

## Ten thoughts on the logistics and transportation purchases

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As logistics buyers is it a lot to think about to get a smooth process in place. We bring here a few points to make it easier for you to create the most effective approach possible.

**1) The cost picture.** The total cost of logistics process is about much more than just the actual transport and the cost will vary depending on the company's need for storage, handling, processing and so on. With globalization, however, varies transport costs considerably more and is / may be considerably higher than what we are used eg in Europe.

**2) Transport capacity.** All businesses have peaks and valleys in their transport needs and it is therefore important that logistics partner can meet its needs and desires. Transport needs in our globalized world are also different. Examine how your partner (s) solves this.

**3) Visibility.** Your logistics partner must be able to offer solutions where you or your customer can quickly and easily obtain the status of the consignment.

**4) Geographic coverage.** For many companies, it is important to work with a partner that can grow geographically with the company. Think carefully, however, if you want "all your eggs in one basket", ie one for all, or whether it is better to have multiple partners to address your needs.

**5) Environmental responsibility.** Efficient and lean logistics is profitable and environmentally positive. Green logistics services are now available. Lowering carbon emissions is a continuous part of ongoing environmental work and a "must" for the future

**6) Proactive.** This applies all the time to develop, improve and generate innovative logistics solutions to create competitive advantage and profitability. Think about how your carrier (s) works in this area.

**7) Precision.** The market has been demanding that goods have to be delivered to right place on time.  
With a logistics partner who not can meet market demands, it can be very costly for you in many ways.

**8) IT.** Your logistics partner must be able to offer IT services that facilitate and support the company's business goals. Today there are several custom integrated transport systems that increase efficiency and accuracy of the logistics process. However, make sure not to get locked in someone's system.

**9) Order.** Your partner must be able to retrieve, deliver and bill as agreed. Orderliness in other words. Otherwise it's just cost money.

**10) Security.** The item has to be delivered in its original condition, regardless of number of transshipments. Some conditions for this is the right packaging and labeling, and carriers handling of the goods. Are the goods delivered intact and fine, it strengthens your product and your company.

***A neutral consultant with experience can be very important to assist you in handling your purchase, to make the "right" solution!***

Locon Sweden AB is a neutral consultant authority in the logistics field focusing mainly on transport area.  
Transport purchasing, negotiations, analysis, consultant and support.

Welcome!

*Kaj Bergström*