

*First Edition*

Practical Handbook of  
TRANSPORTATION  
CONTRACTING AND  
RATE NEGOTIATIONS

*Colin Barrett*

# Practical Handbook Of Transportation Contracting And Rate Negotiations

**Colin Barrett**



## **Practical Handbook Of Transportation Contracting And Rate Negotiations:**

Practical Handbook of Transportation Contracting and Rate Negotiations Colin Barrett,1990-11-15      **Practical Handbook of Transportation Contracting and Rate Negotiations** Colin. Barrett,2012-12-06 In the time worn traditions of the transportation industry ship pers and carriers regard one another as enemies There is to be sure a certain degree of validity to such a viewpoint An element of conflict will naturally be present in any vendor purchaser relationship The two after all are seeking distinctly different things from that relationship and to a considerable extent each party s success in realizing its own goals must be achieved at the expense of the other At the same time however viewing that relationship as strictly zero sum a gain by one side always resulting in an equal and offsetting loss by the other is a gross misconception It overlooks the key reality that no matter which party comes closest to its own objectives the relationship and the business transactions that flow from it must ultimately benefit both Without that level of mutual benefit the relationship will simply not exist or will soon founder if it somehow does come into being for it is only the self interest of the two parties that impels them to establish and continue that relationship at all In transportation however this element of mutuality the attitude that the parties share a common interest in nurturing their relationship is often forgotten Instead of working to gether as fundamentally partners in a business transaction from which both expect to derive gains they dedicate the bulk of their energies to fighting rather than cooperating with one another      *The Practical Handbook of Computerization for Distribution Managers* Colin Barrett,2012-12-06 Back in 1983 I was chatting with Dick Coleman publisher of Traffic World magazine when he unexpectedly proposed that I write a column for the magazine on computer applications in the transportation physical distribution industry But Dick I don t know all that much about computers I protested You use one don t you he asked logically Yes I did I d been running my consulting business with it for two years But that didn t I explained make me an expert Think about it he said That s typical Coleman he drops these studiedly casual ideas and just lets them lay there until you pick them up and wind up doing just what he wanted you to do all along Sure enough the longer I pondered the notion the more it appealed to me OK I wasn t a computer expert I m still not But I was a computer user in the transportation distribution field maybe from that perspective I might have some useful things to say to other transportation distribution users and would be users of computers Thus was born the Computer Software for Transportation column The first one appeared in the April 11 1983 issue of Traffic World and it s been a once a month schedule ever since And thus too was ultimately born this book      **The Traffic World** ,1988      **Traffic World** ,1993      Global Purchasing: Reaching for the World Victor Pooler,2013-11-11 In his book Global Purchasing Reaching or the World Victor Pooler has stripped the supposed maze of complexity and misunderstanding from international commerce This book provides extensive background materials for both the purchas ing materials practitioner and the academic who wishes to use it as a text The author s extensive international experience lends credibility Of special interest are the global supplier sourcing strategies The basics

of good offshore buying are universal and of great importance to America There is a need to analyze and investigate global supplier capabilities On the job buyers need global techniques they can apply Import prices are destined to rise and it will take better buying strategies to deal with the multi bil lions of dollars of purchases made outside the United States This book brings together in great detail the full spectrum of benefits available to the global buyer He or she has an opportunity to view the global economy and understand its financial implications It contains a working knowledge of import regulations customs tariffs \_ currency translation issues hedging cultural aware ness applied to negotiations and logistics all covered in detail During the 1990s the world of the global buyer will become a reality Long neglected is the American buyer s study of other cultures and the techniques of dealing with suppliers outside our national boundaries This book goes a long way in filling that knowledge void

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