SPATIAL GLOBAL

FREIGHT • MAIL • E-COMMERCE
PROFESSIONAL WORLDWIDE DELIVERY

GLOBAL NAVIGATOR

Spring 2017

Helping you 'fine-tune' your overseas 'post Brexit' trading strategy?

As nobody can say what Brexit will look like, all businesses trading internationally can do is prepare. At Spatial Global, we are happy to help with this by providing solid fact based information.

"We are a truly international company, employing over 1000 people in our sites across Europe. A significant part our business is facilitating overseas trade for UK based businesses."

Mike Wallis, Executive Chairman of Spatial Global

Since the Brexit vote enquiries for overseas mail and freight services have increased. In your business you may be experiencing an increase in trade, it's probably due to the value of Sterling, which is making British goods and services attractive to overseas buyers.

If you're asking these questions, we can help you find the right commercial solution:

- Will tariffs most likely be imposed on UK goods and services?
- How will it affect our trade with the rest of the world?
- What can I do to prepare my businesses now?

One thing is certain, its never been so important to be agile – which is why we are providing any business who imports, exports or sends goods overseas a free consultation.

As an expert on global trade and import/export logistics, Mike Wallis and his specialist team will explore the most likely consequences of Brexit on your business and what businesses can do to take advantage of the opportunities it presents. Spatial's experience in the management of import and export supply chains and the 'real world' of businesses that depend on overseas trade, will provide valuable insights into how your business should be gearing up for the impact of the UK's departure. **We will help you get ready for the change.**

New 'pack & pick' area dedicated to e-commerce delivery solutions

Growth of online sales increases the ability for businesses across the world to trade and as a result is the emergence of a new logistics service – **e-commerce fulfillment**.

The fulfilment of internet orders, adhering to trading laws across the globe and shipping products on behalf of online vendors is a complex business. With organisations like Amazon trailblazing the 'shared warehouse and distribution' model, it makes shipping margins in this area very tight.

"Companies trying to sell online and distribute themselves struggle because they haven't got the expertise or economies of scale."

E-commerce is a fusion of the services already on offer from Spatial Global. With routes into 26 countries across mainland Europe, plus the UK and USA, we help our customers to offer their customers a professional low-cost delivery service for online purchases. Because all the services required are 'core' to Spatial's portfolio it means clients get access to the most experienced people and systems for importing, storing and forward distribution – so they can make more profit focusing on their core areas.

- Spatial Global can import goods in bulk from anywhere in the world.
- Store them within its bonded warehouse, so duty is only paid on products dispatched aiding vendor cashflow.
- Orders are 'picked and packed' as they come in and automatically sorted for the most effective UK or international mail price and route.
- Returns management service from 19 European countries.
- Inventory management with integrated computerised stock control.

Midlands Freight Forwarder ‘demonstrated project forwarding at its best’

TV personality Julia Bradbury (left) presents Rachel Morley (centre), manager of Spatial’s Freight division, with the BIFA Project Forwarding Award

Spatial Global were appointed by a leading East Midlands lighting manufacturer to co-ordinate the 180,000kgs of ‘project cargo’ incorporating 564 floodlights attached to six bespoke 45-metre tall masts to the largest cricket ground in the Australian capital, the Manuka Oval, Canberra.

The mammoth freight forwarding project involved coordinating cargo from multiple countries using air, sea and road.

The sea freight shipment alone included 20 containers whilst two large custom steel pallets were flown directly via Singapore Airlines airfreight from the UK to Sydney and on to Canberra in Australia.

Timescales were unforgiving – 18 weeks from being appointed for the first time in its history, the Manuka Oval in Canberra hosted a day-night cricket match on the 29th January.

Limited by the fixed date of the first ‘day-night’ match, combined with the manufacturing schedule and the ocean transit time – 43 days from port-to-port, plus periods at both ends for customs clearance and inland transportation.

Maintaining extremely tight control over its expenditure and adopting efficient packing and cargo configurations meant Spatial was able to reduce the customer’s freight costs by 35% compared with its closest competitor.

Spatial worked around all such difficulties without cost overruns – delivering on time and on budget.

Combined investment set to grow Mail Management

Providing more options and even greater savings for the mailing of letters, packets and parcels

Andy Berry, Commercial Manager Spatial Global

- Daily collections throughout the UK
- Hand delivery
- M Bag (for printed matter)
- Direct injection
- Delivery of boxes and pallets

What would you like in a mail management company?

Spatial Global have invested to increase capacity and reduce costs for volume mailing. I’d love to explore what value we could add to your mail management.

A personalised service

How do you identify possible process improvements internally or externally? Does your supplier share industry trends and best practice?

Working together means understanding what’s important and why. I will personally review how your mailing works and share what I find.

A flexible service

Is your mail and parcel solution flexible and matched to your business requirements? Or do you find yourself managing what you do to fit in with mail management deadlines?

My team will be focused on what works for you.

A price promise

Change is constant. How are you managing the ongoing changes?

With our price promise you can rest assured costs are transparent, clear and we’ll always seek out the best price – and pass on the difference if we get a lower cost.

Looking to consistently deliver the best value for our clients.

BIFA welcomes Rachel to Board of Directors

Rachel’s unique and extensive experience from client side, banking side and now as a forwarder, will be a real asset to the Association.

Robert Keen, Director General British International Freight Association

“The main role of BIFA Non-executive directors is to check that I am taking the organisation in the right direction for its members. Which means when I’m planning policy, the Board are a vital sounding board. Rachel’s unique experience provides us with a more extensive and valuable insight into the different facets of the industry.

Members look to BIFA to give them a wider view of the sector and the potential key influencers on future business. This enables them to look beyond narrow company interests and plan their part within the logistics sector more constructively.

With a growing number of women within logistics, especially within higher management and leadership roles, Rachel also helps reflect the changing membership demographics. However, it’s important to point out Rachel has achieved her success as we are a meritocracy, not because she is a woman albeit in a male dominated industry. I look forward to working with her in the years to come.”

“It’s a real honour to be appointed to the BIFA board of directors, and being the first female is a monumental occasion and something that should be acknowledged and celebrated. The Association acts as an authoritative voice for the industry and is responsible for setting industry standards. I’m really looking forward to help make a difference in my new role.”

Rachel Morley, General Manager – Operations, Spatial Global

Holiday Medication Contract – Failure is not an option

Managing the transportation of medication for UK-based dialysis patients travelling overseas on holiday is an essential service. It supports dialysis patients and their families, so they can maintain a lifestyle that’s as normal as possible.

To date Spatial’s team has arranged holiday deliveries for over 3,000 patients to 54 countries on four continents (so far no-one has holidayed in Antarctica)

Spatial’s long-standing holiday medications service has one crucial requirement, that the medication is delivered to the destination and its receipt confirmed (as intact and in good condition) before patients are allowed to leave the UK.

Upon arrival at their holiday destination – whether resort, campsite, cruise ship, hotel or villa – immediate access is required to the product so patients can continue with their strict medical regimes.

Surprisingly, the volume of dialysis product and equipment for a longer holiday can run into several pallets per patient. Convincing local customs authorities that this is a personal prescription for an individual who is also not allowed to depart from the UK until delivery is completed, is no mean feat!

Spatial’s challenge, in short, has been to manage palletised deliveries directly to holiday hotspots around the world – rather than conventional terminals, ports and commercial centres – while ensuring the very highest standards of service.

The lack of infrastructure and facilities for handling palletised freight at these locations can make life difficult. Often gone are the simple pleasures of a receiving dock, a forklift truck, or a warehouse team with telephones. Sometimes there’s not even a proper road to where the patient is staying.

Particular difficulties arise with patients on cruise ships. When vessels call at a port they are usually there for a few hours only, and given the very high levels of security now demanded – especially in the US – getting Spatial’s agent quayside ready to load a considerable volume of product can be a headache.

Nevertheless the company must deliver on time, every time. Failure is simply not an option.

Spatial Global named ‘Employer of the Year’ at prestigious business awards

Left to right: **Quinten Evans, Donna Ball, Rachel Morley, Ian Radcliffe, Janet Smith, Mike Peach, Chris Curtis, Mike Wallis** (Executive Chairman) **and Lesley Henderson – with the host, Olympics silver medalist Gail Emms MBE** (right).

Spatial Global has been named ‘Employer of the Year’ for Derbyshire, in the East Midlands Chamber Business Awards 2016.

Our ethos is to offer excellent customer service, and to be easy to do business with – by making our organisation and processes as user-friendly as possible.

Spatial Global was also a finalist in two additional categories in both the Derbyshire and Leicestershire Business Awards this year: ‘Excellence in International Trade’ and ‘Business Improvement Through Technology’.

“Our staff are our biggest asset, and – as a service company – we are only as good as the people who provide support every day and who liaise with our customers. So keeping our teams focused and driven, while creating a workplace and culture where individuals can thrive, is essential to our success – and contributes to the Spatial Global experience for colleagues and customers alike.”

Rachel Morley, General Manager – Operations.

Spatial Global gets AEO approval

Spatial Global Limited has been awarded EU Authorised Economic Operator (AEO) status by HM Revenue & Customs from 11 November 2016.

The award means that Spatial will be able to offer customers simplified customs procedures, plus priority customs clearance and fewer physical checks on freight moved, among other benefits.

In addition, Spatial’s AEO status demonstrates that the business has a solid tax and customs compliance history, with good record-keeping standards, and that the business is financially secure.

Spatial Global specialises in providing international delivery and logistics services for publishers, marketers, e-commerce/e-retail companies, educational suppliers, healthcare/pharmaceutical specialists and construction/engineering businesses – among many others – from distribution centres in Castle Donington and Swadlincote.

“AEO status is a globally recognised quality mark that assures customers we are a secure international supply chain operator, with efficient and compliant customs controls and practices. It also enables us to fast-track many of their shipments worldwide.”

Mike Wallis, Executive Chairman of Spatial Global

Spotlight on Mike Wallis

Mike Wallis is Executive Chairman of Spatial Global and has been a Main Board Director of parent company The Keswick Enterprises Group since 2005. He is also Partner in Graphene Partners and Director of Tibbett Logistics – both Keswick Enterprises companies.

A hands-on manager, Mike has a degree in Law and immense experience in the worlds of freight and logistics. This started in 1980, the same year that Spatial was formed, when he joined the Tibbett & Britten graduate scheme at the Hackney depot. In a 25-year career with Tibbett & Britten he gained experience across many market sectors – including fashion & textiles, retail grocery, ambient and temperature controlled food, drink, DIY, FMCG and other consumer durables.

He has worked in freight forwarding, contract logistics, warehousing and transport – mostly as the head of business units in the UK and elsewhere. Clients have included some of the world's most interesting companies, including Walmart, Marks and Spencer, Sainsbury's, Unilever, Woolworth's South Africa, Coles Myers Australia, B&Q and Whitbread. His roles at Tibbett & Britten included Retail Director UK, Development Director South Africa, and Global Retail Strategy Director.

Mike is The Keswick Enterprises Group's operations expert, and has had Board-level responsibility for Spatial since its acquisition in 2006. In 2015 he stepped in as Executive Chairman – in his words: "to accelerate the company's progress with its current clients, as well as in new markets and with new customers".

Group experience and know-how

As a member of The Keswick Enterprises Group, Spatial Global enjoys the benefits of both financial security and a pool of experience and knowledge resources which it can draw upon.

KESWICK
EMBRACING THE SUPPLY CHAIN

There are few organisations in the world with the depth of supply chain management experience and all-round logistics know-how of Keswick Enterprises.

Keswick Enterprises has related activities in warehousing, pan-European transport, European contract logistics, overseas forwarding, co-packing and international food sourcing – and brings exceptional expertise in international supply chain management. Keswick Enterprises' member company Tibbett Logistics is the leading independent logistics service provider in Romania, with 1,000,000 sq ft of warehousing and 1000 employees.

All Keswick Board members were closely involved with UK-based inter-continental contract logistics giant Tibbett & Britten Group plc until its £328 million takeover by Exel (now DHL Supply Chain) in 2004. Together with their former colleagues they were responsible for growing its revenues from £30 million in 1984 to £1,600 million just two decades later.

FREIGHT FORWARDING

Imports and exports to and from anywhere – including project cargo.

MAIL & COURIER

Mechanical and manual postal fulfilment, including data management.

E-COMMERCE

Tracked and untracked global delivery solutions for e-retailers and others.

FULFILMENT

Storage, pick-and-pack and added-value services for publishers, e-retailers, etc.

WAREHOUSING & LOGISTICS

Including customs warehousing/storage and logistics/distribution.

ADDED-VALUE SERVICES

A wide variety of additional support services for freight, mail and warehousing/logistics.

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