

GLOBAL NAVIGATOR

Summer 2019

Rachel Morley selected as 'Export Champion' to promote Midlands businesses to the world



Rachel Morley of Spatial Global has become a member of the Department for International Trade's Regional Export Champions Programme. Rachel was invited to join the programme by Ian Harrison, Head of Exports for the Midlands Regions of the DIT.



What is the Regional Export Champions Programme?

'Export Champions' are part of a programme to encourage and inspire businesses to export. Several high profile businesses from across the East Midlands region were selected. They are signposted by the Department for International Trade as being able to offer their expertise and advice to inspire companies to export and to support existing exporters looking to expand into new international markets.

Launched by International Trade Minister Mark Garnier

The Regional Export Champions Programme was announced at the inaugural Midlands Engine Trade Summit in Birmingham in March. Export Champions span a wide range of sectors and services. Business leaders from these companies will provide peer to peer support and help others to fulfil their global market potential.

Rachel Morley, General Manager Freight, Spatial Global said: "It's fantastic to be invited and be recognised as experts in international trade. Our focus is to support and help inspire companies to export and provide existing exporters with the help, knowledge and services to grow their overseas sales and expand into new markets."

Janet celebrates 30 years with a new accreditation

When Janet Smith first started at Spatial Global, the company was less than 10 years old and a fraction of its current size. Freight and mail services were very different and the impact of the internet on all aspects of distribution and commerce was still over a decade away.

Janet's enthusiasm for the roles she was presented with have seen her progress within the company and build a long career with Spatial Global. Her current role ensures she is kept busy with the challenges of managing the operations and scheduling for Spatial Global Mail.

"Managing operations for the Mail division is about maintaining a level of flexibility. Printers and publishers face challenges, whether down to editorial delays or production challenges, so publications sometimes arrive late. Wherever possible, we need to get them out to their subscribers to the schedule agreed."

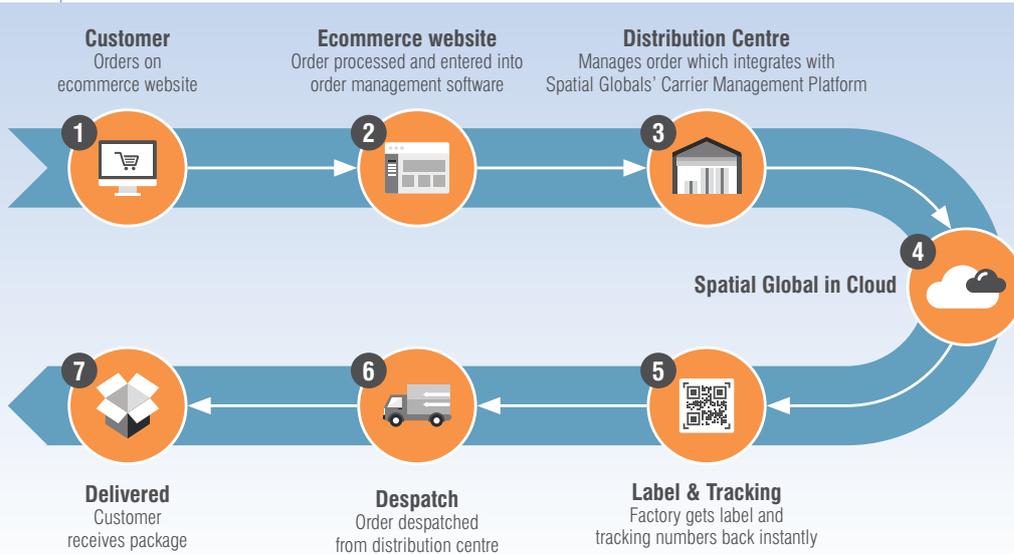
Janet has just qualified as a DfT Security Manager

Janet's 30-year work anniversary coincides with her recent accreditation as a Department for Transport Security Manager. This is a key role at Spatial Global because when the Department for Transport or Civil Aviation Authority audit our facilities, they will only be hosted by an accredited member of staff.



Janet Smith, Spatial Global's Mail Operations Manager

Spatial Global launches new Carrier Management Platform



A new Carrier Management Platform gives customers seamless distribution integrated with their order management software. It means customers can have direct access to raise their own orders, generate labels and receive tracking numbers instantly.

Spatial Global's new solution has been tested on tracked and untracked postal services for international ecommerce orders for a UK-based ecommerce retailer. The process involved the software integration of their order management system to enable the two-way flow of customer address data and consignment tracking information. The labels are generated automatically, which means the customer's parcels are collected at source and distributed directly without any additional processing.

7 Benefits of Spatial Global's Carrier Management Platform

- Seamless integration with customers' order management systems
- Multiple services available under a single login
- Sub-accounts for customers
- Instant generation of labels and tracking numbers

- Centralised consignment tracking and delivery monitoring
- Simple manifesting and report generation
- Streamlined operational and administrative processes

Expanding the options available to customers

"The successful pilot of the new carrier management platform for our Mail and Ecommerce departments will significantly streamline and simplify the order entry across multiple services. More importantly, it means that Spatial Global can give customers direct access to raise their own orders, generate labels and receive tracking numbers instantly – at the same time as expanding the options available. It's a great development for our customers and we look forward to rolling it out over the next few months."

Andy Berry Commercial Manager Mail

BIFA Magazine mailing contract win

BIFAlink is BIFA's monthly magazine covering issues of importance for the logistics and supply chain industry. The printed editions are distributed throughout the UK to all current BIFA members, as well as on subscription to non-members.



A key communications channel for the organisation

"The magazine is a highly regarded publication within the UK transport and logistics sector. It is a key communications channel for the organisation to reach our members. It keeps them informed and provides a wider understanding of issues impacting on the industry. It's vital to BIFA that we have a trusted partner to distribute the publication efficiently, and Spatial Global were selected based upon their exemplary reputation."

Robert Keen BIFA Director General

The pursuit of excellence and quality in the transport and logistics sector

BIFA Members can be either Trade or Associate members. Trade members are those actively providing international freight services whereas Associate members are not primarily engaged in international freight services but have an ancillary interest in the industry and wish to develop their interests through the Association.

7 Reasons to use Spatial Global Mail



Julie Birch
Mail Sales Executive
Spatial Global

Julie Birch, Spatial Global's Mail Sales Executive, explains why so many organisations choose to use them for their UK and international mailings.

Our 'can do' people and flexible systems mean we are well placed to handle the volumes, destinations and tailored service levels our customers need. Whether it's magazine fulfilment services, packing and posting catalogues or books, or sending invitations via targeted mailshots, Spatial Global has you covered. Here are seven reasons why:

- 1 Competitive rates for UK and overseas mailings
- 2 ISO 9001 quality coupled with in-depth carrier knowledge

- 3 Flexible, fast and efficient
- 4 Environmentally friendly options and ethics
- 5 Packaging expertise and broader mailing experience
- 6 Added Value Services
- 7 Carrier Management Platform

Want to check you're getting the best price and service levels?

Find out more about our FREE and confidential Global Mail and Fulfilment Audit.

Probably the most accredited Freight Forwarder in the UK

It's essential that any business involved in import or export, chooses a freight forwarding partner who can manage your international and domestic requirements efficiently and effectively.



Spatial Global is one of the most highly accredited International freight forwarders in the UK. This is because we understand it's difficult to choose between freight forwarders if you're not an expert. So we let the accreditations do the talking about our expertise and quality.

Government Accreditations, Trade Bodies and More

Our accreditations reflect our commitment to best practices and a consistently high standard of service in all of the areas we cover. While other freight forwarders typically specialise in either sea freight, air freight or road transportation, Spatial Global provide tailored services in each of these major categories. We are probably the only freight forwarder in the UK to offer these services with this level and breadth of accreditation. Whether you need door-to-door courier services, complex project cargo shipping or just the documentation services to support your in-house team or something else – we can tailor a bespoke shipping solution to your needs, whatever your time frame and budget.

Magneto Magazine Launch

The new quarterly magazine for the world's greatest cars sold out its first issue, which was distributed by Spatial Global.



Magneto is fast becoming a must-read across the collector car world

The magazine is written and photographed to the highest standards by a team of the UK's most experienced and respected motoring journalists. They work with the world's leading collectors, specialists and manufacturers to bring the best stories to their readers. Magneto is read worldwide by the VIP clients of leading concours events, historic race series, classic rally organisers, insurers and auction houses, and is produced under the directorship of founders Geoff Love and David Lillywhite.

"Spatial Global gave us great confidence from the initial meeting. They demonstrated immediate understanding of the condition this publication needed to be received in by its select readership. Their attention to detail, the passion of their people to get it right made the decision to award them the contract an easy one to make."

Geoff Love Managing Director
Magneto Magazine

Unlike any collector car magazine currently on the market

Magneto is produced by the very best, most knowledgeable writers and most creative photographers, printed beautifully on high-quality stock. It features the most important and interesting cars, events and people, serving up unmissable content at a quality never before seen in the collector car world.

Freight Forwarding Apprentice Cara passes with flying colours

Cara Snowden is working towards her 'International Freight Forwarding Specialist' NVQ Level 3 Qualification after successfully completing her Level 2 and a host of other qualifications.



Cara's impressive list of qualifications achieved include:

- Intermediate Level Apprenticeship in ICO Level 2 in International Trade & Logistics Operations (RQF)
- ICQ Level 2 in Employee Rights & Responsibilities in the Logistics Industry (RQF)
- City & Guilds ICT at Level 2 Outsource Training & Development
- BIFA Introduction to Export & Import

The International Freight Forwarding Specialist qualification also includes taking part in a five day BIFA course and gaining a BTEC Intermediate Award in Customs Export and Import Procedures.

"My main role is within the contracts department and this level 3 qualification has already helped me to extend more into the operational department. I'm currently in training for sea freight operations and I've been appointed the main contact for two customers. Working alongside really experienced freight forwarders helps me develop my knowledge and working with a wide range of customer needs, is great for my personal development."

Cara Snowden Contracts Coordinator

Freight Forwarder Guide

If you are a business involved in import and/or export, you'll probably need a freight forwarder to help you manage the shipping, customs clearance and handling all the relevant documentation. If you're not sure of what a freight forwarder is, think of them as travel agents for freight.

- 1 What Accreditations do they have?
- 2 How qualified and experienced is their team?
- 3 Can the freight forwarder offer flexibility?
- 4 Does the freight forwarder provide a commodity solution or a tailored service?
- 5 Can the freight forwarder provide the option of a door-to-door service?
- 6 Does the freight forwarder explain the difference between Liability & Insurance?
- 7 Can the freight forwarder offer any Added Value Services?

Whilst it may be tempting to commission the services of a freight forwarder who offers you the cheapest rates, consider why they are charging less than everyone else. If it seems too good to be true, then it probably is! For the ultimate supply chain service provision, instead look for a freight forwarder that offers a good service at competitive rates who is willing to invest time to understand your business, products and shipping needs.

GET THE GUIDE AT
[www.spatialglobal.com/
FreightForwarderGuide](http://www.spatialglobal.com/FreightForwarderGuide)

Ian Radcliffe
Product Manager
Spatial Global

