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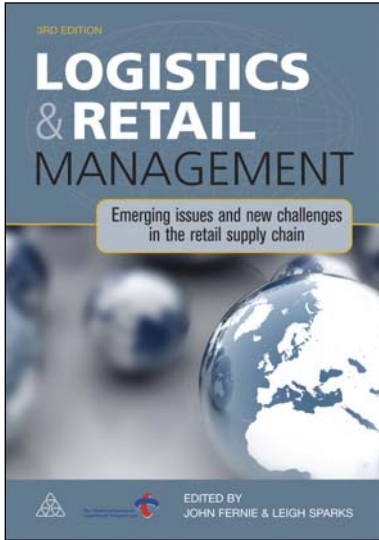
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Logistics and Retail Management brings together the current thinking on supply chain management, global logistics, fashion logistics, e-logistics and green supply chains. This new edition has been substantially updated to take account of recent developments in retail logistics.

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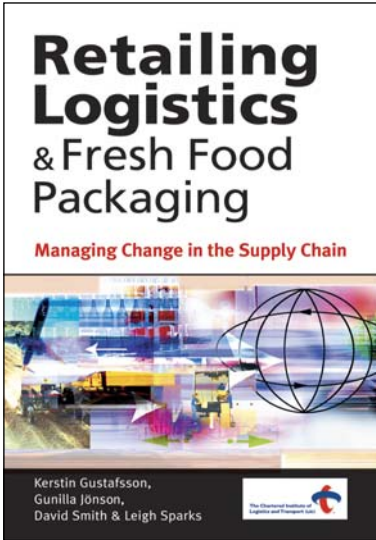
JOHN FERNIE is Head of School of Management and Languages at Heriot-Watt University, Scotland, UK. He has written and contributed to numerous textbooks and papers on retail logistics. He is an active member of the Chartered Institute of Logistics and Transport.

LEIGH SPARKS is Professor of Retail Studies at the University of Stirling, Scotland, UK. He is a member of the Chartered Institute of Logistics and Transport. He is co-author of *Retailing Logistics and Fresh Food Packaging* (see page 2), (also Kogan Page).

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Retailing Logistics and Fresh Food Packaging is an innovative book that enables logistics students to recognise opportunities and successfully manage change in the supply chain.

The international practitioner and academic author team analyse the state of packaging logistics for fresh food retailing and draw on primary research in the UK, Europe and the USA. The book demonstrates the benefits to be gained from adopting new techniques and provides lessons on how to achieve successful implementation.

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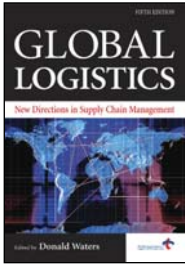
KERSTIN GUSTAFSSON is Planning Manager at the Swedish public transport organization Skanetraffiken.

GUNILLA JÖNSON is Professor in Packaging Logistics at Lund University, Sweden, Dean for the Engineering Faculty at Lund University and Adjunct Professor at the School of Packaging, Michigan State University, USA.

DAVID SMITH is Principal Consultant for DLG Logistics, UK.

LEIGH SPARKS (see page 1 for this author's profile.)

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“Students, managers and professionals will find this book an essential tool.”

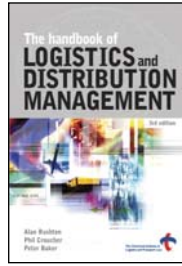
Supply Management

From a truly international perspective, *Global Logistics* provides a wealth of useful ideas and practical information on all the current and future trends in logistics and supply chain management. Written by a host of contributors, all acknowledged experts in their field, this book is an invaluable source of guidance and practical advice. Students who find it an essential tool which they will refer to again and again.

SAMPLE CONTENTS: New directions in logistics; Formulating logistics strategy; Agile supply chain operating environments; The development of supply chain relationships; Performance measurement and management in the supply chain; Road transport optimization; Retail logistics; Global sourcing and supply; Developments in Western European logistics; Logistics strategies for Central and Eastern Europe; Logistics in China.

DONALD WATERS is a chartered member of the Institute of Logistics and Transport and a Fellow of the Chartered Institute of Transport. He is now a visiting professor at universities in Europe and the United States. He is the author of *Supply Chain Risk Management* (also Kogan Page) (see page 6).

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The Handbook of Logistics and Distribution Management

3rd Edition
Alan Rushton,
Phil Croucher and
Peter Baker

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“It is a handbook for logistics and distribution management and is perfect as a starting point for essay writing for students...”
Logistics and Transport Focus

This definitive text explains the nuts and bolts of the modern logistics and distribution world in plain language.

Richly illustrated throughout, the third edition of this popular handbook has been completely restructured and fully revised to include the most up-to-date information. Including essential information and examples of warehouse design, *The Handbook of Logistics and Distribution Management* is an invaluable guide for students taking logistics-related degrees and professional qualifications.

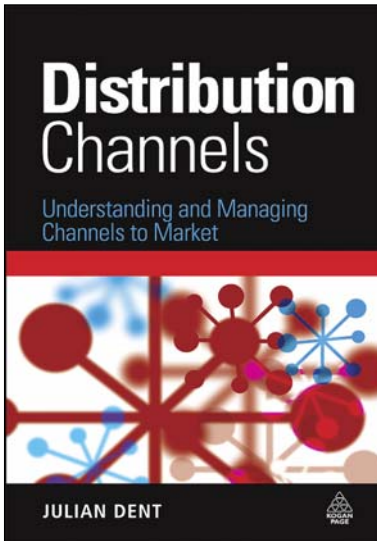
CONTENTS: Concepts of logistics and distribution; Planning for logistics; Procurement and inventory decisions; Warehousing and storage; Freight transport; Operational management.

ALAN RUSHTON is a Director of Dialog Consultants Ltd, a consultancy specialising in distribution, logistics and supply chain management.

PHIL CROUCHER is Regional Manager of Land Transport for EGL Eagle Global Logistics, a Chartered Fellow of the Chartered Institute of Logistics and examiner for its MSc programme.

PETER BAKER is a Lecturer at the Centre for Logistics and Supply Chain Management at Cranfield University, UK.

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Distribution Channels explains to your students how to get products and services to market through the best routes. It covers the whole process, including accessing and servicing markets and customers, controlling brands, creating differentiation, and improving the business distribution model.

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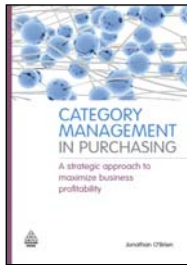
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JULIAN DENT is Chairman of VIA International, a specialist routes to market consultancy. He has over 25 years experience in distribution internationally, specializing in channel strategy and implementation, working at global corporate and regional levels. His clients have included Barclays Bank, BP, Esso, IBM, Microsoft, Nokia, Orange, Subway and Xerox.

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FORTHCOMING

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 A Strategic Approach to Maximize Business Profitability
Jonathan O'Brien

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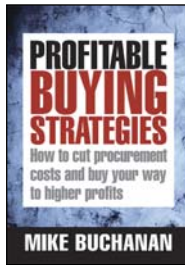
Category Management is a technique used to understand markets, analyse spend and make purchasing decisions which save money. It is about a pathway from accepting mediocre goods and services at high cost, to effective supply management which delivers real value.

The book includes case studies and practical examples, which provide a clear definition and understanding of category management. The author presents a step by step process for its implementation and use, allowing students to analyse complex sourcing situations quickly and clearly and develop innovative and creative proposals for sourcing.

CONTENTS: Category management explained; Sourcing strategically; Managing the market; Driving change; Breakthrough thinking; Customer focus; Cross functional teams that work; The five stages of Category Management; Future implementation for purchasing; Corporate social responsibility; The global marketplace; The role of category management for the future.

JONATHAN O'BRIEN is a Director and Co-Owner of the international purchasing consultancy and training provider; Positive Purchasing Ltd. He has over 20 years experience working in Purchasing.

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Profitable Buying Strategies
 How to Cut Procurement Costs and Buy Your Way to Higher Profits
Mike Buchanan

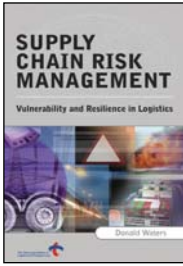
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Profitable Buying Strategies shows your students a long term, structured approach to cost reduction through smart procurement practices. This straightforward guide explains the philosophy and psychology of buying; buying concepts, tools and techniques; changes that deliver cost reduction; market testing; outsourcing and insourcing; negotiation and the legal aspects; e-procurement; and organizational issues. It also includes a plethora of case studies, and appendices outlining the successful cost reduction drives of a number of major organizations.

CONTENTS: The philosophy and psychology of buying; Important buying-related concepts; Effective tools and techniques; The changes that deliver cost reduction; Market testing; Outsourcing and insourcing; Negotiation; Contracts and contract law; E-procurement; Organizational issues.

MIKE BUCHANAN has 25 years of senior-level experience in procurement, almost all within major private sector organizations across many market sectors. He is now a highly successful procurement consultant - and the Chief Executive of a UK-based procurement consultancy, LPS.

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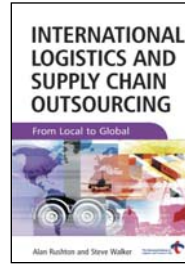
Supply Chain Risk Management introduces this important subject and explains why it is vital for students to understand it. Starting with a definition of risk and supply chain management, it explains the current trends affecting the supply chain and provides detailed guidance on how to identify and analyse risks.

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DONALD WATERS (see page 3 for this author's profile).

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From Local to Global

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International Logistics and Supply Chain Outsourcing is a comprehensive guide to the use of outsourcing logistics and supply chain operations. It includes a review of the market, an assessment of the major providers, a description of the main services available and a consideration of the key drivers for outsourcing.

Designed for your students to use as a quick reference guide as well as a definitive text that supplies comprehensive explanations, *International Logistics and Supply Chain Outsourcing* provides a single source for the description and application of all aspects of logistics and supply chain outsourcing.

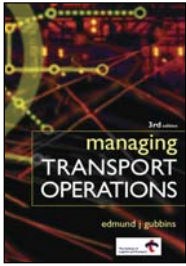
CONTENTS: Introduction and background; The outsourcing market; Regional logistics market; Outsourcing operations and services; Major providers; Key drivers; Current issues and influences; The selection process; Outsourcing management; 4th party logistics and beyond.

ALAN RUSHTON is a Director of Dialog Consultants Ltd, a consultancy specializing in distribution, logistics and supply chain management. He is formerly Director of Graduate Programmes at the Centre for Logistics and Transportation, Cranfield School of Management, UK.

STEVE WALKER is currently Supply Chain Solutions Director, EMEA for the DHL Exel Supply Chain Business. He has regularly lectured at Cranfield School of Management, UK and held the post of external examiner.

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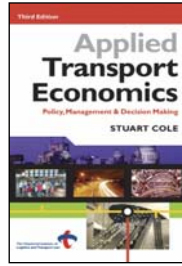
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CONTENTS: The Fundamental principles of transport; Modal characteristics; Ownership and organization; Management functions and policy formation; Transport marketing; Safety regulations; Economic regulation; Logistics and transport; Urban transport; New technology; Future developments.

EDMUND J GUBBINS has been a lecturer in Transport Operations at Loughborough University, UK for over 25 years. He is at present a Tutor for the IoLT M.Sc. and the IoLT module on Business Strategy and Planning for the Advanced Diploma in Transport.

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PROFESSOR STUART COLE is based at the University of Glamorgan, UK. He also runs a private practice specializing in transport economics, policy, planning and marketing.

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PROFESSOR JOHN HIBBS is Emeritus Professor of Transport Management at the University of Central England, UK, and has worked in management for the bus industry and for British Rail. He has written numerous titles on the economics, marketing and management of transport.

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JOHN TIFFIN is The Emeritus Professor of Communications at Victoria University, Australia.

PROFESSOR CHRIS KISSLING is Chair of Transport studies at Lincoln University, New Zealand.

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