

# THE SOLUTION NEWSLETTER

  
**CORPORATE SOLUTIONS LOGISTICS**  
YOUR SUPPLY CHAIN, ONLY BETTER

SPRING 2011

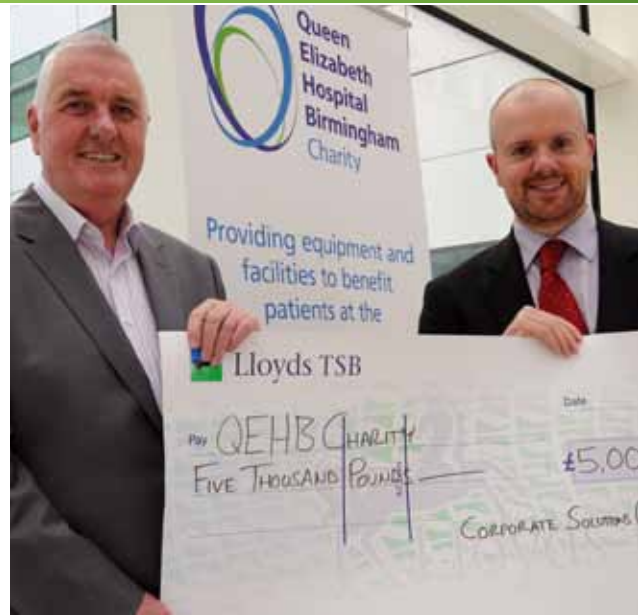
## SUCCESS FOR THE CSL TEAM AT MULTIMODAL

Corporate Solutions Logistics exhibited at the prestigious Multimodal exhibition for a second year running in April 2011. We were very pleased with the organisation of the exhibition and the large amount of footfall over the three days.

The experience proved highly valuable to the company with numerous sales opportunities and the chance to network with a large amount of industry professionals.

The stand's scalextric trucks centrepiece was very well received by all guests and the challenge to win the fastest lap was highly competitive!

[See more pictures inside.](#)



## QE DONATION

Corporate Solutions Logistics recently donated £5,000 to the military ward at the Queen Elizabeth Hospital in Birmingham. The donation has funded a hand-held ultrasound scanner which enables clinicians to provide rapid, early diagnosis for military patients.

The size and light weight of the device enables clinicians to scan the patient wherever they are, make a quick diagnosis and provide treatment accordingly.

Paul Mitchell, corporate and community fundraiser for the QEHB Charity, said:

"As the official charity of the Queen Elizabeth and Selly Oak hospitals we fund the added extras that make a huge difference to the lives of military patients and their families. We'd like to say a huge thank you to all at Corporate Solutions Logistics for their very generous donation. It is thanks to big-hearted staff at companies like this that we are able to purchase innovative new equipment like the Vscan."

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# INDUSTRY NEWS

## MAINTAINING AN INTEREST IN OUR ROADS...

As big contributors towards the local economy through business rates we should all lobby our councils for information concerning the percentage amount they contribute towards road maintenance. Poorly maintained roads can cause a large amount of damage to commercial vehicles causing huge costs to business which in turn also affects consumers. The Freight Transport Association has estimated that tyres and maintenance account for over 10 per cent of the costs of running a typical large truck. However, damage to suspension systems, steering, tyres and wheels is all exacerbated by potholes and broken road surfaces.

A recent Audit Commission report, 'Going the distance' looks at the challenges faced by the country's 152 council highways authorities. One of its key recommendations is that there should be greater transparency in order to promote more proportionate spending on the maintenance of the country's roadways.

The report also states that councils should work more closely with contractors to reduce costs and secure innovation. In Birmingham, our local authority has embarked on an innovative partnership with Amey who have been given a 25 year service delivery contract to



bring local roads up to standard from the intolerably bad condition that constant under funding and inclement weather has caused.

Perhaps the national motorway system could be better served by such an alignment. Our road network is a vital contributor to the nation's economic success and should be treated as such.

## MULTIMODAL

- 1 – The CSL team try their hands at the scalextric racing
- 2, 3, & 4 – The CSL team welcoming visitors to the stand
- 5 & 6 – The CSL stand
- 7 – The winner of the scalextric race presented with champagne
- 8 – Discussions with visitors to the stand
- 9 – The CSL livery in action



# OUR VIEWPOINT



## THE CHALLENGE OF REDUCING EMPTY MILEAGE AND CARBON FOOTPRINT

One of the key challenges facing the industry is reducing the massive cost and environmental impact of empty running. The FTA estimated in 2010 that 23.8% of LGV's miles are run unladen; a crime given the tough trading environment presently being felt.

Our business model and cutting edge IT systems have been developed to support our partner suppliers in eliminating empty legs to the benefit of both our customers and partners. By having visibility of supplier vehicle availability through our IT systems our operations team can match this availability with nationwide orders quickly and efficiently in real time.

By offering our customers guaranteed resource availability with high quality service and by maximising our suppliers' vehicle utilisation we believe we will see dramatic reductions in our suppliers' empty running and their ongoing profitability.

At Corporate Solutions we are acutely aware of the impacts that our Industry has on the environment. In order to proactively manage this impact we are accredited to ISOQAR 14001 standard; an assurance that we have a committed focus on the management and reduction of our carbon footprint as a part of our day to day operations.

We monitor all of our operations as a part of our continual management improvement processes in order to highlight and implement any financially viable initiatives offering carbon savings.

In the current marketplace environmental considerations are of the upmost importance in most logistics strategies. We offer advice and support to our suppliers and always factor in fuel usage, vehicle emissions and the reduction in empty running when designing and implementing solutions to prospective customers. Optimisation of transport operations almost always offer tangible carbon benefits and we can help you to identify and implement a strategy reflecting this but at a competitive, market rate.



**MARK  
PONSONBY**  
Operations Director

“ We monitor all of our operations as a part of our continual management improvement processes ”

# TEAM NEWS

## NEW STARTERS

Corporate Solutions Logistics would like to welcome two new members of staff who joined us in March.

Sarah Burling (right) is the Personal Assistant to Directors and Josie Farmer (left) is an Accounts Administrator. We would like to wish them all the best for a long and prosperous career with us.



## APPRENTICESHIP

We would also like to welcome our new Apprentice Ashley Byfield. Ashley joined us as part of the Logistics Apprenticeship Training Academy (LATA) scheme. Ashley has been with Corporate Solutions since early March and is making a valuable contribution to the team.

## INTRODUCING BASIL SAWCZUK

Basil joined the Corporate Solutions team as a Business Development Manager. He has over 25 years of experience of winning work from the public and private sectors, within the UK and overseas and is a former Director of WS Atkins Property Services and DGI International. He is also the author of "Marketing & Selling Professional Services in Architecture & Construction".

Basil originally qualified as an architect but very soon found the buzz of winning new clients more exciting and rewarding than designing and running projects. Basil's career in sales has been a very successful one to date, and we're sure that this will continue at Corporate Solutions!



  
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