

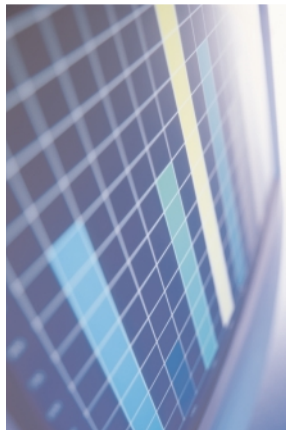


**Business Information for the Logistics Industry**

## **Who's Who in Global Logistics & Forwarding**

### ***An Analysis of Leading Global Logistics Companies and Freight Forwarders***

- a competitor tracking tool for global logistics and freight forwarding companies
- a valuable source of operational data on your key customers and business partners
- an end-user reference guide for multinational logistics and shipping departments

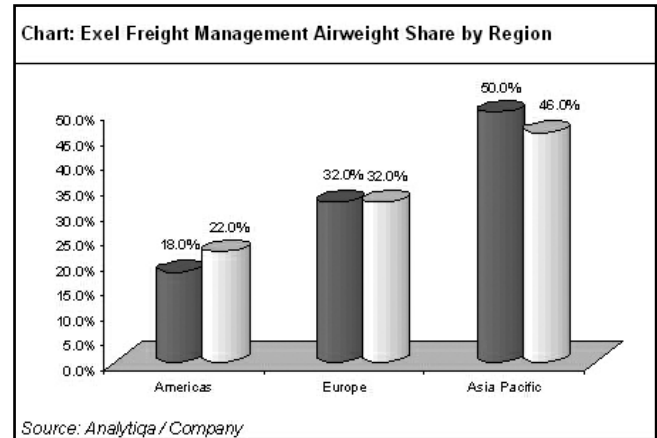


**Who's Who in Global Logistics & Forwarding: An Analysis of Leading Global Logistics Companies and Freight Forwarders** is a financial and operational report of leading global logistics and freight forwarding companies. The aim of the report is to provide:

- (1) a detailed competitor tracking guide for global logistics and freight forwarders
- (2) a valuable source of operational data on your key industry partners
- (3) an end-user reference tool for logistics departments



The global freight forwarding industry is highly fragmented, characterised by low margins and seasonal fluctuations. Success in this ultra-competitive marketplace requires highly-adaptable and customer-centric IT applications, smart resource and carrier management strategies and supply chain management initiatives. The **220+ page report**, which is delivered with an **Excel Data Sheet and Powerpoint Presentation**, will allow you to understand the geographic and operational capabilities of leading companies, analyse the activities of your closest competitors and understand a range of corporate strategies.



### Logistics and Forwarding Companies:

- use the report to understand your competitors' operations
- compare both financial and operational information and performances
- analyse the geographic operations of your competitors
- follow recent strategic developments
- understand your competitors' use of IT
- track specific activities on a divisional basis

### Airlines and Cargo Carriers:

- target more than 200 key industry personnel
- understand your marketplace partners
- analyse both financial and operational data
- determine where companies' geographic focus lies
- one source reference guide for the activities of forwarders and integrators
- gain a greater understanding of the global logistics and forwarding industry

### Use the report to understand:

- which region accounts for more than half of Expeditors' gross revenues and which other region is growing fastest?
- how has EGL (Eagle Global Logistics) standardised its entire sales force through one application?
- which subsidiary is scheduled to control all Panalpina airfreight by 2006?
- what is the largest industry vertical served by Exel Freight Management, generating £870.0 million in turnover?
- how Schenker increased gross profits by 4.1% whilst gross revenues declined 1.0%?
- which company-specific IT applications are driving customer acceptance and delivering new business growth?

In addition to approximately 20 pages of global trend information, each profile contains a detailed analysis of operations, including air freight, ocean freight, customs brokerage, sales and marketing and IT.

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