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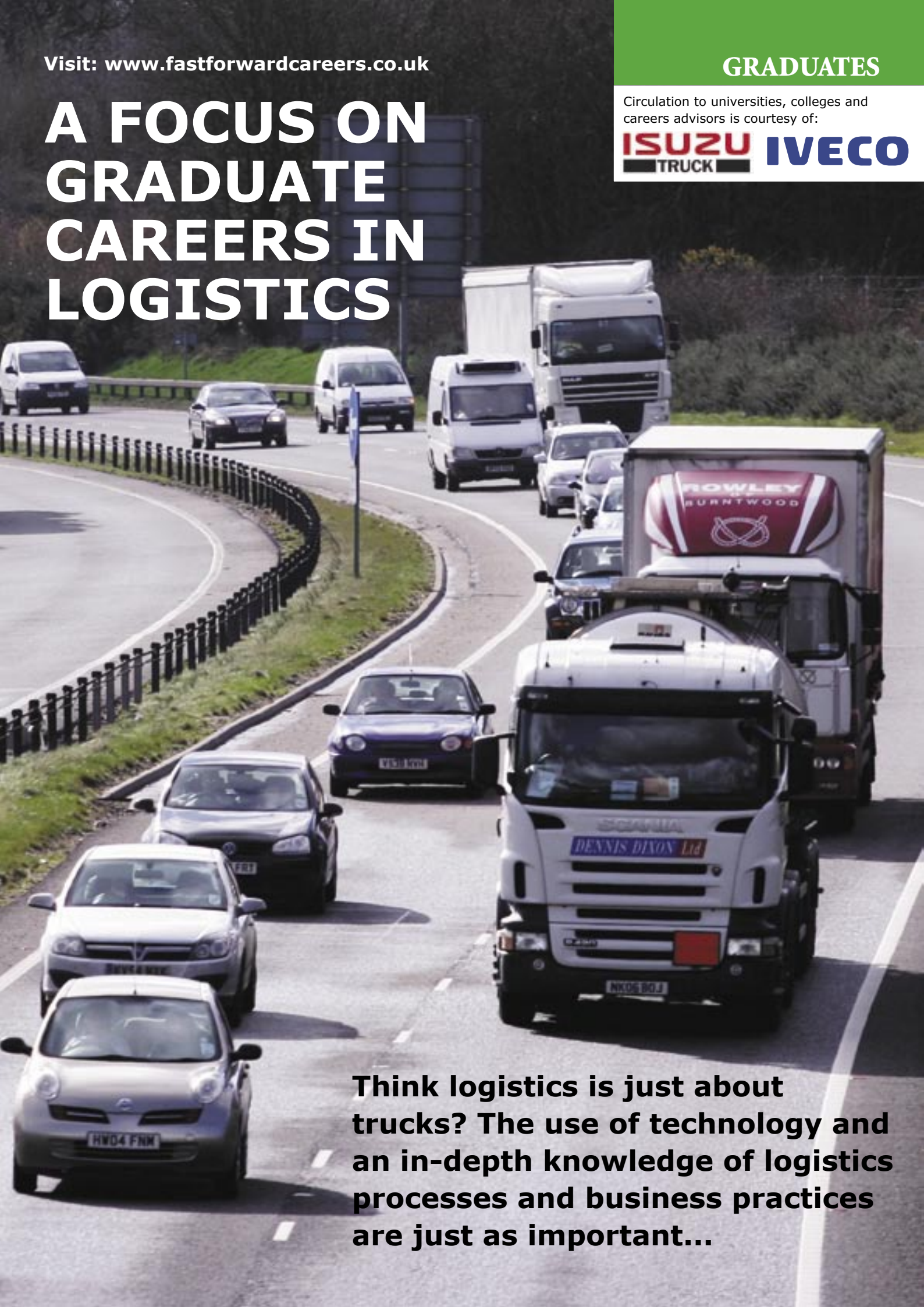
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A FOCUS ON GRADUATE CAREERS IN LOGISTICS

GRADUATES

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TRUCK



**Think logistics is just about
trucks? The use of technology and
an in-depth knowledge of logistics
processes and business practices
are just as important...**



INTRODUCTION

How a degree in logistics will drive your career

From warehousing and storage, to the international movement and tracking of goods, getting everything to everywhere it should be – on time! The world of logistics offers a whole range of opportunities

It may not sound like the most glamorous business in the world, but logistics offers plenty of interesting work with excellent rewards. One veteran of the industry describes it as being: "Like a perpetual gap year, in that everything you do has to do with someone else, somewhere else. If you are turned on by that kind of thing, it's a stimulating and challenging environment to be in."

This may be surprising to some. The days when every little boy went through a stage of wanting to be a train driver when he grew up are long over. As a career choice the transport and logistics industry now struggles to attract young people, who are no doubt put off by a general image of oily yards, broken pallets and grubby people loading smelly lorries.

Fast-growing industry

In fact, the stereotype lags far behind the reality. While many other sectors of the British economy have declined, logistics has literally grown with a flourish. Our transformation into a consumer-led economy, with shops stuffed 24/7 with consumer goods from all over the world, has only been possible because we have a first-class, fast-growing logistics industry to support the retail sector.

Similarly, what remains of our manufacturing sector only survives because the logistics industry is there to support it with services, such as just-in-time delivery, which can mean the virtual integration of a supplier's warehouses and transport chain into the customer's production line.

In fact, most of the companies which are successful in the business arena have achieved their positions of relative dominance either nationally or internationally thanks in no small part to the strength of their supply chains: organisations as diverse as Tesco and IBM share a strong supply chain as a common attribute.

While the military have long recognised the importance of logistics (it was the



famous German General of World War II Erwin Rommel who said: "Before the battle is fought, it has been won and lost by the quartermasters") its importance was historically downplayed by businessmen and industrialists who didn't realise what holding large stocks of the wrong items in the wrong places might cost their organisations.

But not any more. Today, it takes no more than a quick walk through a shopping mall or down a street to realise that without the logistics industry working every day, pretty much every shop would be empty. Pause to reflect a while, and you will recognise that nearly everything we use or have, including the materials our houses are built from and the roads that our cars drive on, are only in place because they were delivered to where they were needed by a truck, which has completed the final leg in a journey which may also have involved the goods or materials in question being carried by an aircraft, or a ship and perhaps

'Nearly everything we use or have is only in place because they were delivered by a truck, which has completed the final leg in a journey which may have involved a ship or an aircraft'

even a train. Getting the goods to where they have to be, on time and intact, at an economic cost is the challenge that faces the logistician. The mission is as simple as that, but actually executing it accurately is a complex and sometimes difficult task.

In its most basic form, logistics means managing the movement of goods from where they are to where they are needed, when they are needed. It sounds so easy that virtually anyone could do it, and the problem is that, in deregulated Britain, virtually anyone can.

In theory this should lead to an industry where the lowest common denominator dominates, and a load of small enterprises wage a bitter price war against a few huge companies.

But in practice, it hasn't worked out like that. Savvy logisticians realised that they could win business by offering more, rather than charging less. Many logistics operators now offer 'value-added' services by undertaking tasks such as packaging or installation integrated into the more

traditional areas such as storage and transportation on behalf of the client.

In the field of automotive logistics, for example, the companies which transport cars from the factory or import compound to the dealer often undertake final preparation of the vehicles and may, for example, fit customer-specified options such as upgraded music systems or alarms.

White goods arena

In the 'white goods' arena, the delivery of a washing machine may well involve not simply dropping it off at the shop, but actually taking it to the customer's door, and in some cases even installing the appliance in the kitchen, demonstrating it to the customer and putting the first load of washing on!

Then, there's the barn-full of legislation that surrounds the industry. While it is fair to say that anyone can run a transport undertaking in theory, very few can manage the task in practice. A vast and ever-growing

tide of legislation governs every aspect of the industry from the ventilation of the warehouse to the number of hours which a truck driver can work before he takes a break. Conforming to all this legislation while still doing a cost-effective job for the client and returning a commercial profit for his or her employer is the ultimate challenge facing the logistician.

Meeting this challenge clearly requires knowledge and intelligence. For many years, the industry relied on growing its own talent, with managers being promoted internally from road, clerical or warehouse staff, trained by the previous generation of managers largely on a 'monkey see, monkey do' basis, and then either being promoted by their own company, or poached by a rival into more senior positions. Today's transport industry has plenty of people within it in senior positions who started off driving trucks, answering phones or manning a 'goods inwards' bay.

But nothing stays the same for ever, least of all in the logistics industry. Warehouses



Many logistics companies now offer their clients extra services, such as complete global logistics solutions.

'Logistics is now an industry absolutely dominated by IT. Virtually every consignment is tracked by computer from the time it is picked up from the supplier until the moment it is delivered to the end-user'

and traffic offices now no longer employ the vast number of workers they once did – computers and mechanised handling systems have seen to that. Similarly, although more goods than ever before now travel by road, there are few trucks and drivers out there actually doing the work. Modern vehicles carry more goods further and faster than ever before, so less of them are used.

All of which translates into an industry with fewer possible candidates for promotion actually labouring at the coal face.

Meanwhile, and in stark contrast, the tasks facing the back office have grown ever more complex. Logistics is now an industry absolutely dominated by IT. Virtually every consignment is tracked by



computer from the time it is picked up from the supplier until the moment it is delivered to the end-user, in many cases by a system which is open not just to the logistics company, but also the clients at either end. The performance of vehicles and their drivers is also likely to be under a similar degree of scrutiny to ensure that productivity is maximised while safe and

legal operation is maintained. In fact, while it is perfectly possible to have a successful career in transport without being able to drive a truck, you'll never make it if you can't drive a computer!

The logistics industry can be likened to a swan, in that all those trucks sailing serenely up the motorway at a statutory 56mph to hit a timed delivery target 200 miles away conceal a frantically busy command structure getting goods loaded, transported and delivered within a very tight margin.

The industry long ago realised it could not do this using just its home-grown talents. Running a successful logistics operation requires a mix of practical experience and academic intellect which is not always found in a single individual. It's fair to say that those logistics companies which are not currently looking to recruit management talent from universities can be divided into two categories: those about to change their minds and those who are going to get out of business.



Multi-modal transport: From railhead to customer.



What's the money like?

It's a common fallacy among graduates that to earn decent money you have to go to London, where most of your inflated salary will be swallowed by extortionate rent and your chances of ever owning a house are slim.

That might be the case for media and financial types, but in logistics you can quickly rise to a level where you can earn big money, without have to live in (or commute to) Britain's overpriced and crowded capital.

Indeed, the very factors which make London so expensive for people (primarily the high cost of land) also make it a no-go area for logistics operations (if you think London rent on a flat is bad, imagine what it might be on a 44,000m² warehouse!).

So, the plumb jobs are all to be found outside the capital, mostly within the area bounded by the M4, M5, M6 and M1 motorways.

Starting salaries in the region of £21,000 - £25,000 are not unrealistic, according to Larry Woelk, the managing director of industry specialist Henderson International Recruitment.

Woelk warns that recent graduates may find it difficult to get their first start in the industry, unless they can show some previous relevant experience.

"The more technical the post you apply for, the more that experience will be needed," he warns. "For this reason, I

would recommend prospective students to choose a course where there is a substantial work placement element: ideally a one-year in a four-year sandwich."

But, he points out, there is more than one way into the industry. While a logistics qualification and relevant experience is more or less essential on the operations side, people are also needed to promote the logistics company in the commercial arena, and for these roles prospective employers are more prepared to train on the job, providing the candidate has the right fit when it comes to attributes and abilities.

With your first job under your belt, you could soon rise to a position such as managing a contract for a regional or national concern, where a salary of £35,000 - £38,000 would be the norm. Project managers with a decade or so of experience behind them should command packages of £50,000 or more while regional managers earn up to £80,000 pa. Rise to director level, and six-figure salaries are within easy reach, and all this can be achieved without having to move out of the relatively low-cost, high-quality of life environment of the English Midlands.

On the other hand, international logistics can offer you a chance to travel the world in some style and live in comfort in all kinds of different locations. Not many other careers can offer you this.



▶▶ Winning ways: Studying logistics at the University of Huddersfield

To help develop a pool of talented managers for the logistics industry, the Department of Transport and Logistics at the University of Huddersfield pioneered the teaching of undergraduate Transport and Logistics courses in the UK. With more than 20 years' experience and one of the largest, most respected specialist teaching teams in the subject, Huddersfield has established an excellent reputation within the industry and is considered by many to be the market leader in educating Transport and Logistics graduates.

The range of undergraduate courses offered at Huddersfield include BSc (Honours) programmes in Transport and Logistics Management, Logistics and Supply Chain Management, European Logistics Management and the most recent development, Air Transport and Logistics Management. The University also offers a one-year Masters programme and a CILT Level 5 Diploma part-time distance-learning course.

Undergraduate courses are offered on a full-time, three or four-year basis with an optional industrial placement year. The placement year offers students the opportunity to undertake paid employment with many major companies in the



industry, in the UK and abroad, where students can gain valuable skills and experience to help them in their future careers.

Graduates from Huddersfield have excellent career prospects. The commercial focus and specialist nature of the courses mean that graduates can often contribute more effectively and earlier than those from general business degrees. On completion of their degrees, graduates can work for major high-street retailers, high-profile manufacturing companies, airlines and specialist transport and logistics operators.

Each year, the Chartered Institute of Logistics and Transport (CILT) - through its Logistics Research Network - awards prizes for the best Undergraduate and Masters dissertations in the field of logistics. The awards were first offered in 1995, and on each occasion the undergraduate award has been won by a student from the University of Huddersfield in competition with other UK universities. This year the University achieved a double success, winning both the Undergraduate and the Masters awards.



Above: Alan Braithwaite, Chairman of LCP Consulting which sponsored the awards, presents the MSc Dissertation of the Year Award to Nicoletta Tipi on behalf of Sah Satyendra. Below: presenting David Fiske with the BSc Dissertation of the Year Award.

Other disciplines

You don't have to have a transport or logistics-related degree to go into the industry. Logistics companies are looking for bright minds from all disciplines, and obviously require the same mix of specialists in fields such as accountancy, IT and human resources for instance as comparable organisations in other areas of business.

But whatever your qualifications, it's worth asking yourself about the type of company you may wish to go and work for.

It's an obvious point, but the bigger the company is, the further you can go: both literally and metaphorically. This can have

positive and negative aspects. A graduate recruit to one of the huge multi-nationals will have the benefit of a structured development programme which can seem like a comfortable and natural progression from college. On the flip side, you can end up feeling like a very small fish in a very big pond, and you could feel sidelined if you don't make progress as quickly as your peers. Many such companies are multi-nationals, and will move you not just around the country but around the world to progress your career. Many young people will see this as a very positive aspect of the job, but the reality can be different if you find yourself perpetually on the move. Also, it should be borne in mind that, while

moving around the country or around the world is a great experience when you are relatively free of personal commitments, it can be far from that a few years hence if you have a young family in tow.

Smaller companies present a different set of challenges. Many family-owned enterprises are now looking to recruit graduates to fill a specific 'skills gap' in their management teams: not necessarily a transport or logistics expert, but maybe an IT specialist or an accountant.

Success in such a position will depend very much on the extent to which your 'face fits', and a smaller family firm can be a very happy place to work - but a degree of caution needs to be exercised.

At one extreme, we know of an instance where the managing director of a transport undertaking realised that if it was going to compete in the modern world then everything would have to be computerised, and hired a keen young graduate to help him. His mother, though, was of the view that financial information about the company was not to be revealed to non-family members, and threw the new recruit out of the house when he asked for sight of the invoice book so he could start

▶▶ Is this a job for you?

Logistics is, by its very nature, an all-day, all night and all-weather operation.

You will have to enjoy dealing with all sorts of people from all walks of life, be prepared to undertake night work and willing to travel from site to site. If you're the kind of person who has to be home every evening in time for Coronation Street, then logistics probably isn't the job for you.

Key 'soft' skills, therefore, include personal resilience, an ability to rise to a challenge and think on your feet, and the knack of getting the most out of those around you.

Continued on page 8

entering details on the newly-installed computer system. Needless to say he left, and the MD's mother continued to write out invoices by hand until, inevitably, the company went out of business, unable to cope with the 21st century.

That's a pretty extreme example, but a far more common experience is to find that you are actually training the family member who is being groomed to replace you. There is also a factor which was best articulated by American automotive industrialist Lee Iacocca who, after being sacked by Henry Ford II, wryly remarked that you could not hope to win a business argument with a man whose name was written in large letters on the outside of the building that you worked in.

However, you are likely to encounter the majority of these difficulties described in businesses of all sectors. Choosing logistics as a career has the huge advantage that transport never goes out of fashion: the consumer boom has proved remarkably resistant to the various prophecies of doom which have been made over the years, and even if consumer goods are removed from the equation, many of the essentials of life, including food, will still have to be stored, distributed and delivered on time. You can safely say that a competent logisticians should never go short of a job.



GRADUATE RECRUITMENT: TNT

Talent spotters

Global giant TNT prides itself on giving young graduates a real job, with a real chance for managerial progression through its Young Executive Programme

TNT was once an Australian logistics company. The past 30 or so years have seen it reinvent itself as a multi-national delivery specialist in the business-to-business sector, and it is owned by what was once the state-owned Dutch Post Office.

The company says it is the commitment and creativity of its people which has enabled TNT to consistently reach and exceed its profit and value targets, even in years when growth has been hard to find. And continued growth means it is continually on the lookout for excellent new people at every level who would like to join 128,000 people in 63 countries around the world already

serving TNT's customers.

TNT remains an ambitious, growing company able to offer graduates attractive projects and assignments, plus the tools necessary to carry them out. It can offer graduate-level recruits a real job, with real responsibilities, while they are taking part in the Young Executive Programme, the first stage of its management development path.

Recruits can build a career on the strength of their personal capabilities, getting plenty of support from their immediate manager and others, while increasing knowledge and skills through training courses on the Young Executive Programme.





Graduate recruits can move straight into a managerial position at TNT. But numerous other opportunities exist in fields like finance, marketing & sales, human resources, IT, project management and various specialities. Recruits are encouraged to widen their career perspectives by accepting positions in different fields of work and TNT divisions. But there's nothing to stop individuals from specialising in a particular field if that's what makes them tick.

Innovating

TNT is constantly innovating, expanding internationally and fulfilling its responsibility to society. It has a partnership with the United Nations World Food Programme (WFP), using its resources to help overcome the world's most persistent logistics problem: getting food to where it's most needed.

Innovation, flexibility and diversity in the workforce are key factors in the markets in which TNT operates internationally. While a good education and good results are undeniably very important, TNT is more interested in the kind of person a potential recruit is. If you're a graduate who fits this profile, TNT offers unique opportunities.



UNIVERSITY COURSES

Learning to a degree

A wide range of general academic and technical qualifications will help you find or further a career in logistics. The following universities offer specific higher educational courses in logistics and related subjects. For further details use the web addresses given to find the right course for you

Aston University
www.aston.ac.uk/

Logistics
 3FT/4SW Hon BSc

The University of Bolton
www.bolton.ac.uk/

Accountancy and Logistics & Supply Chain Management
 3FT Hon BSc/BA

Law and Logistics & Supply Chain Management
 3FT Hon BSc/BA

Logistics & Supply Chain Management
 3FT Hon BSc

Logistics & Supply Chain Management and Mathematics
 3FT Hon BSc

Logistics Management
 2FT Fdg FdSc

Cardiff University
www.cf.ac.uk/

Business Management (Logistics and Operations)
 3FT Hon BSc

City College Manchester
www.ccm.ac.uk/

Logistic Management
 2FT Fdg FdA

Coventry University
www.coventry.ac.uk/

European Logistics

1FT Hon BSc
Logistics
 3FT/4SW Hon BA
Logistics
 3FT/4SW Hon BSc

De Montfort University
www.dmu.ac.uk/

Operation and Supply Systems
 3FT/4SW Hon BSc

University of Greenwich
www.gre.ac.uk/

Business Logistics and Transport Management

3FT Hon BA
Logistics
 2FT Fdg FdA
Transport, Logistics Operations & Administration
 2FT Fdg FdA

University of Hertfordshire
www.herts.ac.uk/

Airport Operations and Aviation Logistics
 3FT/4SW Hon BSc

The University of Huddersfield
www.hud.ac.uk/

Air Transport and Logistics Management

3FT/4SW Hon BSc
European Logistics Management
 3FT/4SW Hon BSc
Global Business and Logistics Management

1FT Hon BA
Logistics

1FT Hon BSc
Logistics and Supply Chain Management

3FT/4SW Hon BSc
Transport and Logistics Management

3FT/4SW Hon BSc

The University of Hull
www.hull.ac.uk/

Accounting and Logistics

3FT Hon BSc
Accounting and Logistics (International)

4FT Hon BSc
Accounting and Logistics (with professional experience)

4FT Hon BSc
Business Economics and Logistics

4FT Hon BA
Business Economics and Logistics

3FT Hon BA
Business and Logistics

3FT Hon BA
Business and Logistics

(International)

4FT Hon BA

Business and Logistics (with professional experience)

4FT Hon BA

Economics and Logistics

3FT Hon BSc

Economics and Logistics (International)

4FT Hon BSc(Econ)

Economics and Logistics (with professional experience)

4FT Hon BSc

Financial Man & Logistics (International)

4FT Hon BSc

Financial Management and Logistics

3FT Hon BSc

Financial Mgt & Logistics (with professional experience)

4FT Hon BSc

Logistics

3FT Hon BSc

Logistics (International)

4FT Hon BSc

Logistics (with professional experience)

4FT Hon BSc

Management and Logistics

3FT Hon BA

Management and Logistics (International)

4FT Hon BA

Management and Logistics (with professional experience)

4FT Hon BA

Marketing and Logistics

3FT Hon BA

Marketing and Logistics (International)

4FT Hon BA

Marketing and Logistics (with professional experience)

4FT Hon BA

Liverpool John Moores University

www.ljmu.ac.uk/

Management, Transport and Logistics

3FT/4SW Hon BSc

Northumbria University

northumbria.ac.uk/

Business with Logistics and Supply Chain Management

3FT Hon BA

Logistics and Supply Chain Management (Top-up)

1FT Hon BA

Oxford Brookes University

www.brookes.ac.uk/

Business Logistics

3FT Hon BA

University of Plymouth

www.plymouth.ac.uk/

International Logistics with Business English

1FT Hon BSc

Maritime Business and Logistics

3FT Hon BSc

Shipping and Logistics

1FT Hon BSc

University of Portsmouth

www.port.ac.uk/

International Trade, Logistics and English

3FT Hon BA

Logistics and Business English

1FT Hon BA

Logistics and Transportation

1FT Hon BSc

Sheffield Hallam University

www.shu.ac.uk/

Computing and Logistics

3FT/4SW Hon BSc

Logistics

3FT/4SW Hon BSc

Staffordshire University

www.staffs.ac.uk

Logistics Technology

3FT/4SW Hon BSc

Mobile Applications Development

3FT/4SW Hon BSc

University Campus Suffolk

www.ucs.ac.uk/

Logistics & Transport

3FT Hon BA

Logistics and Transport

2FT Fdg FdA

Swansea Institute

www.sihe.uk/

Motorsport Management

2FT HND

Motorsport Management

3FT Hon BSc

Supply Chain Management

2FT HND

Supply Chain Management

3FT Hon BSc

Transport Management

2FT HND

Transport Management

3FT Hon BSc

University of Teesside

www.tees.ac.uk/

Transport & Logistics

2FT Fdg FdA

KEY:

The letters and numbers under the course indicate its length, type and the qualification.

So 3FT Hons BSc is a three-year full time course leading to a Bachelor of Science Honours Degree.

4SW would indicate a four-year sandwich course (typically consisting of two years' study, then a year in industry followed by a final year of study).



The TDG Group experience

At 20 years old, University of Manchester student Rob Tysoe is just one month into a year's placement with logistics giant TDG – and he's loving it

Rob Tysoe is on a three-year course, studying for a BSc in Management (Operations and Supply Chain Technology), a course chosen initially because he'd always been interested in business and management.

"The University of Manchester is easily one of the best business schools in the UK," he maintains. "Its professionalism and the generally high standard of students within the Business area as a whole really make it stand out."

"In the first year, you do what's effectively a foundation year covering a broad spectrum of topics, and that's what got me into logistics."

Fascinating

"The Supply Chain is a fascinating subject across all areas of business: whether it be food, pharmaceuticals, automotive or service; where timing and delivery is critical. Opportunities upon degree completion are wide and span procurement, manufacture, storage and distribution, all of which TDG as a supply chain specialist allows me to cover. I feel that I have an unrivalled opportunity to gain experience which will enable me (and my CV) to stand out from the rest when my studies come to an end."



Rob Tysoe: "The Supply Chain is a fascinating subject across all areas of business."

Joining TDG for his placement, Rob initially undertook a two-week induction period, during which he visited many of the TDG Group's operations, including storage, distribution and transport.

"I was allowed access to various high-level operations and gained an understanding into the importance of these operations and how they come together to offer a company the best possible end-to-end supply chain," he explains.

"At present, I have been working in the solutions department within TDG's Chemicals Division on projects of varying sizes. Typically, the team measures and analyses the current supply chain process, including an evaluation of techniques to enable TDG to suggest improvements to a particular process."

A typical working day for Rob begins, he says, the night before, when he gets himself into the right mindset for a current or future project. He faces a fairly daunting commute from North Wales into Manchester, setting out at 6.40am for a 9am start.

He says it's difficult to give a breakdown of a typical working day, because every day is different with a fresh set of challenges, but a typical day might entail spending the majority of time on analysis of a supply chain tender, with the balance of time devoted to evaluating future scenarios, attending meetings and preparing and delivering presentations.

The contracts which Rob works on cover mainly the chemicals sector, and include road fuel distribution for a major retailer.

"One of the things which I really appreciate about TDG is the fluidity of the organisation," he says. "I can easily talk to people at the most senior level and find I am taken seriously, even though I'm in a fairly junior position. They know I am doing a degree, and I think that does help give my opinions more credibility."

Looking back, Rob says he learned a lot from doing his A Levels, even though his grades (he studied History, Business Management and Biology) were not as good as he had hoped for.

"A Levels are not everything. I was very complacent doing my A Levels, and honestly thought I knew it all, but my

eventual grades in no way met either my or my teachers' expectations.

"However, I was lucky enough to still get my first choice university in Manchester, and since then – with greater application – I've managed to do as well as, or better than, many other students who achieved better A Level grades than me."

Valuable lesson

"So, you could say that the most important things my A Levels taught me was to work hard and not be complacent. That's a valuable lesson for life, but obviously the actual grades you achieve are important to enable you to get to university."

"My advice to anyone leaving university and wanting to get into this industry is to make sure that you have a working understanding of business computer systems such as Excel, PowerPoint and Word. This really is a key skill."



"It's also important not to be panicked by your first encounter with the business world. There's certainly a lot to learn but my experience with TDG has been a good one. Everyone is very supportive.

"Depending upon a number of factors, I can expect to move around the TDG organisation during my remaining time here before I go back for my final year of study at university."

Rob says he would be more than happy to return to TDG after graduation.

"I am very much looking at that already," he says. "TDG is expert in distribution and storage, and the tacit knowledge which I am gaining along the way here is invaluable. Experience with TDG has the potential to give me a key role in developing future supply chains whether in Europe or globally, and the company can equip me with the tools I need to get to the very top in this profession, whether as part of a company or operating an independent consultancy."

Rob has no regrets about the course his studies have taken him, even though he once considered a career in professional golf. "That was between GCSEs and A Levels," he remembers. "In the end, although my golf was good enough to progress in that direction, I opted to continue in education with a view to going into business management. There should be plenty of time to play golf when I'm older."



About TDG

One of Europe's leading supply chain management companies with over 7,000 employees, TDG has a presence in the UK, Ireland, Germany, Spain, Holland, Belgium and Portugal.

Its strong customer relationships in the general market are complemented by specialist skills in the areas of paper and packaging, speciality chemicals, supply chain management and freight forwarding

European coverage

133 sites in UK, Ireland, Spain, Holland, Germany, Poland and Belgium of which 119 are warehouses and 14 are support facilities

Employees

Around 7,200 across Europe

Warehousing space

More than 1,170,000m² and one million pallet locations across Europe

Vehicles

1,600 vehicles which cover more than 150 million miles each year

Turnover

£531.3 million (2006)

Headline profit

£14.4 million (2006)



TDG history

1922: The General Lighterage Co Ltd formed from lighterage department of the London Cologne Steam Ship Company. Expansion into warehousing and road transport followed

1950: The General Lighterage Co Ltd becomes a public limited company

1957: Company changes its name to Transport Development Group

1962: Group consists of 50 subsidiaries

1963: Expansion into Europe begins

1968: Businesses acquired in Holland

1974: Businesses acquired in France

1982: Re-registers as a public limited company – Transport Development Group plc

1986: 100 operating companies in UK, mainland Europe, USA and Australia

1999: David Garman appointed CEO. Van Straaten (Holland) acquired

2000: Now known as TDG plc Safeguard and SDS (UK) and Van den Berg (Holland) acquired

2001: Acquire La Fleche (France), TCG (Holland) and IWT (Ireland)

2002: Dispose of Data Services business

2003: Exit French operations. New operations start up in Spain

2006: Mond & Cie (Belgium), Bradship & SCA Transport (UK) acquired. New distribution centre starts up in Spain

2007: Briskair (UK) and Doman S.A. (Spain) acquired. New warehousing facility opens in Spain



ENVIRONMENTAL ISSUES

Green giants

If you're interested in helping the environmental cause, logistics is an industry with a variety of challenges

It's fair to say that the logistics industry probably doesn't have the best of images among the environmentally-conscious generation leaving education. Those massive warehouses and great fleets of trucks present a very obvious visual environmental impact to the public where other industries are able to conduct their sometimes far dirtier business well out of sight.

But no one is more aware of this than the logistics industry itself which is now responding to increasing pressure from its clients, many of whom are large public-facing organisations such as retail chains.

Retailer Marks & Spencer is investing £200 million in a programme that will make its activities (including logistics) carbon neutral by 2012. Asda parent Wal-Mart is

aiming to use 100% renewable energy by 2009, and has commissioned the design for a fleet of hybrid trucks as part of a £255 million programme to this end.

On a slightly smaller scale, Adnams Brewery has constructed its new distribution warehouse out of hemp and chalk blocks which do not have the high environmental impact of conventional building materials, yet offer superior insulation qualities. The roof is planted with grass to absorb CO₂ and minimise rainwater run-off.

Even warehouses of conventional design are now sprouting wind turbines, which are a very public statement of efforts to reduce the operation's carbon footprint. Besides providing heat and light, the electricity generated by these devices can also be used to power the electric forklifts favoured

for indoor operations by many logistics companies. If not sprouting a healthy crop of grass, even the roofs of existing buildings can be converted to house solar panels to generate electricity or, perhaps more efficiently, directly heat water during hours of daylight.

Turning from fixed to mobile plant, those fleets of trucks which patrol Britain's motorways have an obvious environmental impact. But, a careful examination of the facts will reveal they are not nearly as bad as they are painted.

Manufacturers have made tremendous steps in recent years to clean up the exhaust emissions of their vehicles. In terms of noise, smoke and invisible emissions, modern trucks are vastly superior to the vehicles of 20 years ago, although



Adnams Brewery's new warehouse is constructed with hemp and chalk blocks and the roof has been planted with grass.

Hybrid Light Commercial

Thermal engine
 F1A 2.3 litre – 85 kW – 270 Nm

Electric motor/generator
 32 kW – 280 Nm

Gearbox
 Automated 6 speed

Manufacturers and large fleet operators have been working closely together to produce hybrid and electric vehicles.



mischievous environmental campaigners have no compunction in using the figures produced by a 20-year old Leyland when spreading anti-truck propaganda when perhaps they should be quoting those of a year-old Scania.

Leap forward

The road transport industry is currently gearing itself up for a great leap forward in environmentally-friendly transport in any case, with the truck manufacturers working in partnership with large operators such as TNT to produce hybrid or electric vehicles for applications where these offer significant environmental advantage over diesel.

The nature of diesel itself is changing

with extensive research taking place into developing bio-diesel and other less-damaging fuels from renewable resources. The company that handles logistics for fast-food giant McDonalds, for example, is to use fuel manufactured from waste cooking oils collected from its restaurants.

In terms of the fuel used, modern trucks have powerful yet fuel-efficient engines which allow them to burn less energy per payload tonne/kilometre than ever before. And, unlike the railways so beloved of the green lobby, they can deliver their cargos to exactly where they are needed.

Even if the railways could carry the freight which today goes by road (and no-one seriously suggests that they can) it would still need to be trucked to and from the railhead – which would lead to, if anything, an increase in the number of trucks on the road.

The rise in recycling will also create further demand for logistics. Engineering the return of packaging materials for re-use, rather than disposal, is for example a classic illustration of 'reverse logistics' – a situation where exploiting the return leg of the delivery chain can reduce the environmental impact of the whole.

There is no doubt that, over the next few years, the logistics industry will face greater environmental challenges than have been seen before. Tackling them will require a better-qualified, better-rewarded and more professional workforce than ever before. All good reasons for wanting to be part of it.



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