

**A. NOBLE
& SON LTD.**
WORLD CLASS
LIFTING SOLUTIONS

**HOW FREIGHT COST SOLUTIONS REDUCED COSTS
AND IMPROVED SERVICE FOR A. NOBLE AND SON.**



“A. Noble and Son came to Freight Cost Solutions with cost reductions as well as service and operational efficiencies in mind.”

A. Noble and Son are large importers of wire rope, chain, lifting and rigging gear.

A. Noble & Son service a large portion of the mining industry and require freight imports to be delivered into any capital city, major port or remote branch or customer location across Australia.

With complex freight requirements being a day-to-day operational requirement, A. Noble and Son came to Freight Cost Solutions with cost reductions as well as service and operational efficiencies in mind.

Being a national operation, the scope of the first tender which FCS put to market was to achieve these two key requirements whilst also minimising the number of freight forwarders from in excess of twelve to one, ensuring economies of scale were achieved.

This is how Freight Cost Solutions delivered.



The FCS Process

As 'Freight Rate Experts' with intimate knowledge of the transport Industry, FCS were able to consolidate all the invoices from all the freight forwarders used by A. Noble and Son, and 'benchmark' the rates against 'Industry Standard Rates' based on the volume of freight distributed.

FCS were able to identify the correct discount savings available to A. Noble and Son.

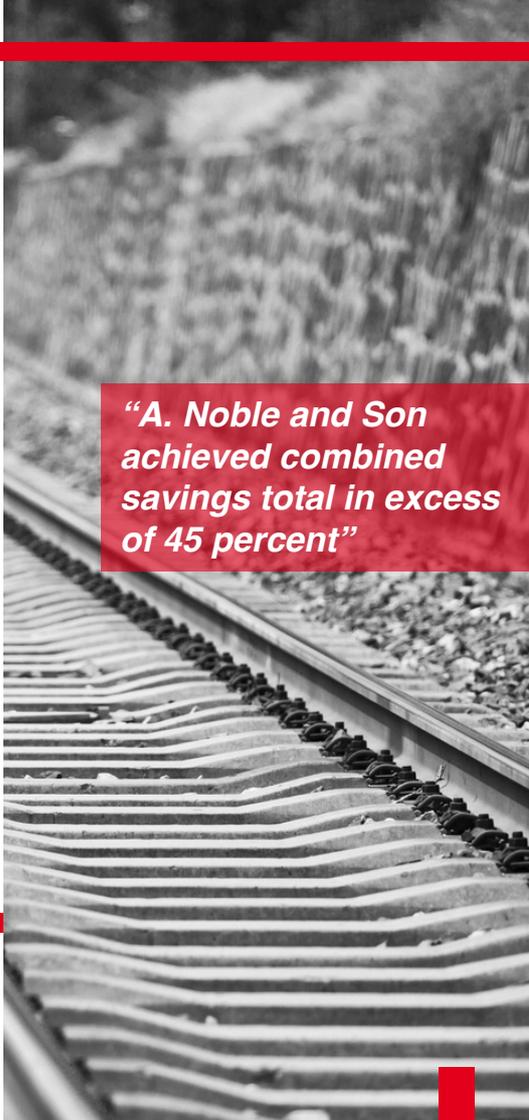
FCS also completed a full tender management process that identified the infrastructure, capabilities, transit times, tender compliance and rate savings offered by the freight forwarders.

The FCS Result

At the completion of the tender review, FCS provided recommendations in a 'Tender Report' and provided implementation services.

Following these works, a comprehensive 'Service Level Agreement' was negotiated with the freight forwarder and a performance based contract signed for the supply of services for a two-year period.

At the conclusion of the 2nd tender phase, and as a consequence of increased distribution volumes, the incumbents were successful in this instance and maintained the A. Noble and Son business by offering substantial savings and service enhancements.



“A. Noble and Son achieved combined savings total in excess of 45 percent”

Conclusion

Freight Cost Solutions tendered twice for A. Noble and Son over a 4-year period and achieved a combined savings total in excess of 45 percent.



www.freightcostsolutions.com.au

Contact us on 1800 428 348

