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LOGISTICS BUYER'S TOOLKIT: DATA THAT CAN HELP YOU

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OBJECTIVE

- > **Logistics Buyer's Toolkit: Data that can help you**
- > **Provide a context for business decisions**
- > **Enable a tick in the box to say that your costs are in line with the rest of the logistics industry**
- > **...Or help you to question and understand why you're different**



WHERE TO FIND YOUR TOOLS

<i>SOURCES</i>	<i>EXAMPLES</i>
CILT online	International
CILT Knowledge Centre	Wages
Trade associations	Diesel prices
Official statistics	Logistics inflation
Trade research	Warehouse rental
Other sources	Sea freight, European haulage



CILT ONLINE

> Less than a minute's searching gives you inflation in other countries, forecast exchange rates...

EBSCO
Searching: Business Source Corporate Plus | Choose Databases
china Select a Field (optional) Search Create Alert Clear ?
AND country intelligence Select a Field (optional)
AND Select a Field (optional) + -
Basic Search Advanced Search Search History

Refine Results
Current Search
Boolean/Phrase:
china AND country intelligence
Limit To
 Full Text
 References Available
 Scholarly Journals
1997 Publication Date 2013
Show More
Source Types
 All Results
 Newspapers (101)
 Country Reports (57)
 Magazines (23)
 Industry Profiles (6)

Search Results: 1 - 20 of 202
1 Country Intelligence: Report: China.
Report PDF Full Text (275KB)
2 Country Intelligence: Report: China.
Report Show all 30 images
3 Country Intelligence: Report: China.
Report Show all 31 images
4 Country Intelligence: Report: China.



Country Intelligence: Report

China

REPORT PRINTED ON 03 OCTOBER 2013

> And often right up to the minute



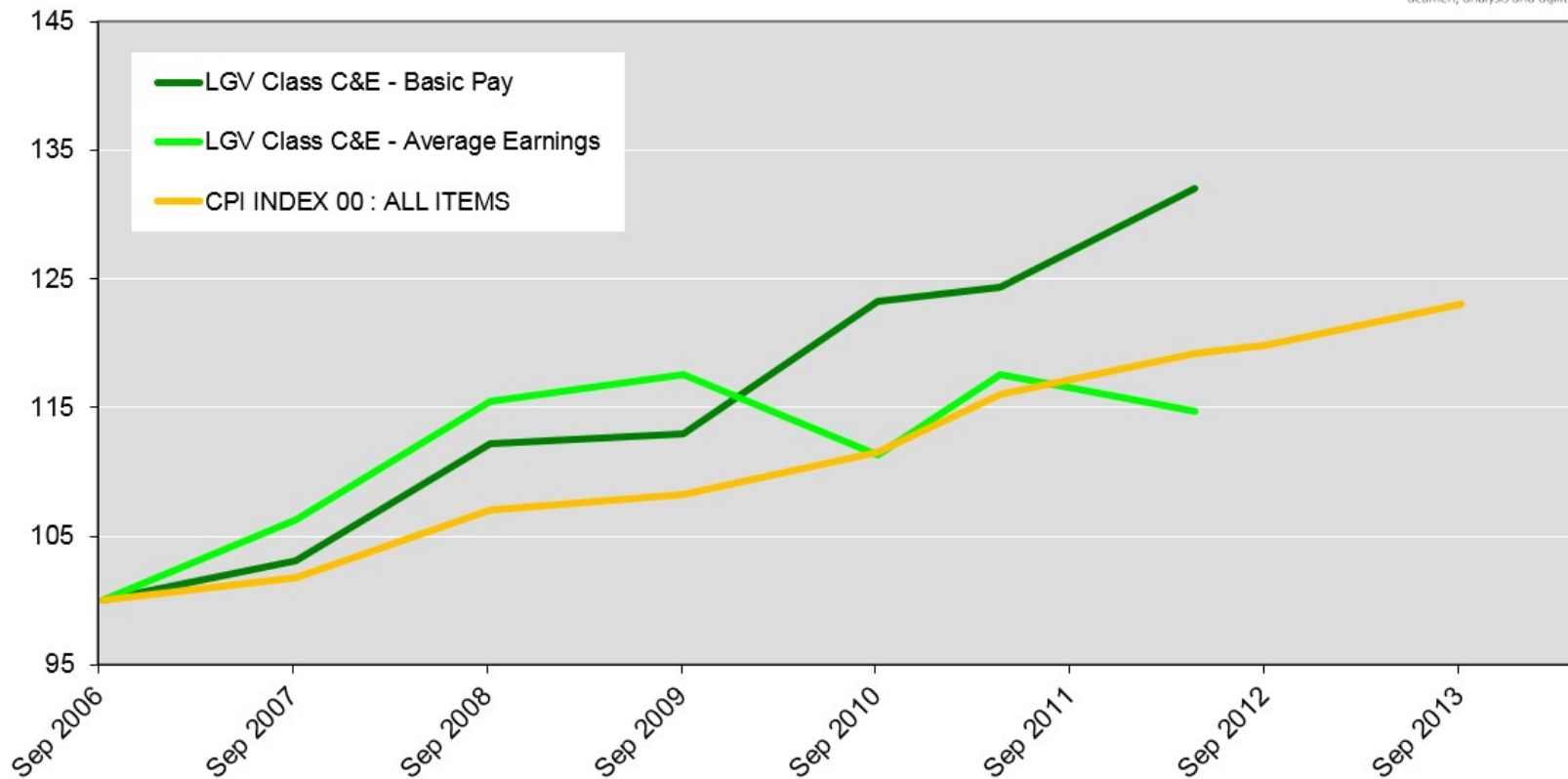
CILT KNOWLEDGE CENTRE

- > Need to benchmark UK wages? Go to Corby
- > Croner's Distribution & Transport Rewards
 - > Annual survey of nearly 800K staff in May
 - > By skill level, plus also some regional data
 - > Median, lower & upper quartile / deciles
- > FTA's Manager's Guide to Distribution Costs – much more than just pay data



WHAT ARE YOU BENCHMARKING?

Relative change over last 7 years - all indices rebased to 100 at start of period shown



Data sources: Croner's Distribution & Transport Rewards: <http://www.croner.co.uk>
National Statistics: www.statistics.gov.uk - reproduced under the terms of the Click-Use Licence - 25/10/2013
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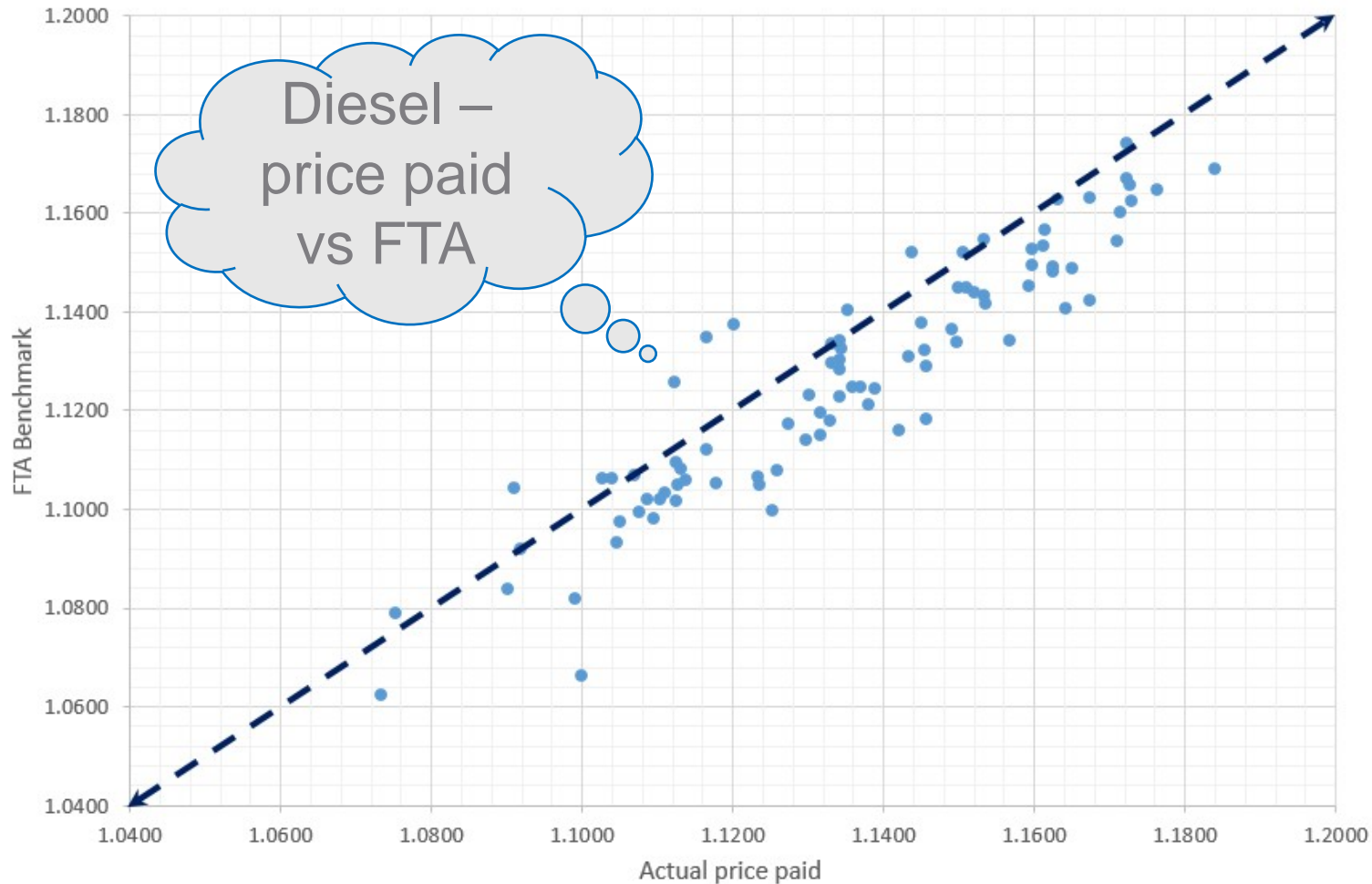


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TRADE ASSOCIATIONS ETC

- > FTA, RHA, IoD, CIPS...
- > As with CILT, if you are a member will get you more



OFFICIAL STATISTICS

- > Services Producer Price Indices (SPPIs)
- > Price change for a range of service industries...
- > Quarterly changes in the price received for services provided by UK businesses to other UK businesses and government

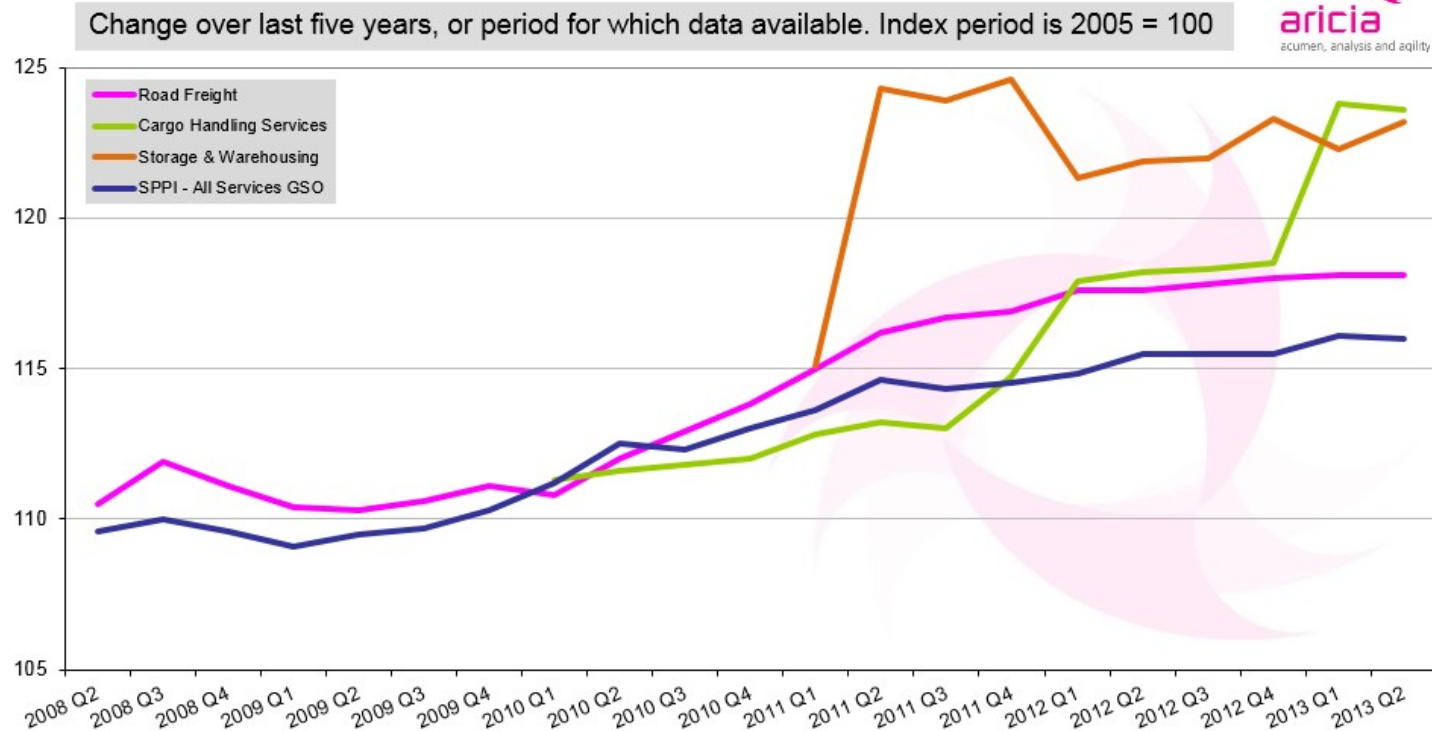
- > 33 established areas
- > At least five of direct interest to logistics users (road freight, ferries, sea freight, freight forwarding and contract packing)
- > More than half likely to relate to lines in the logistics provider's budget

- > And with more indices being added



WHAT ARE YOU LOOKING AT?

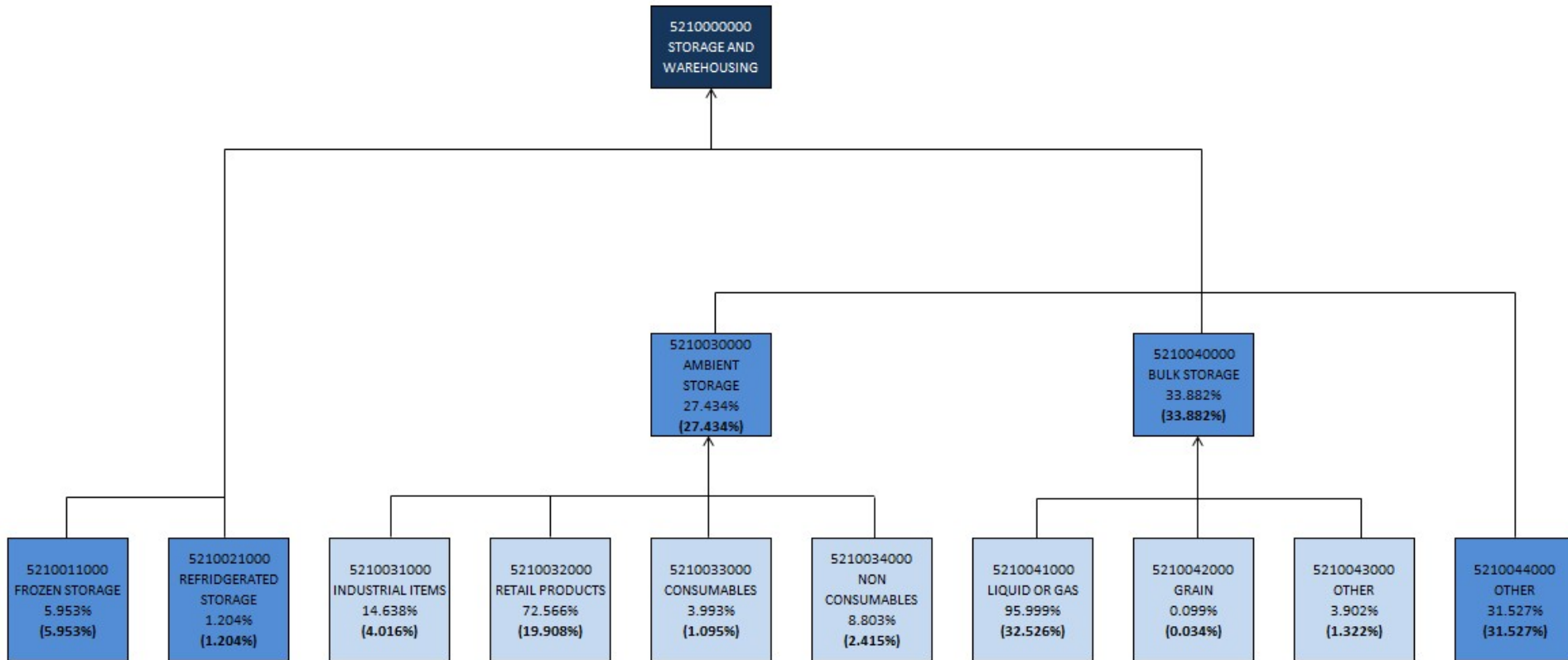
- > Some indices are long-established eg SPPI road freight
- > Some are experimental eg SPPI storage and cargo handling



Data source: ONS website www.statistics.gov.uk - reproduced by Aricia Limited under the terms of the Open Government Licence <http://www.nationalarchives.gov.uk/doc/open-government-licence> - 31/8/2013
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DON'T BE AFRAID TO ASK QUESTIONS



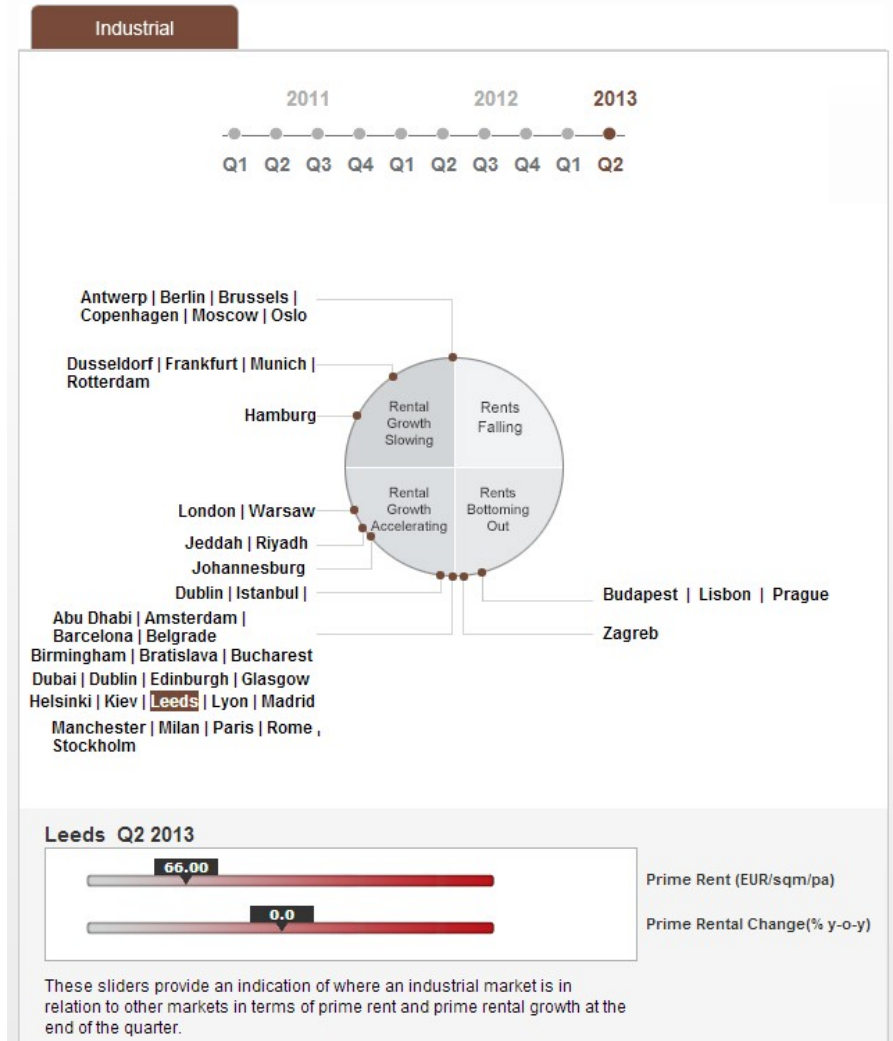
THE ONS WOULD LIKE YOUR HELP

- > As part of ongoing commitment from the Office for National Statistics (ONS) to improve the scope and quality of statistics collected on the service sector, they are conducting a quality review of the industries included in the aggregate level SPPI
- > To conduct this review they are seeking help from industry experts, and would like to hear your opinions regarding the structure of the industries, the types of business services provided and the pricing mechanisms used within the industries in which you operate
- > Your responses will help to ensure the quality and suitability of the indices published
- > To provide feedback please contact the SPPI - sppi@ons.gov.uk



TRADE RESEARCH

- > Reviewing warehouse rental?
- > Try industrial property companies' research reports



OTHER SOURCES

- > Read trade journals
- > Ask your contacts
- > Get onto Google...
- > Example: Seafreight rates

Freight Calculator

Find out market rate estimates for Ocean from anywhere to anywhere in the world, and Rail and Truck in the USA. Upon seeing the estimate, you have two options on how to proceed, should you decide to do so; either post in Exchange or get a Reservation and someone will contact you. Have fun!

1. SELECT METHOD OF SHIPPING



Ocean



Rail



Truck

2. SELECT LOCATIONS

Singapore, Singapore

Southampton, United Kingdom

Apparel

40000

3. SELECT LOAD

FCL

Container Type 40 FT

LCL

Refrigerated

4. ACCESSORIAL CHARGES

Hazardous

Add Insurance

GET RATE

Current Market Rate

\$1,718.28 – \$1,899.15



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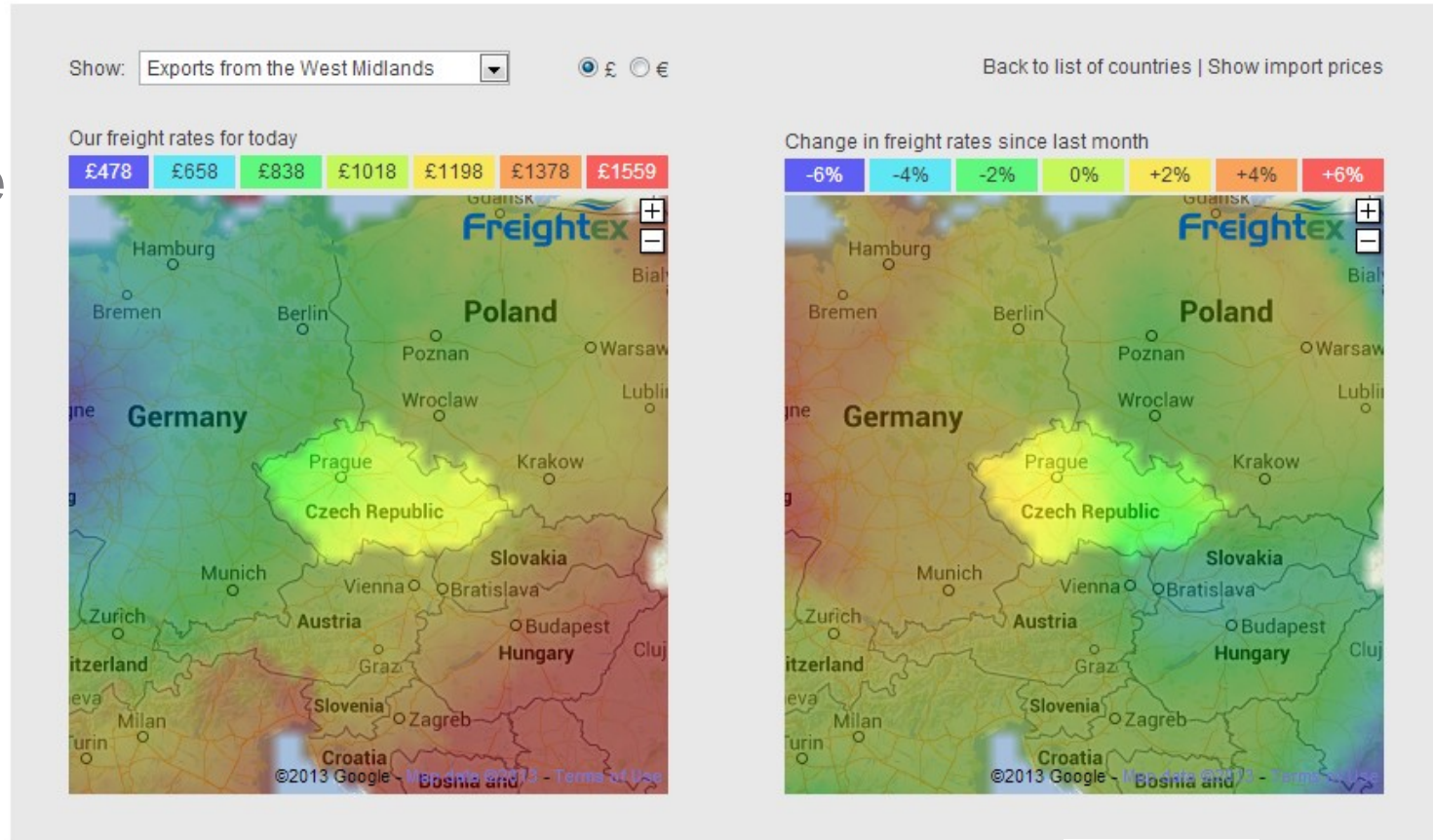
Image from: <http://worldfreightrates.com/en/freight>

OTHER SOURCES

- > I like a nice map...
- > So I had to include this!

Haulage rates for road transport from Birmingham, UK to Czech-Republic

The map below shows prices from Birmingham to Czech-Republic and how prices have moved in the past month. To work out expected freight prices for other UK towns in this region, please use the price adjustment table below. You can get a price for a specific route by using our price calculator at the top of the page.



AND DON'T FORGET...

- > Information you've already got
- > Internal company data
 - > Weekly KPIs
 - > One off reports
 - > Previous tenders
 - > ...



SUMMARY

- > Logistics Buyer's Toolkit: Data that can help you
- > Make use of your memberships
- > Official and trade websites
- > Google, trade journals, contacts
- > Internal reports and data

- > If you'd like a handout with links, please leave your business card

