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Pinnacle of Excellence

"Some of Europe's leading organisations have recently been competing for the European Supply Chain Excellence Awards: Vodafone, Kimberley-Clark, Coca-Cola Enterprises and Homebase to name but a few. Interestingly, these companies were judged on five core disciplines: Supply Chain Strategy, Processing Systems Architecture, Supply Chain Organisation, Performance Management and Collaboration.

Even more interestingly, my suspicion is that without the support of their logistics partners, some of whom we are pleased to include as our customers, the pursuit and achievement of excellence may have been a much harder hill to climb."

Charlie Nash - Director

When the going gets tough ... Can you afford not to invest in technology?

"We have entered a new phase of the recession. Everyone seems to be running round like headless chickens with instant solutions, from David Cameron and his tax cuts to online pawnbroker Borro waiving the first month's interest on loans." (William Kay, The Sunday Times, January 11, 2009).

Conversely, we read in Justin Standon's Motor Transport article about the FTA warnings of how the fuel duty hikes and fee increases at VOSA could cut operators pre-tax profits by one third, (January 8, 2009).

It's at times like these that Logistics businesses need to become more efficient and realise vital cost savings. This is why the effective use of IT solutions is becoming an even more important factor in leveraging these benefits.

So the question is, CAN YOU AFFORD NOT TO INVEST, when this is a clear way of gaining tighter control of the business?

FREE SYSTEM HEALTH CHECKS

Getting the best from your transport management software and seizing every opportunity to maximise benefits across the business is paramount, which is why we are offering our customers **free system health checks**.

These will involve some of your time and we will arrange for an experienced Business Manager to visit a site to work with you. They will review your processes and operational use of the software which will culminate in a report of their observations and findings.

We will then review the report with you and make a joint decision on the actions that are recommended.

If this is of interest and you would like to take advantage of our offer, please call your account manager, Mark Coonihan, Tony Nash or Sally Gilder, on 0161 925 2400 and we will make IT happen.



SOFTWARE NEWS

P2

The tool that has turned planning on its head by making operators aware of profit margins, empty running and utilisation BEFORE committing vehicles to road, will benefit from improvements and the addition of 3 new modules: MAP VIEW, TRAFFIC SHEET and AUTO SCHEDULING.

IN BRIEF

P4

A dedicated team within the Stobart Group are looking at various ways they can improve the way they allocate work and gain information back from their sub contractors. "It is imperative that we work as efficiently with our sub contractors as we do with our own fleet," says Brian Templeton - Sub Contractor Manager.

Transport Management Focus

Latest Releases for 2009

We are into a New Year and ESS are delighted to be able to provide new module functionality to help you automate current processes and bring more benefits to your business.

Whether it be AUTOMATED PLANNING, MOBILE DATA CAPTURE or any of our other releases we are continuing to develop our TMS solution to provide more efficient ways of doing the job so that you can save money.

INCAB - Mobile Data Capture

ESS has released V2 of its mobile data capture solution, EPIC, which further extends its capabilities. Linked to the only fully integrated "orders to cash" transport management system on the market, it promises to deliver efficiency boosts, cost savings and customer service improvements.

EPIC has been designed to be easy to use by the driver and provide all the necessary information to enable collections/deliveries to be undertaken in a timely manner. The dynamic links to the Transport Management system will provide up-to-date route information to enable the planner to make last minute changes if they are required.

Consider the benefits to your business if.....

Planners had 50% more time to plan

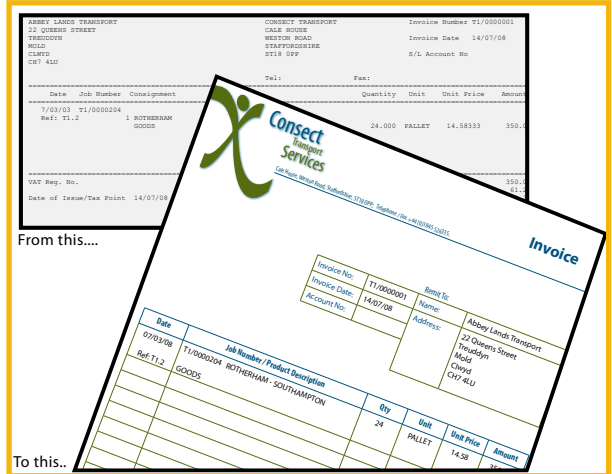
Phone calls between drivers & planners were reduced by 70%

Better vehicle visibility reduced your empty running by 50%

Shift activity was automatically recorded in line with the Working Time Directive and was linked directly to payroll



Over the ensuing months our R&D team will be working on core product enhancements and the release of new modules that might also be of interest, such as a fully integrated Driver Rostering solution. This will enable you to map out driver shift patterns, record holidays and sickness, give planners immediate visibility of who is available and depot managers early visibility of potential resourcing issues.



Document Management

Gone are the days where you have to accept line-type prints from your computer system.

We now have the technology to enable you to deliver your transport related documentation to your suppliers and customers in the formats that best suit them: print, email or fax.

Each document can be designed in line with your corporate image and logos can be easily incorporated, as can additional information not ordinarily held in your TMS.



TOUCHSCREEN Debrief

Designed to support a busy traffic office, **TouchScreen Debrief** is an alternative automated way of capturing driver activity information as they return to depot.

Drivers are presented with easy to follow instructions on screen prompting them to enter information relating to their activity for the day, which includes collections and deliveries.

They can also record their shift details: start and end times, breaks, odometer readings, fuel drawings and vehicle defects.

The latest release of ESP is due to be shipped in March 2009

The tool that has turned planning on its head by making operators aware of profit margins, empty running and utilisation BEFORE committing vehicles to road, will benefit from improvements to existing functionality and the addition of 3 new modules: MAP VIEW, TRAFFIC SHEET and AUTO SCHEDULING.

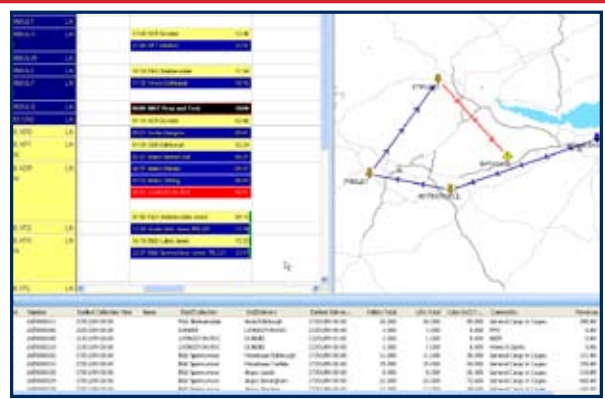
Map View

Planned and unplanned work across multiple planners, contracts or depots can now be viewed side by side using the map functionality.

Orders can be grouped and routes built directly from the map, immediately identifying the viability and sensibility of the plan.

Empty legs are easily identified, highlighting the potential for back loading and full route costings displayed.

Street level mapping is available for local/secondary planning.



IDENTIFY THE PROBLEMS BEFORE THEY HAPPEN



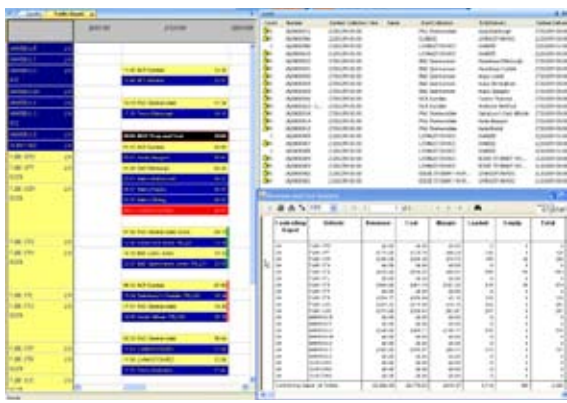
Traffic Sheet

"I can't plan without my Traffic Sheet"

We're all familiar with the traditional A3 style Traffic Sheet, pencil and rubber giving ultimate flexibility and visibility to a traffic planner. Well the new ESP Traffic Sheet has been designed to replicate this and provide the control, analysis and multi-user visibility not available from the manual version.

Each planner can have their own tailored version to meet their unique requirements whilst still meeting the demands of the business to share relevant information.

No more excuses!!!



**KNOW YOUR PROFIT MARGINS BEFORE
COMMITTING VEHICLES TO ROAD**



Auto Scheduling

Our extensive planning applications can be complimented with the leading auto-scheduling tools from DPS, Paragon and Truckstops.

Whilst these tools are primarily targeted at radial delivery operations, integration with our product suite extends the operational scope and allows:-

FULL MULTI DEPOT PLANNING

TRUNK AUTOMATION

SCHEDULING OF TRAMPING VEHICLES

ADDING TO EXISTING ROUTES

Full 'black-box' integration and 'Pay as you Use' is available dependant on your choice of tool.

For more information contact Sales or your Business/Account Manager on 0161 925 2400
Or email us at info@essl.co.uk

The Lloyd Fraser Group wins Institute of Transport Management Award



"Best 3PL Company 2008" – The Lloyd Fraser Group is one of the latest logistics providers to invest in our Enterprise Transport Management and Enterprise Fleet Management product suite.



Neil McConchie, Chairman of the Lloyd Fraser Group, says, "such investment is a real measure of Lloyd Fraser's commitment to the future, and as the software is rolled out across our sites, I eagerly anticipate the benefits it will bring to our business".

Les Corbett (Group Systems Manager) said, "The system is a multi-depot solution, therefore allowing other depots to see availability across the network, and in future roll-outs will allow transport managers to communicate with each other to share resources and potentially save costs for their contracts".

The system also includes a fully operational Working Time Directive Module, which has already been rolled-out to Lloyd Fraser's Bulk Liquids and Dairy Services divisions.

Les comments, "ETM allows the users to see driver's availability instantly, therefore allowing transport managers to use resource more economically".

Another component that Corbett sees as vital to the success of the solution is the ESP visual planning tool. This enables Lloyd Fraser to immediately identify empty running vehicles and to pinpoint journey times and true costs.



The system also offers flexibility as the planners can plan manually or use our automated planning tool which links to Truckstops, Paragon and DPS.



Focus DIY was the first contract to go live with the software and has been swiftly followed by Manor Bakeries and by Lloyd Fraser's newly launched Fashion Logistics operation, a specialist shared-user retail service that is already successfully trading with some major high street names.

ESS Supporting Stobart's Growth

Whether you are operating a UK or International based operation, single or multi-depot, moving full/bulk loads or multiple consignments that are ambient or chilled, you will need a system that is functionally rich and flexible enough to meet both your needs and those of your customers.

This has never been more the case than it is now for Eddie Stobart Limited, part of the Stobart Group.

Stobart Group comprises a modern fleet of over 1,800 trucks and employs

over 5,300 people based at 40 locations across the UK, Ireland and Europe, 2000 of whom are drivers.

With a number of recent acquisitions, (James Irlam & Sons, TDG Trailer Division Ireland and Innovate Logistics), the business and its solution have been put to the test.

Stobart have also recently announced the launch of their second dedicated rail freight service between Grangemouth and Inverness.

This new service sees the successful partnership between Stobart and Tesco further developing as part of a 5 year contract.



Stobart Group

Where Timely Information Improves Customer Relationships

"The implementation for Scottish and Newcastle has provided much improved visibility of information which has greatly reduced phone calls between us, giving the customer more confidence in the information produced and this has strengthened the partnership between our two companies," says Ewan McGregor, Business Unit Director at Kuehne+Nagel Drinks Logistics.



KUEHNE+NAGEL



Getting IT Right For You