

Transport & Logistics



Innovative solutions built specifically to your needs

“The level of proactive service and attention to detail have considerably exceeded our expectations.”

As a firm we have extensive experience within the transport and logistics industry. Three of our offices, Heathrow, East Surrey and Solent, are located near major transport hubs. We work with a wide range of businesses, from companies involved in freight forwarding (whether it be air freight or sea freight) and hauliers to domestic and international couriers. We also work with a number of clients providing ancillary and support services to this sector, including aircraft maintenance and other aviation businesses.

Our experience in this sector ensures that we fully understand the challenges you face. Industry fortunes are closely linked to the wider economy and conditions for the past two years have, at best, been difficult. It is a simple fact that if people are not buying goods, there is no need to ship them.

Recently, the difficult trading conditions have been further compounded by rising fuel costs, which in such a highly competitive market can only result in reduced margins. Transport and logistics companies are also facing increased competition as larger international businesses consolidate and squeeze prices yet further. In an attempt to differentiate their offerings many smaller industry players now focus on quality of service or niche market strategies. Yet for many, further frustrations exist when service levels are dependent on carriers, who themselves are becoming more unreliable.

Future trading within the sector is likely to remain tight, and the banks' reluctance to provide facilities will only shackle companies that rely on them for trading guarantees and bonds. Proposed harmonisation of customs procedures throughout Europe will assist those businesses that are prepared. But those that have not achieved economic operator status will find that the changes only add further trading pressures.

Our understanding of these issues, combined with our technical experience, allows us to deliver specific transport and logistics solutions, across our core assurance, tax and advisory services. By giving you commercial, objective, independent and informed advice we can help you implement solutions that increase profitability, build value and address the challenges you face. Ultimately, your success is what drives us. Our

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consultants can help you transform uncertain future trends and challenges into tangible business opportunities.

Solutions that help your business grow

We understand the issues you face and offer solutions to meet your needs through any stage of your business life-cycle. Maintaining growth means continuously developing your business and having the right solutions to help you maximise opportunities.

We work towards forming long-term relationships with our clients. Our transport and logistics team delivers integrated advice in the following service areas:

Tax advice

Tax planning

Like other sectors, businesses involved in transport and logistics need to mitigate and manage tax liabilities, but many fail to do so. Companies involved in this sector face additional complications arising from international trade and indirect tax from the international movement of goods. We work with our clients to optimise their tax position. Specific areas of consideration being:

Capital allowance reviews

To maximise tax savings and reliefs associated with investment in property and vehicles

VAT and duty planning

To reduce business risk in this complex area and improve cash flow.

International tax planning

Ensuring consideration is given to the tax implications of trading in overseas jurisdictions and an overall tax strategy is developed.

Tax efficient remuneration

Rewarding, motivating and retaining key employees through share option schemes, and remuneration strategies for business owners.

Business advice

Regulatory issues

Drivers mileage (tachographs), overnight claims and a whole host of other red tape items need constant attention as fines and penalties for non-compliance can seriously damage your business. We also work with clients to use regulation to identify business development opportunities, such as HMRC Authorised Economic Agent status.

Contracts

By helping with negotiations, consideration of fuel price accelerators and logistics management, we can help you add significant value to your business.

Consultancy

Managing risk, succession planning, management reporting, organisational structure, forecasting and cash-flow management are all essential to your commercial success. We can help you to develop a strategy and plan that will unlock the value in your business.

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HR solutions

Strategic HR advice can help you attract and deploy the right people, in the right roles and in the right way. We can help you develop employee leadership and management structures to improve people management, implement change and rationalise salary costs. We can also provide guidance on successful operational HR, appropriate recruitment and staff training so your business can achieve better performance, improved profitability and greater value.

Corporate finance

Whether you are launching a new company or expanding an existing venture, we can help you with mergers and acquisitions, MBOs, disposals, business valuations and raising finance.

Audit and assurance advice

Our experience of audits allows us to minimise disruption and provide a meaningful assessment of your business performance. Combined with management reporting on revenue recognition, international reporting and outsourced management accounts, we can help your business at any stage of its life-cycle.

Outsourcing and payroll

Outsourcing your management accounts and payroll can free you from a large administrative burden, letting you focus your resources on developing your business.

As a member of HLB International, we work with an increasing number of overseas companies investing in the UK and setting up overseas. Our strong transport & logistics client base and in-depth knowledge of industry issues and market cycles mean that we are ideally placed to advise you through these challenges.

Please contact us to arrange a no-obligation initial consultation.

