

# THE SOLUTION NEWSLETTER

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

AUTUMN 2011

## OUR DAY AT THE CRICKET



Edgbaston was the venue for this year's Corporate Solutions Logistics 'Day at the Cricket'. This has become the biggest social event on the Corporate Solutions Logistics calendar and this year we had to book three days (10th – 12th August) to accommodate so many eager participants.

Customers, both current and potential basked in the beautiful weather, world class cricket and great atmosphere that prevailed over the duration of the three days. A stunning England win and their elevation to the top of the world rankings made it a perfect end to a great occasion. Roll on Summer 2012!

## ALSO IN THIS ISSUE

- 2 INDUSTRY NEWS
- 3 JOHN MANGAN'S VIEWPOINT
- 4 TEAM NEWS



# INDUSTRY NEWS

## EU MAXIMUM TRAILER HEIGHT PROPOSAL

In a continuing effort to harmonise member state road haulage sectors, the EU re-affirmed its commitment to its 4 metre maximum trailer height proposal on the 10th October 2011. Despite a barrage of criticism from the FTA and UK government and support from the International Road Transport Union (IRU), it remains a possibility that the ruling will be enacted.

Transport Minister Mike Penning said in January, "I want to set out right from the start that the Government have absolutely no intention of introducing the 4-metre regulation here". However the UK must get support amongst member states for that position as the regulation can be passed by a majority vote of the Commission and EU parliament.

Initial estimates by Professor John Mckinnon at Herriot Watt University suggest that the

reduction of maximum trailer heights to 4 metres would outlaw new double deck trailers; increasing the distances travelled by UK-registered articulated lorries by 4.5% and increase costs by £305m. CO<sub>2</sub> emissions would increase by 64% - the equivalent of 151,000 new cars on UK roads.

It is inconceivable that a more absurd proposal has been made by the EU and we will be supporting all efforts to ensure that the limit is never implemented.



## ALTERNATIVE TRANSPORT METHODS



Corporate Solutions Logistics has been investigating other transportation methods in an effort to try to reduce the carbon footprint and increase efficiency. We are acutely aware of the impact that our industry has on the environment and we are constantly working to develop initiatives in an effort to

reduce this impact as much as possible. Corporate Solutions Logistics are accredited to the ISO14001 standard which demonstrates our commitment to reducing carbon footprint. We recently met with 'Freight by Water', an organisation which aims to help companies build sustainable transport solutions by moving goods via water. There are numerous benefits to using water to transport goods, including reduction in costs, resilience in bad weather / road disruption and reduced carbon footprint.

We have also had discussions with DB Schenker, Britain's largest rail freight operator regarding Anglo-Scottish freight which would run from Hams Hall in Coleshill to Mossend in Motherwell. On that route a 30 wagon train runs every night taking approximately 9 hours. The train is pulled by a 6,000 horsepower electric locomotive as shown in the photograph above left. The main benefit of rail freight is that it produces lower carbon emissions per tonne mile than road haulage.

# OUR VIEWPOINT

## WHAT IS IN A NAME?

The logistics industry like any other industry is full of acronyms and jargon. "Are you a 4PL, 3PL or LLP" Is something I am constantly asked and you know what? I don't know. Having looked into the meaning behind all three all I can say is that the lines between them are blurred and really, what is in a name?

We at Corporate Solutions Logistics offer a one stop solution to all of our customers' logistical needs. We do this by first getting a complete understanding of their business and the issues and concerns they face. Once we have this, we design a solution to cover all of their requirements.

We achieve this by bringing together suppliers whose profile fits our customers' needs, rather than trying to make our customers work fit our suppliers' operation.

The solutions we design are rolled out and managed by us. We look to make them flexible and collapsible to fit in with our customers' changing requirements. Our suppliers are vetted for quality and stability and in most cases have worked with us for many years. All of our investment is in IT and people and not vehicles or warehousing as these can be sourced through our partners as and when required.

We treat all our solutions as partnerships with our customers and to achieve this we need to communicate, co-ordinate and co-operate. This allows us to fit into their methods and systems without causing disruption to their core activities.

This invariably leads to reducing costs and improving service. It is important to set mutually agreed targets and then regularly review the progress made in achieving these. By working together to take out unnecessary costs, both partners can gain a competitive advantage and ensure a long and lasting relationship.

Now all I need to know is – are we a 4PL, 3PL or LLP?



**JOHN  
MANGAN**

Finance Director

“We at Corporate Solutions Logistics offer a one stop solution to all of our customers' logistical needs.”

# TEAM NEWS

## NEW SUPPLIER DEVELOPMENT MANAGER

Andrew Lord has joined the team at Corporate Solutions Logistics as our new Supplier Development Manager. Andrew will be monitoring existing supplier performance, researching and taking on new suppliers and encouraging them to implement our CSL Live system. We would like to wish Andrew all the best for a long and successful career with us.



## JOE MANGAN

Corporate Solutions Logistics would like to wish Joe Mangan the best of luck at University. Joe has been working at our HQ for over a year and will be greatly missed by all at Corporate Solutions Logistics.

## NEW ARRIVAL

Mark Ponsonby, our Operations Director, and his wife Helena were delighted to become proud parents for the first time on Sunday 6th November, when Denis James Joseph Trevor Francis Ponsonby entered the world weighing 5lbs 15 ozs.

Mother and Baby are both well while Mark is ecstatic at bringing another Birmingham City fan into the fold.

Our very best wishes to them all!



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

For more information please contact:

6100 KNIGHTS COURT, SOLIHULL PARKWAY,  
BIRMINGHAM BUSINESS PARK, SOLIHULL,  
WEST MIDLANDS, B37 7WY

**TEL:** +44 (0)121 779 8000

**FAX:** +44 (0)121 779 8008

**EMAIL:** [INFO@CORPORATESOLUTIONS.UK.NET](mailto:INFO@CORPORATESOLUTIONS.UK.NET)

**WEB:** [WWW.CORPORATESOLUTIONS.UK.NET](http://WWW.CORPORATESOLUTIONS.UK.NET)