



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



SOMETHING FOR EVERYONE?




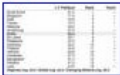



<i>SOURCES</i>	<i>EXAMPLES</i>
CIPS & CILT online	International
CILT Knowledge Centre	Wages
Other trade associations	Diesel prices & mpg
Official statistics	Logistics inflation
Trade research	Warehouse rental
Other sources	Sea freight



CIPS & CILT ONLINE

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

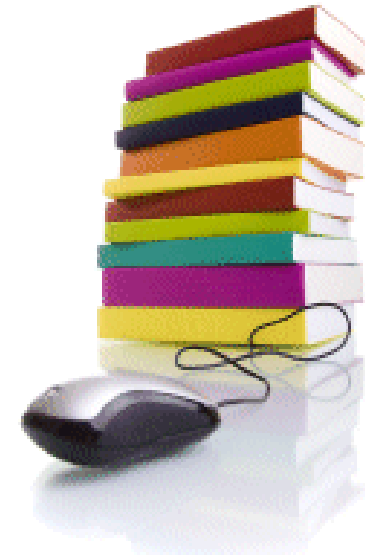
The screenshot shows the Business Source Corporate search interface. At the top, it says "Business Source Corporate powered by EBSCOhost". There are navigation links for "Sign In", "Folder", "Preferences", "Help", and a "Language" dropdown. Below this, there are tabs for "Basic Search", "Advanced Search", and "Visual Search". A search bar contains the word "china" with "Search", "Clear", and "Search Tips" buttons. Below the search bar, there are links for "Refine Search", "Add search to folder", "Display link to search", and "Create alert for this search". The results are for "china and Automatically 'And' search terms". A "Filter results by" section has radio buttons for "All Results", "Academic Journals", "Trade Publications", "Magazines", "Books/Monographs", "Company Profiles", "SWOT Analyses", "Country Reports", "Industry Profiles", "Market Research Reports", and "Product Reviews". The "Country Reports" option is selected. Below the filters, it says "Results: 1-10 of 8863 Page: 1 2 3 4 5 Next" and "Sort by: Date Descending Add (1-10)". A "Narrow Results by" sidebar is on the left with expandable sections for "Subject: Thesaurus Term", "Subject", "NAICS/Industry", "Publication", "Company", and "Geography". The main results list three items:

1. [CHINA -- MACROECONOMIC DATA AND FORECASTS](#). *China Business Forecast Report*, 2010 4th Quarter, p4-4, 1p, 1 Chart; (AN 52741752) [Add](#)
 [PDF Full Text](#) (82KB)
2. [Executive Summary](#). *China Business Forecast Report*, 2010 4th Quarter, p7-7, 1p; (AN 52741753) [Add](#)
 [PDF Full Text](#) (116KB)
3. [Chapter 1: Political Outlook](#). *China Business Forecast Report*, 2010 4th Quarter, p9-14, 6p, 4 Charts, 1 Map; (AN 52741754) [Add](#)
[Show all 5 images](#)
   
 [PDF Full Text](#) (253KB)



CILT KNOWLEDGE CENTRE

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

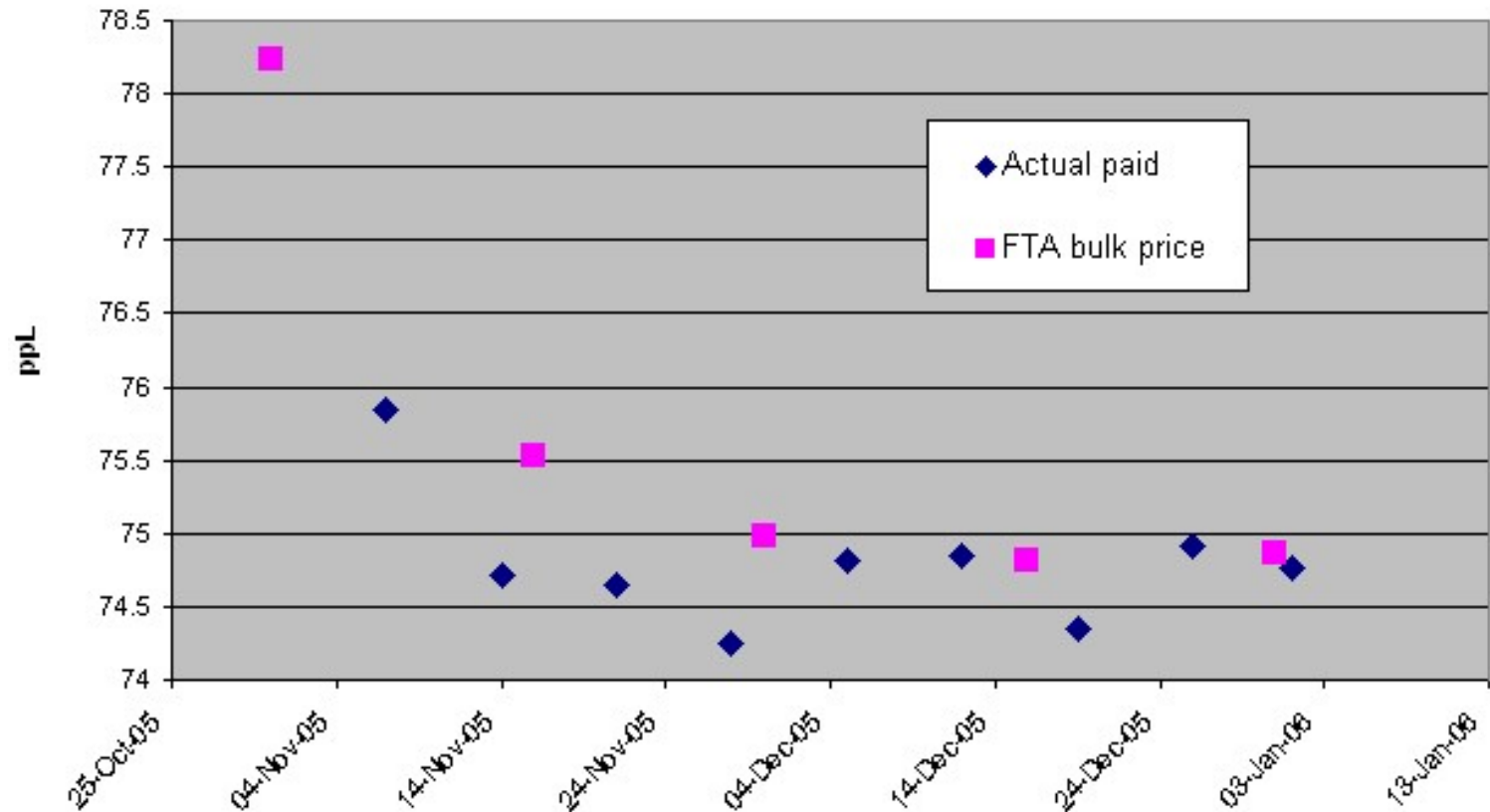


OTHER TRADE ASSOCIATIONS

> FTA,
RHA...

> As with
CIPS &
CILT,
being a
member
will get
you more

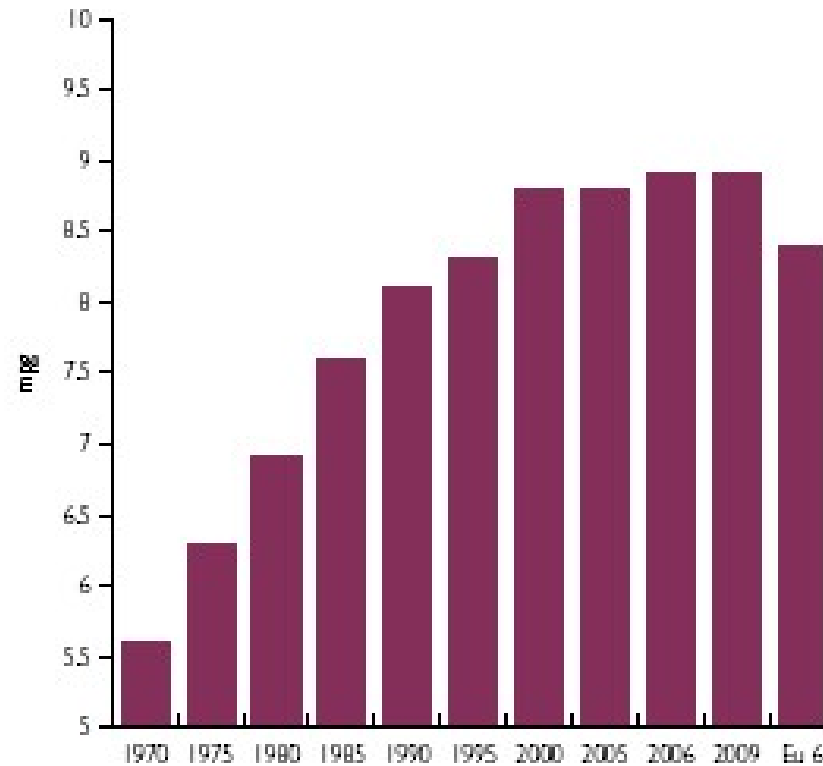
Actual v FTA bulk DERV price



IF YOU'RE INTERESTED IN FUEL COSTS

> ...you'll be interested in the impact of Euro 6

Graph 3.4 | Fuel consumption evolution for a 40 tonne combination

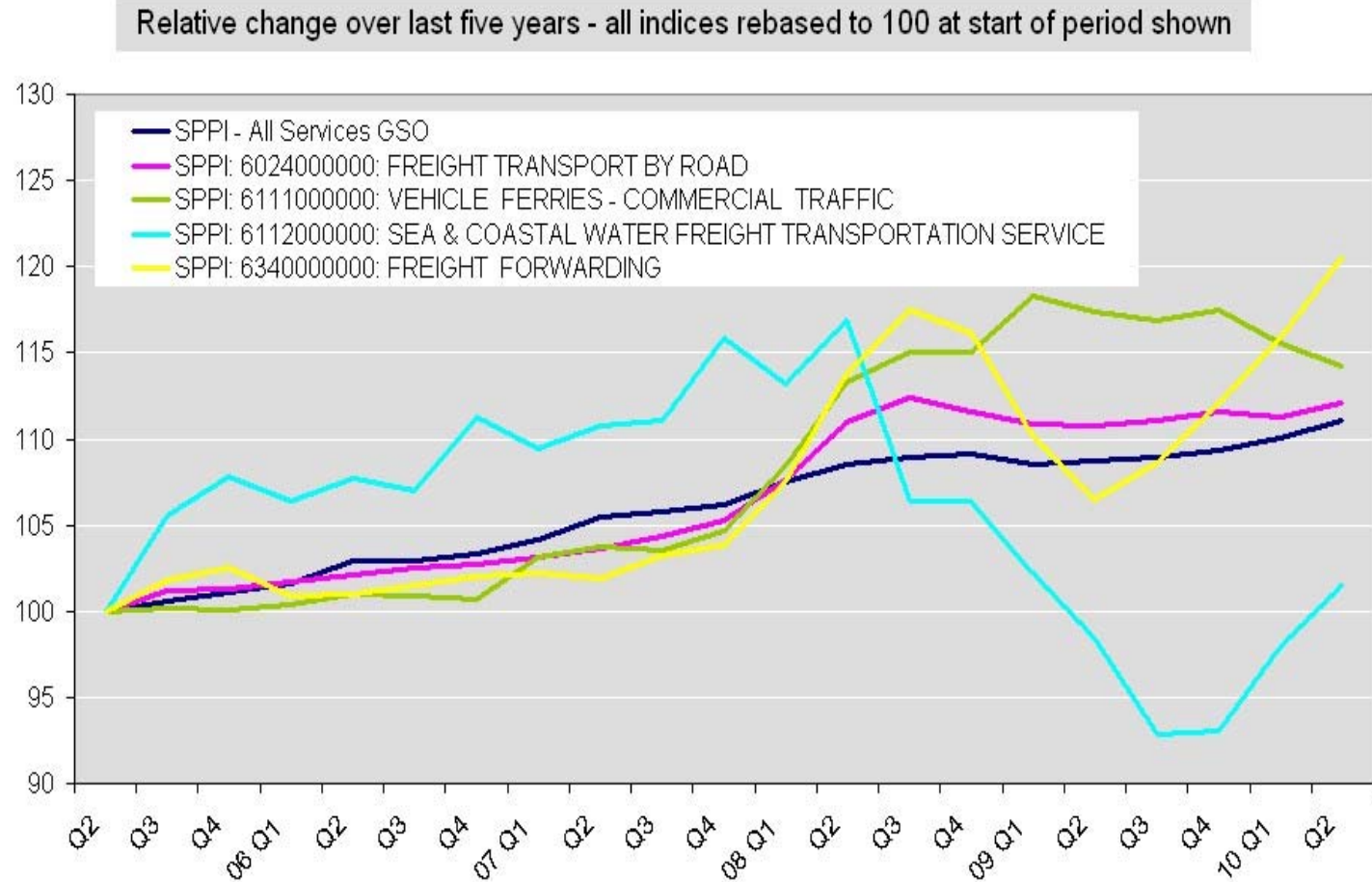


Source: Iveco



OFFICIAL STATISTICS

> Sometimes difficult to access and slow to be available, but there are nuggets hidden away



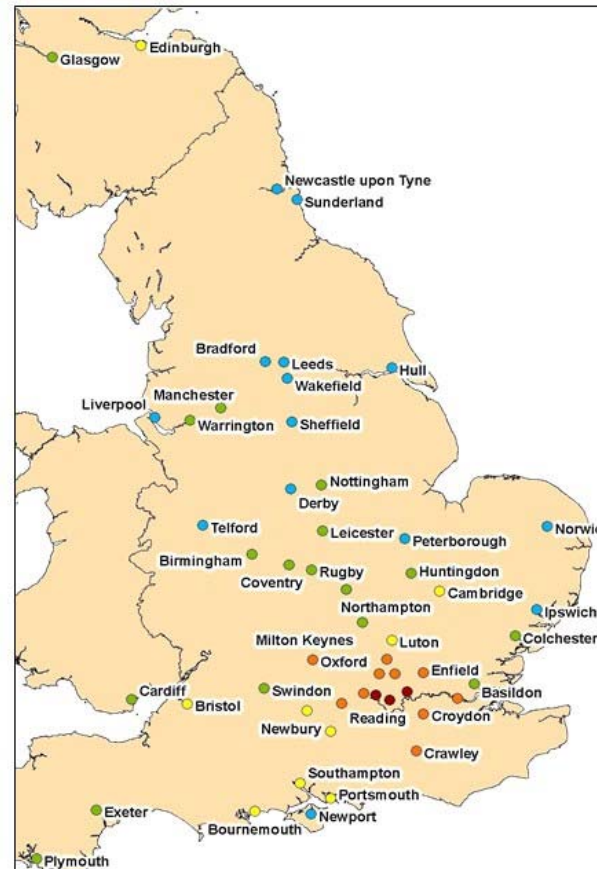
TRADE RESEARCH

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

UK Industrial/Logistics Rent Map

Rents £ per sq ft

- 3.75 - 5.00
- 5.00 - 6.00
- 6.00 - 7.25
- 7.25 - 9.00
- 9.00 - 12.50



May 2010



Source: BNP Paribas Real Estate Research

BNP PARIBAS
REAL ESTATE


aricia
acumen, analysis and agility

Tel: 01295 758875



www.aricia.ltd.uk



lateral and logistical thinking

Image from: BNP Paribas Real Estate Research

IF YOU'RE INTERESTED IN PROPERTY

> ...you may want to review current sale values as well

Rivet

Location: **West Midlands**
Available Size: **222,598 sq ft**
Tenure Type: **For Sale, To Rent**
Rent Price: **£5.75 per sq ft**
Sale Price: **£90.00 per sq ft**

LM-sheds.com
THE DISTRIBUTION CENTRE DIRECTORY

Silverstone Drive

Location: **West Midlands**
Available Size: **109,716 sq ft**
Tenure Type: **For Sale, To Rent**
Rent Price: **£5.00 per sq ft**
Sale Price: **£50.13 per sq ft**

Trentham Lakes

Location: **Staffordshire**
Available Size: **250,000 sq ft**
Tenure Type: **For Sale, To Rent**
Rent Price: **POA**
Sale Price: **POA**

Trinity Point

Location: **West Midlands**
Available Size: **129,344 sq ft**
Tenure Type: **For Sale, To Rent**
Rent Price: **£3.50 per sq ft**
Sale Price: **£40.00 per sq ft**



OTHER SOURCES

- > Get onto Google
- > Read trade journals
- > Ask your contacts

...

The screenshot shows the 'BAF/CAF Finder' tool on the CMA CGM website. The navigation bar includes 'Home', 'About Us', 'Products & Services', 'eBusiness', 'Worldwide Network', and 'Environment'. The left sidebar lists 'eBusiness' services: 'eServices', 'Container Tracking', 'Schedules', 'Quotation Request', 'BAF/CAF Finder', and 'Tariffs'. The main content area is titled 'BAF/CAF Finder' and 'The CMA CGM Line BAF and CAF'. It explains that the tool provides formulas for BAF and CAF for European trades. Below this, there are input fields for 'Country of loading' (China (South)), 'Country of discharge' (United Kingdom), and 'Month (date of BL)' (October-10), with an 'Apply' button. The 'Bunker charge per unit' section shows 'Reefer Consumption Surcharge (usd/teu): 70.80' and 'Fuel Oil (usd/t): 451.50'. A table displays charges for 20' dry, 40' dry, 20' reefer, and 40' reefer for October-10. The 'CAF charge' section shows a 'Reference rate Eur/Usd: 1.30' and 'Reference rate Gbp/Usd: 1.57', with a table indicating a 7.29% charge for October-10. Navigation buttons for 'Previous month' and 'Next month' are at the bottom right.

BAF/CAF Finder

The CMA CGM Line BAF and CAF

To make it easier for you, we have developed BAF and CAF formulas which apply to all European trades (plus some adjacent trades). At any time, you will be able to check easily our monthly updated BAFs and CAFs.

> **Enter the country of loading and discharge.**

Country of loading: Country of discharge: Month (date of BL): **Apply**

> **Bunker charge per unit**

Reefer Consumption Surcharge (usd/teu): **70.80** Fuel Oil (usd/t): **451.50**

20' dry	40' dry	20' reefer	40' reefer	Month (date of BL)
472 usd per unit	944 usd per unit	542.80 usd per unit	1,085.60 usd per unit	October-10

BAF reefer = BAF dry + Reefer Consumption Surcharge

> **CAF charge**

Reference rate Eur/Usd: **1.30** Reference rate Gbp/Usd: **1.57**

Amount	Month (date of BL)
7.29 %	October-10

Previous month **Next month**



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

- > ...and, please collect a handout

