

Transportation Benchmarking

Are your rates too high?



Comparing your transportation rates with peers

Transportation costs are increasingly becoming a major component of today's international business. That is the reason why nowadays shippers require an enhanced grip on their transportation spend. Due to the extensive LHC (anonymised) database of up-to-date contracted transportation rates, you can now discover the truth about your costs. A single report can show you whether your contracted transportation rates are competitive, comparable with peers, or simply too expensive.

Who uses LHC Transportation Benchmarking?

Over 60 international blue-chip companies, with revenues ranging from €0.5 billion to over €100 billion, have benefited from the LHC benchmarking service. These companies, with a combined freight expenditure of over €14 billion, operate in different industry sectors and markets. But each one uses similar transport modes and equipment types. And they regularly use the same transportation companies. By anonymously sharing their transportation costs with LHC, these companies have been able to compare their own rates

with the industry. New and existing LHC clients today enjoy the advantage of an accurate like-for-like comparison per sector, route or industry. This powerful market intelligence has helped clients of every size make better-informed decisions about their transportation modes, routes and carriers. More than 15% of LHC benchmarking participants have secured cost savings of over 20% on their annual transport expenditure.



“We used the benchmark outcome during our recent supplier negotiations and as it hit the nail on the head, we were able to generate a double digit saving in a very short time frame.”

Head of Global Transportation
Management & Global Logistics
[construction & building maintenance products]

“It delivered a high Return On Investment.”

VP Logistics Strategy & Procurement
[global polymer & plastics supplier]

“It is a unique process that provided my procurement department with excellent market intelligence.”

Chief Procurement Officer
[fast moving consumer goods industry]

What we offer

LHC can provide a neutral and anonymised like-for-like comparison of your contracted transportation costs. Our database of anonymous and up-to-date contracted transportation rates currently represents a transportation expenditure in excess of €1.5 billion, with detailed data on a full range of routes and transport modes.

The scope of LHC Transportation Benchmarking includes:

- global document and parcel services
- pan-European road full loads
- pan-European pallet distribution
- pan-European liquid chemical bulk tanker transportation
- pan-European powder, granular and pellet bulk transportation
- global ocean containers traffic.

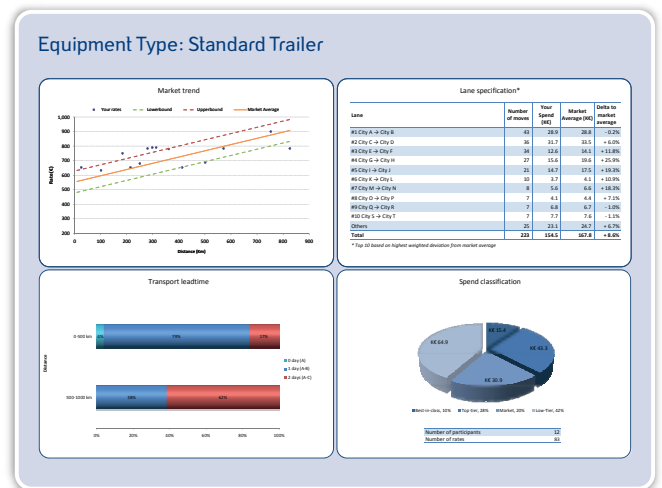
Our clients view this service as a unique form of market intelligence. It provides valuable insights into price developments and continuing trends such as escalating fuel costs within the volatile transportation market, at a minimal cost which is recouped in a very short time.

How you benefit

A vast majority of LHC clients using this service have realised a substantial saving, some of them even enjoying a 20% reduction in transportation spend. And in general, clients who have used the service for at least 3 years have secured more favourable contracts with logistics service providers when compared with new clients who have just joined the process.

In order to compare 'apples with apples', LHC first establishes current baseline, routes and costs. Next, specific details and requirements are discussed with each individual client. This unique approach enables us to exclude any data not directly relevant to the process, while making commodities comparable in detail.

Besides cost elements, we also take key contract figures into account, such as payment terms, price validity and contract duration.



Contact LHC today to make an appointment to compare your rates: www.transportationbenchmark.com

Founded in 1998 and based in the Netherlands, LHC Consulting operates in various industries for multinational clients across Europe. LHC Consulting consists of experienced teams of committed logistical advisers, along with industry experts and supply chain engineers.

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The logo for LHC Consulting is located in the bottom right corner of the dark blue footer. It consists of a white rounded rectangle containing the letters 'LHC' in a large, bold, blue sans-serif font. Below this, a thin horizontal line separates the letters from the word 'consulting', which is written in a smaller, blue, lowercase sans-serif font.

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