

b-spokes

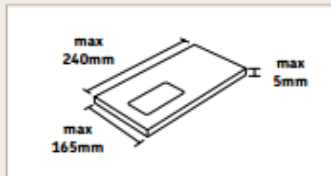
Cargo Bike Delivery for Last Mile

*Nino Allenza,
January 2015*



Large letters and small parcels

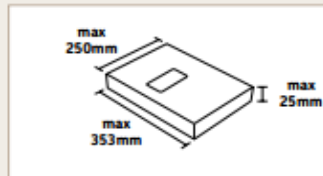
Letter Up to 100g



For example:

- Most letters
- Postcards
- Bills and statements
- Some brochures and catalogues
- Most greetings cards

Large Letter Up to 750g

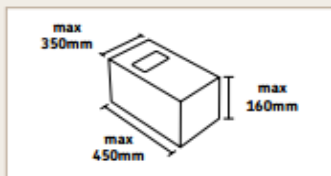


For example:

- Letters containing unfolded A4 paper
- Most brochures
- CDs*
- DVDs*
- Catalogues and company reports

*Not applicable for Business Mail Large Letters.

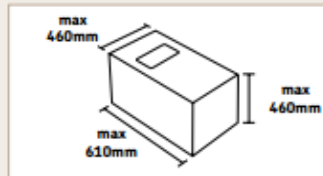
Small Parcel Up to 2kg



For example:

- Most books
- Most items of clothing
- Most toys and gifts
- Most footwear

Medium Parcel Up to 20kg



For example:

- Most household appliances
- Most footwear
- Larger items of clothing





Why the resurgence?



Last Mile Delivery?



- ⚙️ The final leg
- ⚙️ Up to 28% of the journey cost
- ⚙️ Most problematic

Holland - DHL

Replaced 10% fleet
Operate 33 bikes
Annual Savings

152 metric tons CO₂
430,000 EUROS



Germany



France



Holland



Denmark

Cargobikes



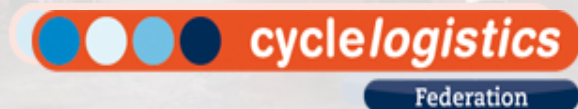
About b-spokes

⚙️ b-spokes is the largest rickshaw company in the UK, trading for 15 years

⚙️ 1st to introduce the UK to emission free passenger transport

⚙️ Customer mix of local, blue chip and large international courier customers

⚙️ Founding Member of European Cycling Logistics Federation



⚙️ Extensive experience of multi-drop delivery in Edinburgh for a number of large international carriers

B-Spokes & DHL in Edinburgh



- ⚙️ Productivity increased 25%
- ⚙️ Increased B2C delivery rate through flexible working practices
- ⚙️ CO₂ emissions reduced
- ⚙️ Fuel savings of £10 per day per 100 packages



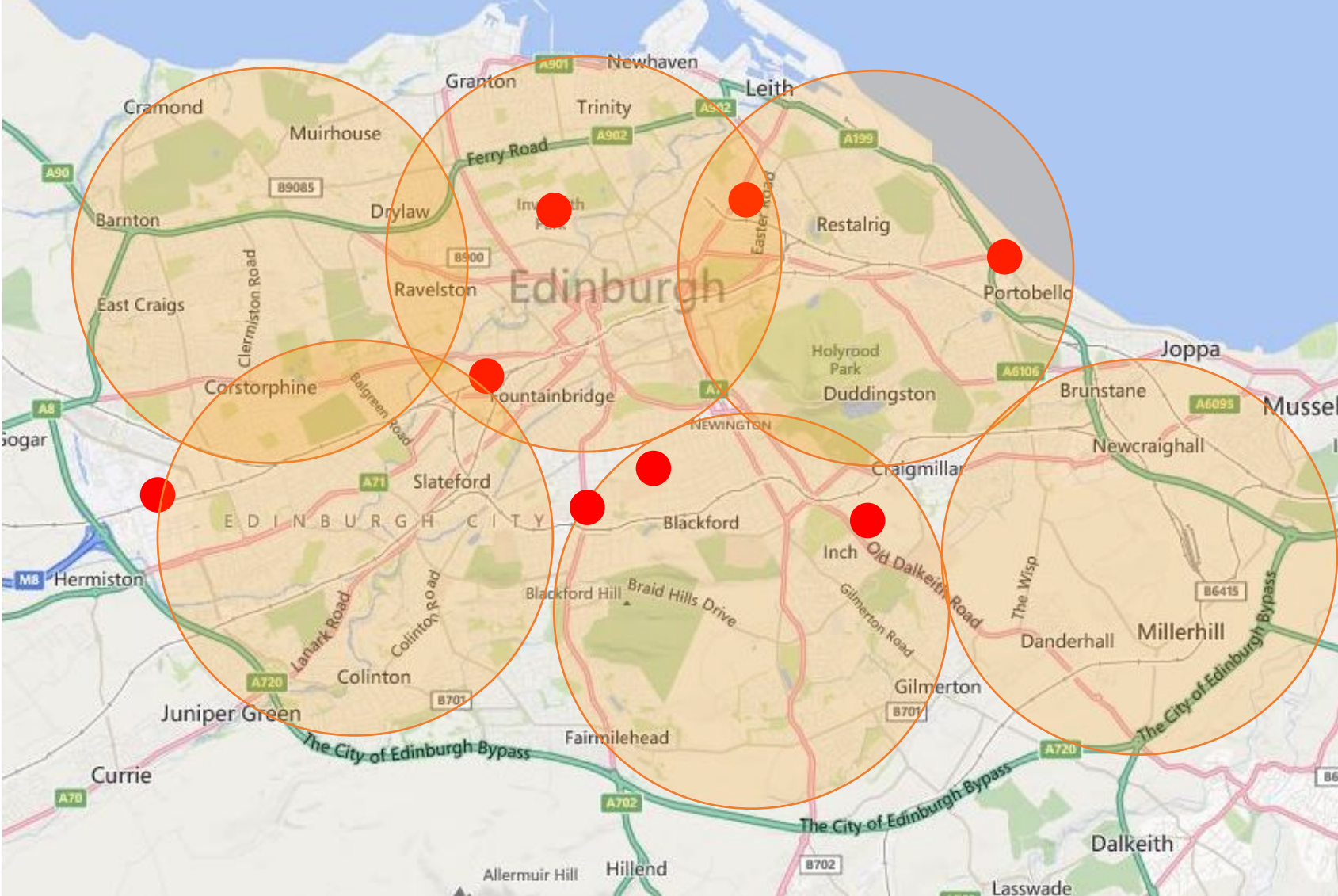
“We at DHL looked at b-spokes to help ***enhance*** not only the environmental credentials for the business but to combine this with ***greater productivity*** in our busy congested city centre routes and found them to be the ***perfect solution***.

This partnership was ***further enhanced*** over the busy peak period for the business with b-spokes becoming the ***number 1 supplier*** for DHL within Edinburgh’s City Centre for both the B2B and the ***ever expanding*** B2C market with ***fantastic results***. “

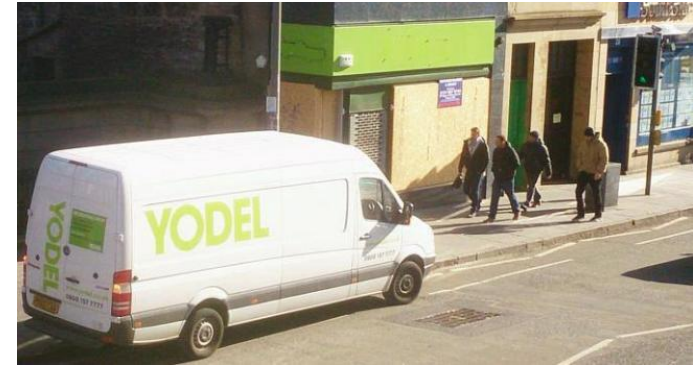
*Martin Dunlop, Service Centre Manager,
DHL Express, Edinburgh*



The Midlothian question?



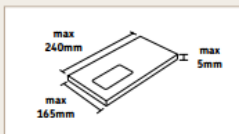
Why do we need more of these?



Cargo Bikes more effective for.....

Similar capacity
to small parcel
vans

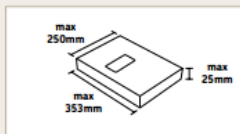
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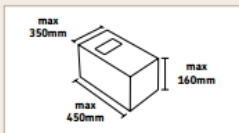


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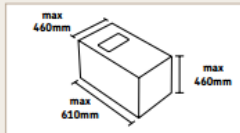
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Online shopping fuels home delivery

Royal Mail - first annual results as a private company - revenue edging up 2% year-on-year to £9.46bn *driven by e-commerce and parcel growth* as letter business declines.



June 2014 - TNT Post (now Whistl) handling more than **100 million** packets & parcels per year, with the *growth of an e-commerce sector forecast to grow by 16% in the UK* by the end of the year



In 2013, over 1 billion online orders. Within 5 years, this will grow by 29% to 1.35 billion

5 of the top 6 suited to Cargo Bikes

Rank	Volume of deliveries by product in 2018 (number in brackets shows the number of deliveries in 2013)	% increase in delivery by product from 2013 to 2018
1	Clothing & Footwear - 256m (170m)	51%
2	Music & Film – 245m (159m)	54%
3	Food - 186m (134m)	20%
4	Books – 161m (134m)	39%
5	Health & Beauty – 150m (102m)	48%
6	Electricals – 105m (65m)	61%
7	Other – 61m (51m)	19%
8	Homeware – 31m (28m)	13%
9	Toys – 25m (20m)	22%
10	DIY & Gardening – 25m (20m)	27%
11	Sports – 11m (9m)	20%

The time is now



PRODUCTIVE



SAVES



SUSTAINABLE



