusted EU customs agents
- 5 Daily departures to & from most EU countries
- 6 A team of multilingual operators to take the hassle away from any EU delivery bookings or liason with EU delivery points

## Win a Vineyard Break

Because WE ♥ EU, we're giving EU bookers during July and August entry into a prize draw. The chance to win a night away for two at the award winning Three Choirs Vineyard in Gloucestershire.

- What's included:**
- 1 nights stay in a Vineyard View Room
  - Full English Breakfast for 2 people
  - Wine tasting on either day of your stay



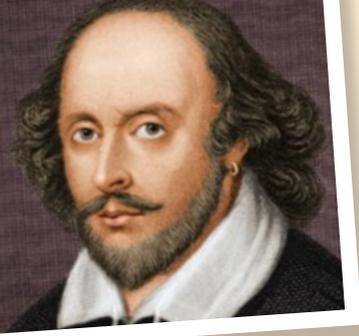
**SCAN HERE  
FOR MORE  
INFO!**



### THREE CHOIRS —VINEYARDS—



\* Bookers will receive one prize draw entry for every 5 EU road freight bookings they make during July and August.



## To DAP or DDP, that is the question!

On the lead into the end of the Brexit transition period, the freight and customs industry were frantically speaking with exporters and importers across the UK and Europe advising them to look carefully at their INCO terms.

Many, us included, warned GB exporters that DDP was the most difficult and worst-case option. DAP is very clean, you have an exporter and a separate importer with clearly defined albeit sometimes not very well understood roles.

However, as the Brexit panic eased, we received more and more requests from manufacturers asking for help with their European sales strategy. One of the suggestions we now introduce to develop new sales is to use DDP.

Espace, as a freight forwarder can understand, adapt and change to the market and our customers needs in a way that traditional transport elements such as hauliers and customs agents cannot.

# Customs Declaration Service (CDS)



After years of delays, CHIEF will finally be switched off fully in March 2023. There is a phased approach however with imports being turned off in September 2022 and finally exports in March 2023. CDS is a digital system very much written for future trade. If you import or export, even if you use a customs intermediary to declare goods on your behalf, you will be required to register for the CDS via your GB Government Gateway Account.

Some benefits of CDS for traders are;

- Get your Postponed VAT statements
- Get your import VAT certificates
- Make payments
- Set up an intermediary agent

Espace have been working closely with their software provider and are fully prepared for the CDS switchover. Watch out for updates in your inbox in the coming weeks. If you have any questions on the CDS or customs clearance, please contact our Customs Manager, Anthony Kisley on [anthonykisley@espaceglobalfreight.com](mailto:anthonykisley@espaceglobalfreight.com).



Visit the Brexit pages at [www.espaceglobalfreight.com](http://www.espaceglobalfreight.com) to download our CDS readiness guide.

# ESPACE SUNFLOWER CHALLENGE UPDATE

Just before Easter, we sent out sunflower growing kits to all our ECC members and an invitation to join the Espace Sunflower Challenge! We've really enjoyed seeing photos from clients and colleagues and invite you to post on LinkedIn using #EspaceSunflower.





# If you send dedicated express, full or part loads into the EU from UK, you really need to read this article!

EasyEU is our brand new DDP service. It has been designed specifically to remove all barriers to trade into Europe and allow the rapid growth of new sales and trade lanes.

Its beauty is in its simplicity - once a European client places an order with you there is nothing further for them to do other than offload the goods at an expected time. Its adoption will revolutionise the way you look at exporting and your order books.

We have been working tirelessly and formed numerous strategic partnerships to allow our clients to sell DDP into Europe and Great British manufacturers and exporters are already starting to see new and improving orders.

**For an initial discussion on our DDP solution, book an appointment with Geoff at [geoffyates@espaceglobalfreight.com](mailto:geoffyates@espaceglobalfreight.com)**

## Key benefits

- Ability to supply Just-In-Time (premium sales rates for shippers)
- Ultimate control over cross-border movements
- No T1 Transit documents (no fee for documents and no additional haulage costs for waiting/diversion)
- No need for EU importer to pay for/account for import VAT
- No need for EU importer to appoint and pay for a customs clearance agent
- Predictable "all in" sales costs
- Removal of all barriers to trade for EU customers



**ESPACE  
CUSTOMS  
CONSORTIUM**

To join the membership waiting list or to talk through your requirements, contact ECC lead Geoff Yates on [geoffyates@espaceglobalfreight.com](mailto:geoffyates@espaceglobalfreight.com)

Almost two years now after its launch, the Espace Customs Consortium is going from strength to strength and its members receive a host of benefits daily. As well as:

- Priority Treatment
- Discounted rates
- Authorised Consignor Status
- Instant access to documents via an online portal
- Free unlimited customs advice
- Access to our European customs network

Customers benefit from exclusive and first release material which is all available for download in the members area at [www.customsclearanceeurope.com](http://www.customsclearanceeurope.com) as well as a monthly bulletin with up-to-the-minute information from the customs clearance industry.

# INDUSTRY INSIGHT AUTOMOTIVE FOCUS



**Kelly Vasey, a language graduate, entered the world of freight in 2001. Having spent several years looking after French and Italian Operations she moved into sales and grew a strong**

**portfolio of key automotive clients. With a keen interest in F1 and the wider automotive industry she understands the requirements and pressures of a J.I.T supply chain and her role at Espace is to provide solutions for Logistics and Supply Chain Managers in this sector.**

The UK automotive industry is an integral part of the UK economy worth more than £78.9 billion in turnover. With some 180,000 people employed directly in manufacturing and in excess of 864,000 across the wider automotive industry, it accounts for 13% of total UK export of goods, worth £44 billion, and invests £3 billion each year in automotive R&D.

Since 2020, like other industries, the automotive sector has been hit hard by relentless global challenges. Covid, Brexit and more recently the war in Ukraine have had serious implications on the supply of raw materials. The worldwide shortage of micro processors and semi-conductors has slowed production while the whole industry is under pressure to meet the electrification 2030 deadline. At Espace we are heavily invested in the automotive sector and we have seen first-hand just how hard the last few years have been on OEM's and our Tier 1 / 2 suppliers. Manufacturing, UK export and global import have all slowed down but innovation continues at pace.



Last month Pam and I ventured up to Stadium of Light in Sunderland to meet with fellow SMMT members at the Regional Forum North East. We were privileged to listen to key note speakers Alan

Johnson CEO of Nissan and Dr. Graham Hoare OBE, Deputy CEO and President of Britishvolt. Plans and scheduling for electrification were communicated and created a real feeling of confidence and a buzz of excitement - for the North East specifically and for the industry as a whole. The UK Government are investing £100 million to enable Britishvolt to set up the first Gigafactory in Northumberland. The future for the UK automotive industry is exciting!

**“ We are proud to play our part within the automotive supply chain. Our role as a freight forwarder is to enable trade and provide solutions to safeguard global supply chains. Whether we are bringing in global import contracts, acting as your UK clearing agent, moving time critical freight for production lines or sending test tyres to track for our F1 clients our job is to provide logistics solutions that make your lives easier. There will always be challenges (it's logistics!) but it's how we deal with them that determines our success.**

**Kelly Vasey**

# Change of Governance at Espace...



The office was ablaze with excitement in May when due to a restructure of the Employee Ownership Trust board, the position of two employee-trustees became available. The correct way to appoint employee-trustees is via an election. Other than the members of the operational board, every member of staff which had passed their probation period were invited to apply and write a 350-word prospectus as to why they felt they would be an exemplary candidate and represent the wants and needs of all employee-owners. Six nominees put themselves forwards and all members of the trust were then invited to vote for their two preferred candidates.

## Our new Employee Trustees are:



Chan Webster

“

Before joining Espace I worked for both privately owned companies as well as charities. This has given me experience of the different ways (both good and bad) in which companies operate. As a trustee I intend to use this experience to carefully examine any changes proposed by the management team and where possible to suggest improvements ensuring that any changes made benefit the company.



Eduard Nechita

“

I have worked for many bigger, corporate companies in the past and I have experienced how very little they do for their staff and people are put after profit. Espace is different in the way they always put their staff first and opinions and ideas matter. I have worked at management level in a previous employment and never had such an opportunity like this to make a change and have an employee voice heard but more importantly, to make a positive impact.

## Financial Year 2021/22

In April, we celebrated the achievements of financial year 2021-22 when all 41 staff met in our Burntwood HQ for our annual Company Presentation. There were many highs to report on and only two (which we could think of!) lows. This was the first Espace annual review for an astonishing 14 new members of staff and the last one which Tony will present as his final year of being Managing Director of Espace has begun. Tears were expected and duly delivered but the occasion was ultimately about success and celebration!

Catering for the evening was supplied by the multi-award winning (and personally highly recommended) English Indian mobile fish & chip truck, check them out: [www.englishindian.co.uk](http://www.englishindian.co.uk)



we're hiring!

At the time of writing, we are looking for suitable candidates to join our European express, European standard, UK express and sales team. If you believe you have an owner mindset and are interested in shaping your own future, accept change as the norm and are willing to express an educated opinion, send your CV and an covering letter to [tarawarner@espaceglobalfreight.com](mailto:tarawarner@espaceglobalfreight.com).

# UKRAINE emergency APPEAL

**On Thursday 24th February, after months of unease, Russia finally began their assault on Ukraine ending over 75 years of peace on the European Continent.**

A response to an Espace issued statement on the invasion the following day sparked a chain of events into action which really brought out the best of Team Espace.

Evtec Automotive, had been in early discussions with Coventry Live to issue an appeal to the local community for donations of aid for Ukraine and were willing to use their Coventry facility as a collection and sorting point. However, they didn't know what was in most need and crucially, didn't have an outlet for it! They reached out to Espace for support with the transport and distribution.

As over one million (at that point) displaced Ukrainians had made their way to Poland, we searched for aid organisations within the country. We eventually chose Caritas which is a Catholic Red Cross charity and had been helping Ukrainians since Russia invaded the East of the country in 2014. They were also heavily involved in assisting Polish communities which had welcomed refugees with support. Caritas had an ideal location in the East of Poland where they could move aid across the border into Ukraine or distribute nationally. They advised what was most needed and Espace and Evtec issued a joint appeal for donations, Espace offering our newly acquired office as an additional collection point and were quickly overwhelmed!



Of their own freewill, the Espace Team organised two weekend shifts to sort and label donations and our three 18T vehicles made their way to Coventry to be palletised and transhipped onto European bound artics along with the items collected by Evtec.

Espace MD Tony Shally oversaw the loading of the first truck. "The driver was Ukrainian and hearing his family were safely in Poland made every ounce of effort worthwhile. I am so proud of the team at Espace for giving up their own free time and using their technical expertise to make this happen."

**In all, we shipped 278 pallets across four trailers which were gratefully received by Caritas during April. We are now encouraging financial rather than physical donations and if you wish you can do so via [www.caritas.pl](http://www.caritas.pl).**



## EMPLOYEE SPOTLIGHT

# Claire Hall



**Q1 What's the best thing about working at Espace?**

Espace is a company like no other. Its whole ethos is so family-like! I love the fact we all interact and support each other no matter which department we work in. Our opinions and feelings are considered in everything that Espace do. The drive and passion of the company makes Espace a real gem of a place!

**Q2 What is the one thing you couldn't live without?**

My grandchildren. They are my world.

**Q3 Where is your favourite place to be?**

It has to be the Chase (Cannock Chase). Such an uplifting and breath-taking place.

**Q4 What would you do for a career if you weren't doing this?**

I've always loved accounts and pay-roll I can't imagine doing anything else! But if you pushed me, maybe back into teaching.

**Q5 What would you most like to tell yourself at age 13?**

Life is about making yourself happy. Work hard and you can achieve anything, life doesn't give you anything for free.

**Q6 What is the one thing you cannot resist?**

Cheetos!

**Q7 What is the best book you have ever read?**

The Secret by Rhonda Byrne.

**Q8 Tell us something that might surprise us about you.**

My hobby is fishing!

**Time at Espace:**

2 years - I started 6 weeks before Covid lockdown!

**Languages Spoken:**

I assure you despite the heavy Darlaston accent, English!

**Claim to Fame:**

I was once on a TV advert for Tile Choice!

**Speciality:**

My right hook! I live and breathe boxing.



After a sterling first year at Espace on operations, Robyn Podmore has been appointed EU Road Freight Supervisor. She wowed during the internal interview process and is really looking forward to putting her own stamp on the department.

Well done, Robyn!



**espace UKROAD**  
UK Sameday Road Freight



Nathan Miles

Congratulations to Nathan Miles who at the ripe old age of 24, became our youngest ever Team Leader when in April he accepted the role in our dedicated UK road freight department.

Despite their young age (an average of less than 23.5 years!) the team has a wealth of experience and knowledge and of course trucks full of youthful exuberance! Nathan, Chloe and Connor are always available on [uk@espaceglobalfreight.com](mailto:uk@espaceglobalfreight.com)



success in succession

“ AEON exists to introduce employee ownership as a proven, tax-efficient and legacy-focussed succession route for business owners wishing to sell their business.

# Introducing Aeon Consultancy...

Sun-loungers, triathlons and lowering his golf handicap were never going to be enough for Tony as he takes his first steps into retirement in 2023! He will be launching AEON Consultancy which aims to educate businesses owners looking for an exit on the benefits of Employee Ownership over a traditional trade sale.

We wish Tony every success with AEON and look forward to catching up with him once a quarter as he continues his role as Chairman of the Espace Employee Ownership Trust.



## IT'S COMPETITION TIME!

### Win a Magnum of Moët & Chandon!



Visit [www.espaceglobalfreight.com/newsletter](http://www.espaceglobalfreight.com/newsletter) and answer this question to be entered into a draw to win a magnum of champagne\*

**Which Government system will the Customs Declaration Service be replacing?**

- A. CHIEF    B. LEADER    C. BOSS**

\*one entry per person. Entrants must be over 18 years of age and live on mainland UK. Entries must be submitted by midday BST on Friday 19th August. The draw will take place that same afternoon.



Thank you for taking the time to read the newsletter. If you have any comments or feedback, we'd love to read them, just email [newsletter@espaceglobalfreight.com](mailto:newsletter@espaceglobalfreight.com).

Contact us today to discuss how we can help  
**01543 412348** [solutions@espaceglobalfreight.com](mailto:solutions@espaceglobalfreight.com)

