

## **Gillette UK Ltd: Successful implementation of AEB's freight and transportation solution**

**The Gillette Company is the world leader in male grooming, a category that includes blades, razors and shaving preparations. Gillette also holds the number one position worldwide in selected female grooming products, such as wet shaving products and hair epilation devices. In addition, the Company is the world leader in alkaline batteries, and manual and power toothbrushes.**

Gillette UK has now successfully implemented ASSIST4 Freight - AEB's solution for freight and transportation.

With ASSIST4 Freight it is possible to control costs more efficiently by optimising the selection of the freight forwarder, calculating the freight costs precisely and checking the invoices. It is an additional module which compliments the ASSIST4 logistics software developed by AEB – the German market leader for export and despatch solutions. The system has now been ran for a couple of years at Gillette UK, enabling flexible and efficient export processing.

Due to their high turnover level, evidently, it was time to open up new opportunities for process optimisation and cost reduction. The solution was ASSIST4 Freight. Gillette uses this module to simplify and accelerate the invoicing process with their forwarders, which is an important factor for cost reduction. "It speeds up the invoice verification process with our forwarders, making it possible to pass invoices in hours rather than days", confirms Matthew Warren, Export Administration Manager at Gillette UK.

For invoice verification, "transports" are summarised per forwarder and the ASSIST4 calculation is compared with the invoice issued by the freight forwarder. It is, however, more efficient to let the forwarder verify the bills or even to "reverse" transport invoicing and introduce the so-called self-billing procedure. "We send our transport providers a suggested invoice, they check and verify it, then send this back with their invoice", he continues.

Based upon contractual agreements with individual freight companies, freight costs are calculated for consignments which have already been packed and despatched, taking account of the weights, dimensions and modes of transport used for the despatch i.e. by road, air or sea.

Using these calculated costs, a document is provided to the forwarder for inspection which contains the calculated amounts for all consignments despatched by that particular forwarder, within any given invoicing period. This cost information is provided to the cost centres, if applicable and to the Finance Department.

Due to the fact that freight costs are calculated not always per consignment but also per load, ASSIST4 Freight offers the option to create so called "consolidated transports" either per mode of transport or per forwarder. In other words: "transports" of several consignments are pooled pending further calculation. This type of agreement with a forwarder helps to reduce freight costs, as a complete truck containing consignments, even if they are destined for different consignees, is a more powerful bargaining tool for negotiating discounts, with a guaranteed load.

With ASSIST4 Freight you can also simulate quotes, i.e. compare the transports of the past six months with a new quote and thus evaluating the competitiveness of the new quote.

The advantages offered by the ASSIST4 Freight module are:

- Simplified freight procedures (for both the loader and the forwarder)
- Precise freight cost calculation.
- Prevention of duplicate calculations/errors or omissions in calculations.

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- Swift processing of payment transactions between the ASSIST4 customer and his forwarder.
- Detailed data for statistical analysis.

To summarise, Gillette UK have invested in an excellent tool to optimise their freight procedures thus saving a lot of time and money. As Matthew Warren concludes: "Time can be better spent on Customer Service rather than on invoice verification."