



Supply Chain Matters

Spring 2010 Edition

www.supplychainmatters.eu

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Supply Chain Matters

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The UK’ biggest Transport & Logistics Event at the NEC from April 27th to 29th - Press on the link above and register for your VIP pass using the VIP Code - VIPGHC1

[The simple truth about S&OP](#)

S&OP (Sales and Operations Planning) is a tactical communications and planning process to evaluate demand and ensure sufficient manufacturing and logistics resources are in place to deliver your product over a rolling 12 to 18 month planning horizon. S&OP is not.....

[Asset Management in The Supply Chain](#)

The key to managing costs of a

IsoBins™ Optimise ISO Freight Containers

“Better Than Any Other Reusable Pallet Box in the Industry”

claim Macro Plastics who have leveraged their expertise in manufacturing bulk plastic containers with the introduction of the IsoBin family of containers. The IsoBin was developed with advanced innovations to optimize shipping efficiencies to cost effectively move your product around the globe.



With a standardised international footprint, IsoBins are designed specifically for worldwide transportation to be used throughout every stage of the international shipping and

storage process. Combined with greater product protection and improved empty return ratio, IsoBins are one of the most efficient international shipping containers available.

IsoBin features and benefits:

- **Efficient:** Utilizes 97.2% of the floor space in a standard height ISO sea container and can stack 3 high.
- **Lightweight:** Made with injection moulded plastic, the IsoBin is 25% lighter than the standard Folding Large Container (FLC).
- **Durable:** Designed with a patented triple wall base for better forklift impact protection.
- **Maneuverable:** Designed with universal reach-thru latches, advanced dunnage attachments, and removable fork straps for greater ease of use. The IsoBin also interlocks with a standard 45”x48” US footprint.
- **Environmentally Friendly:** The IsoBin is a reusable and returnable container made of 100% recyclable plastic. Use of the IsoBin can help you achieve your corporate sustainability goals
- **Optimised Return Density:** Fully collapsible, the IsoBin can be returned 8 high in a trailer or ISO container.

To help improve your shipping efficiencies even further, IsoBins are available with a number of leasing options. One-way rental programs are proven to save money when compared to expendable packaging systems. As a part of our One-

Returnable Transit Packaging (RTP) fleet is in the initial equipment design and specification, the processes specific to the fleet within the supply chain and having an effective management and control system which can be easily integrated into the existing supply chain operation. The starting point is therefore . . .

[Finding The Perfect Logistics Partner](#)

On too many occasions it is easier for companies to just re-tender the current outsourced operation at the end of the contract term, which often does not yield the full benefits or opportunities offered by the tender process nor indeed does it sufficiently challenge the highly competitive market of Logistics Service Providers (LSPs). The market place and service capabilities will probably have.....

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[Autumn / Winter 2008 - “New Supply Chain Optimisation Team” & “The](#)

Way Rental program, Macro Plastics will deliver rental containers, install the equipment necessary to track them, pick-up empty containers, and clean and sanitize them for later use.

For more information regarding the IsoBin container and service options offered by Macro Plastics: please contact:

Rodney Salmon on +44(0)7860202020 or email rsalmon@macroplastics.com or visit **Gideon Hillman Consulting Stand 225 at Multimodal 2010 at the NEC from 27th to 29th April**

“Logistics Providers Be Careful How & What You Sell”



Lindsay Ellis, Head of the Logistics Sector Group and a partner at leading Law firm Wright Hassall LLP gives the following cautionary note to service providers in the Logistics sector.

A recent High Court judgement ruled against the service provider in the case of *BSkyB Ltd v. HP Enterprise Services Ltd*.

Whilst involving an IT project (which as an understatement did not go well) there are aspects of the case which have a broader impact and need to be borne in mind by those involved in any aspect of pre-contractual discussions and/or contractual negotiations for the provision of a service – Logistics included.

In its judgement the court was particularly critical of the way in which the ‘mastermind’ behind the supplier’s proposal had estimated the time required to undertake the project; specifically, the approach having been that of giving a date which the customer was seeking (as opposed to properly determining the extent of effort required). Of course, such a conflict often arises: the need to meet a client’s expectations (particularly during the ‘sales’ phase whilst properly determining the effort (and cost) involved is not always easy to reconcile.

In summary (the judgment is some 468 pages long):

- whilst not new law, the court’s decision confirms that it is not possible to exclude or limit liability for a fraudulent misrepresentation made during the sales process
- a contract clause seeking to limit the contract to the provisions in the contract as opposed to including pre-contractual statements will not necessarily prevent a claim for negligent misrepresentation made during the pre-contract sales process.
- again, whilst not new law but of importance to all suppliers, the judgment shows that the acts of a single individual can give rise to a finding of fraud (with very damning consequences).

Role of Returnable Transit Packaging in the Sustainable Supply Chain

Summer 2008 edition -

“Reduce costs and increase utilisation of Plant & Equipment” & “Outsourcing Specialist Expertise & Resource is on the increase”

Winter 2007 Edition - “New

Product Development – The Crucial Investment “ & “ How Green is your Supply Chain?”

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Contact Us

info@hillman-consulting.com

www.hillman-consulting.com

Tel: +44 (0) 1926 430 883

On a practical note, the judgment highlights the importance of having appropriate controls and internal risk management procedures in place with regard to both the sales and contracting processes. This is not specific to the IT industry and clearly has as much application to those operating in the Logistic Sector as it does to any other business.

Gideon Hillman Consulting and Wright Hassall Logistics Sector Group work together with Logistics Service Providers to ensure that their sales and business development processes and solution development teams work in harmony and that customer demands are met within the scope of the providers capability and contractual obligations.

For further details on how this highly experienced team can provide combined support to your business please contact:

Gideon Hillman on +44(0)1926 430 883 or email gideon@hillman-consulting.com or visit us on Stand 225 at Multimodal 2010 at the NEC from 27th to 29th April