

#058 MY CARRIER'S PROBLEM IS FINDING RETURN FREIGHT, CAN I HELP HIM FIND LOADS AND HOW?

Distribution

Industry

Transport

Digital

This health crisis that we are currently experiencing has **the merit of recognizing the vital and indispensable nature of road transport of goods** to support the national economy and ensure the daily life of the French.

However, in the freight transport sector, which is marked by low profitability, load optimisation is a major issue. **Driving empty is the haunting fear of operators**, but it is a reality that accounts for between 10% and 20% of journeys.

ENHANCE THE VALUE OF THE SERVICE AND ENCOURAGE THE POOLING OF FREIGHT



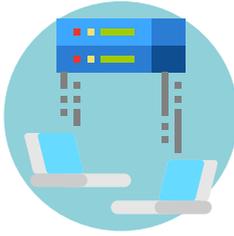
The only valid solution to avoid empty runs is **to have customers or shared and remote loading places** where loads for return journeys are available. This strategy already requires a large territorial network.

Fares must therefore be negotiated accordingly, which is particularly true at the moment for all carriers.

In this period of health crisis, this is even more difficult than in normal times, as many of the carriers' regular customers have closed due to containment.

It is therefore absolutely necessary and vital for many companies to have a greater dialogue with customers than is normally the case.





SHARE WITH COLLABORATIVE HUBS

Promoting the pooling of freight on both outbound and inbound journeys by means of neutral collaborative hubs located throughout the country would certainly be a solution, including for the future. These hubs allow for better load management, but also better transport management on the shipper's side, insofar as all flows can be centralised at different points. This regional networking certainly allows productivity gains for all the players and better management and visibility of goods flows for manufacturers.



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38 années d'expérience dans le domaine du transport, de la logistique et de la douane, dont 7 années à la FNTR pour défendre, représenter et accompagner les entreprises du transport de marchandises et de la logistique auprès des pouvoirs public et des instances européennes.

| About ASLOG

ASLOG brings together more than 400 companies from all sectors, with 2,000 professionals working together to promote and build tomorrow's Supply Chain. ASLOG is a neutral and independent association that addresses Supply Chain issues.

As early as 1972, visionary men sensed that this function would be decisive for all companies. For almost fifty years, professionals in the sector have made ASLOG the reference partner.

ASLOG is the privileged interlocutor of institutions and public authorities on all questions relating to the sector.

| #supplychain4good

The **#SupplyChain4Good** community was created at the initiative of Michelin and ASLOG, as part of the Movin'On ecosystem, in favor of a more sustainable mobility of goods.

#SupplyChain4Good's ambition is to federate the actors who work for Supply Chains that are simultaneously good for the planet, the people and the business performance. The members of this community are «shippers» (industrial and commercial companies), «operators» (transporters, logisticians, shipping companies, ports...), «support functions» (academics, consultants, information systems, regulators, NGOs...).

They cover all economic sectors and all regions of the world. Their work takes place throughout the year and culminates in the annual Movin'On Summit, the world summit on sustainable mobility.