

Volumes up for Freightex

Volumes this quarter (to end of June 2009) for UK based, European road freight service provider, Freightex, are up 23% on last year's figures.

Attributing this increase in business to the combination of good service, competitive prices, and the fact that customers are more prepared to try new suppliers due to cost pressure, Tim Phillips, CEO of Freightex is optimistic about the future for his European freight service which is supported by a sophisticated freight exchange.

"Over 70% of our volumes are on backload, so of course we can generally be extremely competitive" he says. "We deal with spot rates, so consignors are really benefiting as the rates have continued to fall this year, so companies who are tied into longer contracts have lost out.

"However, it also means that truck drivers should hardly ever come back from Europe without finding a return load, especially as inbound rates are significantly higher than most outbound."

Typically there are upward of 500 empty trucks each day registering for extra work with Freightex, and not only have the numbers of carriers increased, the company has almost doubled its number of customers in the last 12 months. Freightex' own analysis has shown that it saves on average 625 empty kilometres each time it loads a truck.

Freightex now has 22 brokers who between them speak over 10 European languages, taking away the challenges for hauliers and consignors trying to understand one another. "We identified that what people actually want is service, so we take responsibility for transporting their goods and take the hassle out of the freight business" says Phillips.

The company is in the process of opening a new office in Manchester this year to strengthen its Dover, London and Birmingham operations. "We hope to take on around 10 new account managers and are currently looking for experienced account managers who really know the road freight business."

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About FreightEx

FreightEx is a logistics management company dedicated to finding the most efficient road transport solutions for its clients. It is particularly active in the UK, Benelux, France, Spain and Germany with transactions being completed across its European network every day between over 1500 consignors and carriers.

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