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**FW: Invitation to meet with Graham Martin, Carousel CEO, on latest 'Brexit and logistics' whitepaper**

3 messages

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**RAAB, Dominic** <dominic.raab.mp@parliament.uk>  
To: "[REDACTED]@dexeu.gov.uk" <[REDACTED]@dexeu.gov.uk>

11 September 2018 at 10:35

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**From:** [REDACTED]  
**Sent:** 11 September 2018 09:33  
**To:** RAAB, Dominic <[dominic.raab.mp@parliament.uk](mailto:dominic.raab.mp@parliament.uk)>  
**Subject:** Invitation to meet with Graham Martin, Carousel CEO, on latest 'Brexit and logistics' whitepaper

Dear Mr Raab,

I am contacting you on behalf of Carousel, the European service logistics specialist.

Carousel has just published their latest whitepaper, 'Brexit and logistics: A catalyst for change and innovation?', which I have attached for your reference.

I have also attached a personal letter from Graham Martin, Carousel's CEO, who would be delighted to talk to you about the findings and the trends he is seeing in the industry.

The report exclusively surveyed senior logistics and supply chain professionals from 80 multinational organisations in the UK and Germany, most notably finding that:

- 46% businesses believe they will have time to prepare for Brexit (while just 18% believe they will not)
- 50% businesses still feel in the dark about what is required ahead of Brexit
- 38% of UK businesses say Brexit has increased their need for better technology solutions, compared to just 18% of German companies

44% of UK manufacturers foresee an increase in logistics spend post-Brexit

Please do let me know if you have any questions about any of the findings or when a suitable time to meet with Graham might be.

Kind regards,

[Redacted]

[Redacted]

**Senior Executive**

Office: [Redacted]

Mobile: [Redacted]

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**2 attachments**

 **Carousel Brexit and logistics A catalyst for change and innovation.docx.pdf**  
350K



**Letter from Graham Martin to Dominic Raab.pdf**  
120K

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Rt Hon Dominic Raab

Member of Parliament for Esher and Walton  
House of Commons  
London  
SW1A 0AA

High performance service logistics for  
high performance industries

**11 September 2018**

**Re: Detailed survey of UK and German manufacturers' attitudes to Brexit**

Dear Secretary of State,

I am the European Chief Executive of Carousel, a leading European service logistics specialist, and I am writing to you to share the findings from a large research project we have conducted with UK and German manufacturers exploring their attitudes and level of preparations ahead of Brexit.

Working with research consultancy Analytiqa, we interviewed senior logistics, operations and supply chain professionals from multinational manufacturers and service providers in the UK and in Germany.

The 80 companies involved are leaders in their respective manufacturing industries and include those in agriculture, automotive, chemicals, healthcare (pharmaceuticals and medical equipment), industrial manufacturing, utilities and technical engineering.

The key findings included:

- 46% of UK and German businesses believe they will have time to prepare for Brexit (while just 18% believe they will not), but 50% still feel in the dark about the specifics of what is required;
- Only one in five UK companies feel informed about the consequences of Brexit;
- Over a third (38%) of UK businesses say Brexit has increased their need for better technology solutions, compared to just 18% of German companies;
- Nearly a third (30%) of UK businesses say Brexit has prompted their business to be more innovative with solutions; and
- 44% of UK manufacturers foresee an increase in logistics post-Brexit.

As you will be aware, the debate around the effect of Brexit on trade and movement of goods is at the heart of the ongoing negotiations and political debate. As you can see from our research, the logistics and manufacturing sectors are prepared to innovate and develop solutions to enable trade to continue the strong business relationships with the UK and mainland Europe.

I have attached a copy of our research and would welcome the opportunity to discuss the findings with you.

Yours sincerely





**Graham Martin**  
**European Chief Executive Officer**  
**Carousell Logistics**