



Buying parcel transport in a \$100 oil barrel world






RESULTS

May % fuel surcharge



For international express services

	46,75%	↑
	47%	↑
	49,75%	↑

Comparison of carriers FS (DE - may)



ROAD

23,34%

AIR

41,75%



ROAD

28,50%

AIR

49,75%



ROAD

24%

AIR

47%



ROAD

34,50%

AIR

46,75%



ROAD

30,90%

AIR

30,90%

Kerosene shortage - an emerging risk for global express

DIVE BRIEF

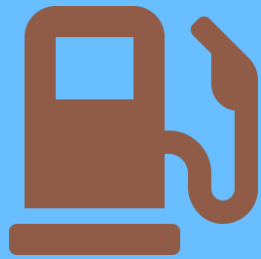
DHL CEO flags jet fuel supply constraints in Asia

While the logistics giant has more fuel certainty at major hubs, the ongoing crunch is raising prices and posing challenges at some Asia-based airports.

Published May 5, 2026



April Road Surcharge



anpost

11,90%

Royal Mail

16%

DHL
1,25%

colissimo

11,75%

Correos

6,50%

0,04
CHF/parcel

SWISS POST

Posteitaliane

14,21%



**How to control
(or even reduce)
your parcel budget in
2026 world context ?**

TIPS

#1



Audit your invoices & analyze surcharges

Additional surcharges analysis

Surcharge Description	2021 recurrence	\$ - your cost per unit	Surcharge Amount \$	Average cost/surcharge
Adult Signature Required				
Residential Delivery				
Declared value greater than \$0				
Additional Handling Charge - Dimensions (EXP)				
Saturday Pickup				
Residential Delivery - Grd				
Saturday Delivery				
Peak - AHS Charge				
Direct Signature Required				
FE DAS Residential				
Third Party Billing				
Additional Handling Charge - Dimensions (GND)				
Oncall Pickup				
Declared Value greater than \$0 - Grd				
Address Correction				
DECLARED VALUE				
AHS Freight				
HO Pickup				
Address Correction - Grd				

Power BI Dashboard

Filtres

Dates

02/01/2025 30/08/2025

Compte Expéditeur

Tout

Type de Flux

Export

Service

WW Standard

Nombre d'envoi

1788

Poids Total (kg)

5,90K

Prix Total (€)

K

Poids Moyen (kg)

3,30

Prix Moyen (€)

Prix / Kilo

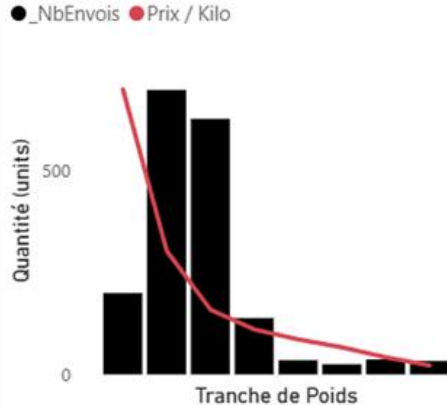
Frais Supp.



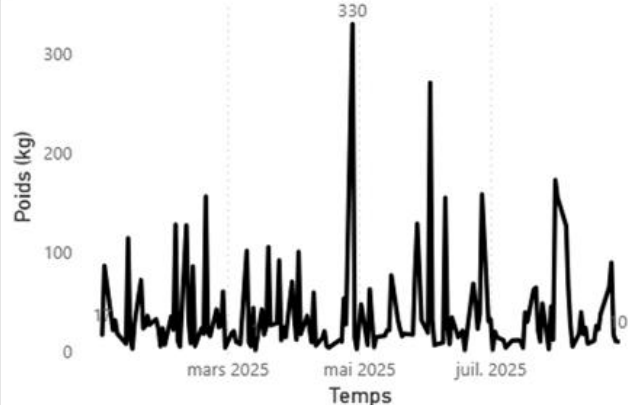
Carte des Destinations



Distribution des Poids par Envoi



Saisonnalité Volumétrique



Performance par destination

Pays de Destination	Prix / Kilo	Nombre d'Envoi
GB		1577
CH		191
NO		20
Total		1788

Power BI Dashboard



Date de facture

13/06/2025 10/03/2026

No Facture

Tout

Catégorie de dépense

Tout

Pays départ

Tout

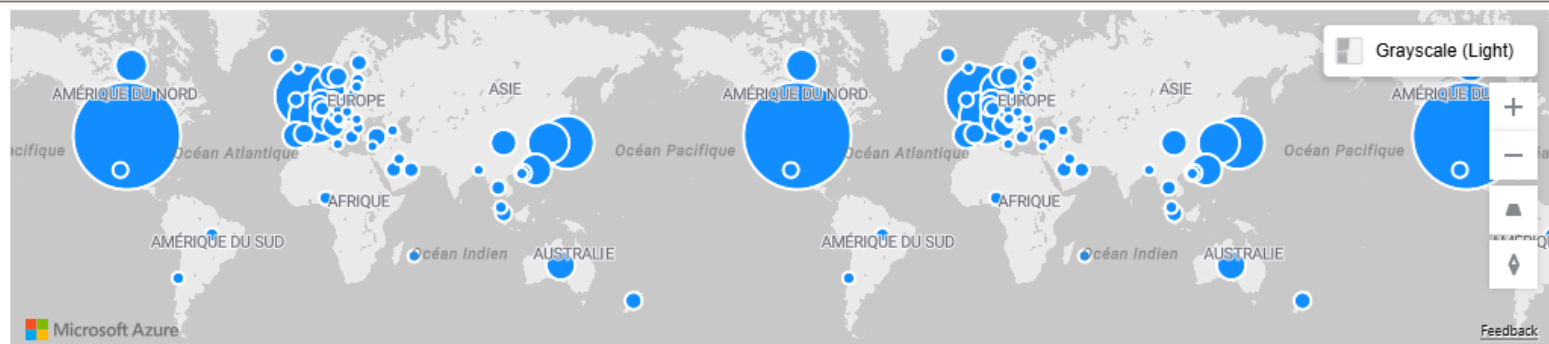
Pays d'arrivée

Tout

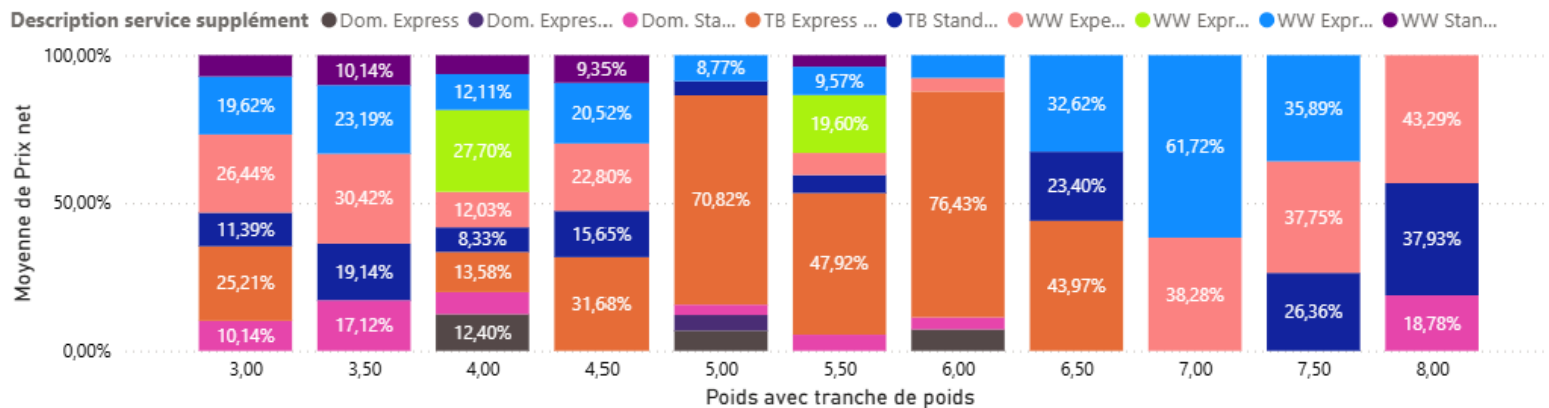


TOTAL ENVOIS	TOTAL COLIS	TOTAL FACTURÉ HT	POIDS REEL FACTURÉ	COÛT MOYEN
9 944	9 944		2,46 Kg	

Répartition de la dépense par pays d'arrivée



Répartition des services en fonction des tranches de poids



TIPS B2C

E-commerce only

#2



Challenge the cost of your delivery options

Delivery

TO BE FREE OR NOT TO BE



\$20.00

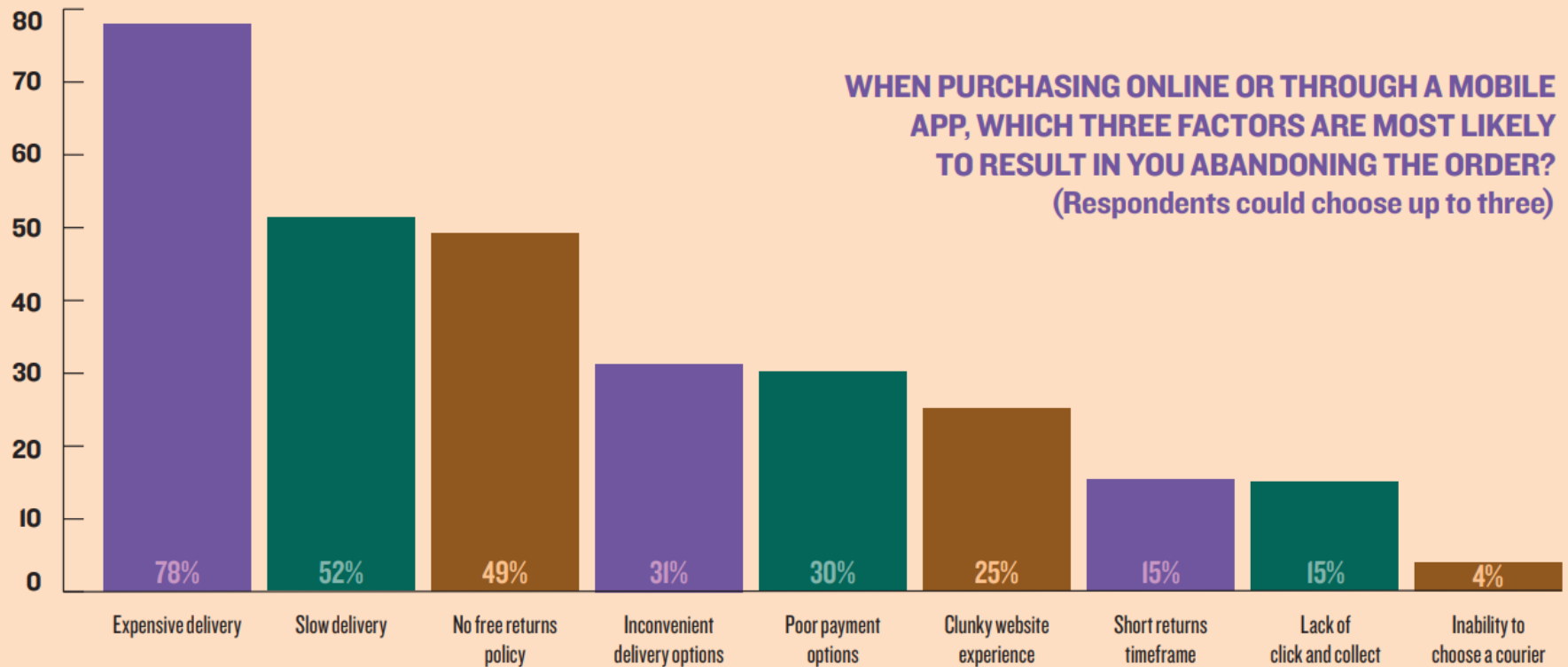
+ \$3.99 Shipping



\$23.99

+ FREE SHIPPING

Delivery: the number one reason for shopping cart abandonment



Optimized delivery conditions

	🛒 Customer Cart €		
choose your delivery 🖱️	< 49€	49 to 79€	> 79€
🏪 Pick-up point	2,99 €	Free	Free
<i>*Incite customers to select pick-up</i>			
🏠 Standard home delivery	4,99 €	2,99 €	Free
<i>*Delivery cost decreases with bigger cart</i>			
✈️ Express 24H home delivery	7,99 €	5,99 €	3,99 €
<i>*Express should never be free</i>			

TIPS B2B

#3



**Challenge the "Need for Speed":
stop using express when economy
services could be selected**

Economy shipping services with lower fuel surcharges



Economy Select



Economy

International Economy

International Connect Plus



Standard Shipping

Expedited

Worldwide Economy

Fuel surcharges vary depending on the service



FedEx Express Services  **47 %**

FedEx Economy Services  **24 %**

DHL Express International  **46,75 %**

DHL Express Domestic  **34.50 %**

DHL Economy Intra-EU  **34.50 %**

UPS Express Service  **49,75 %**

UPS Standard Service  **28,75 %**



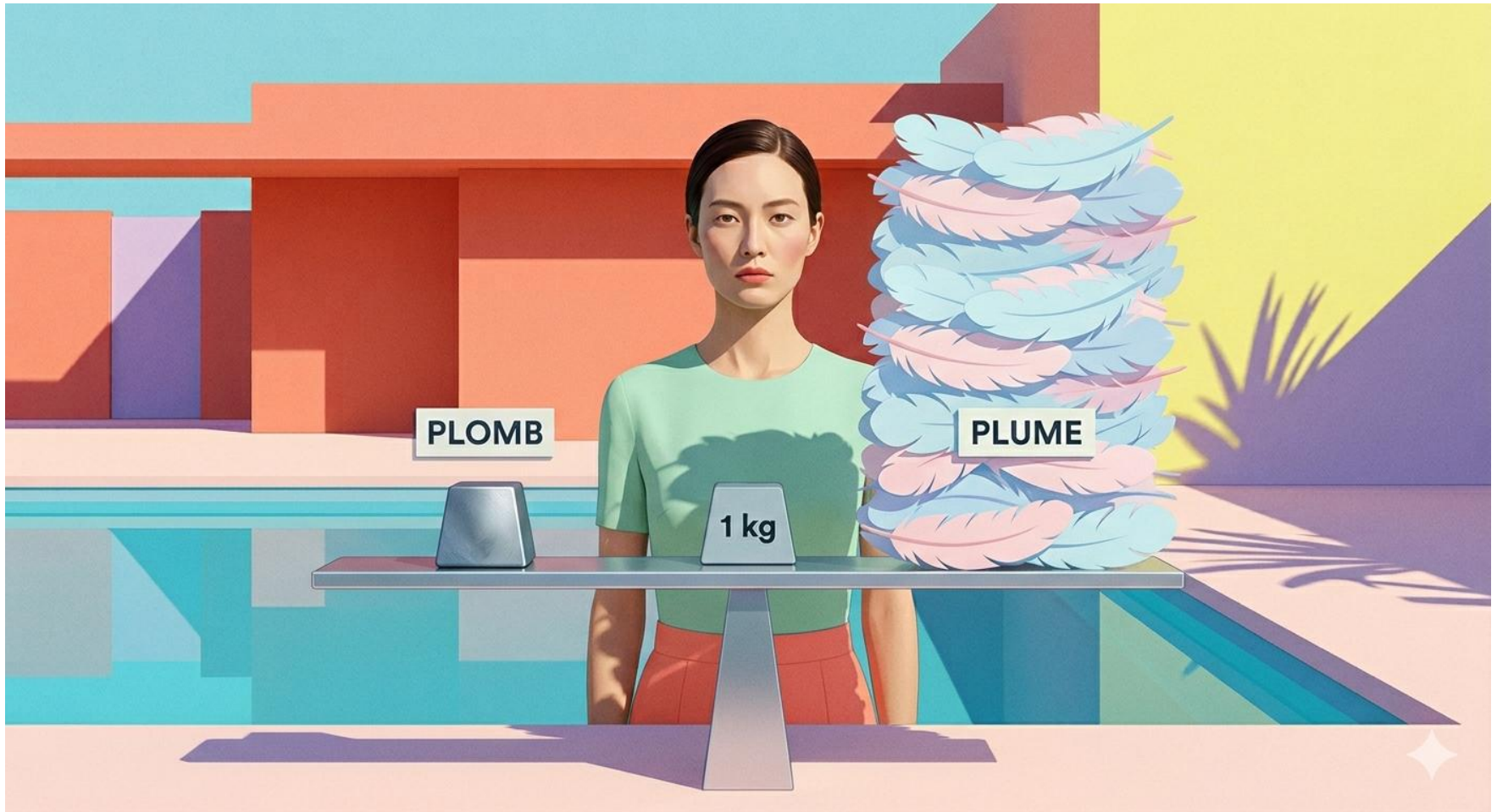
TIPS

#4



Pay attention to the size of your parcels!

Volumetric weight principle



Volumetric weight calculation

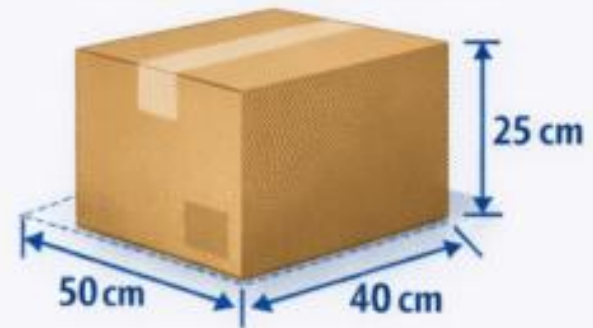
Actual Weight



Actual Weight = 8.5 kg

Rounded to 9 kg (slab)

Volumetric Weight



$$50 \times 40 \times 25 \div 5000 = 10.100 \text{ kg}$$

Volumetric Weight = 10.100 kg

Rounded to 11 kg

Chargeable Weight = 11 kg

(Higher of Actual vs Volumetric)

Identify volumetric weight information on carriers' invoices

Shipment No. / Parent ID		Service		Zone	Weight/ Container 1.0 / 4.0 D PKG
Date		Domestic Express Saver		1	
March 6					
Shipper:					
Consignee:					
Payer	Description	Amount	Basic Discount /		Net Price
Shipper	Freight	35.20	25.92		9.28
	Fuel Surcharge	11.97	10.39		1.58
Audited Dimensions = 44 x 32 x 13 cm					
Total Shipment Amount		EUR 47,17	36,31		10,86
20.00 % VAT					2.18

Symbol Meanings

D Dimensional Weight corrected after UPS audit

An extra 1 cm equals an extra 1 kg !

	Dimensions (cm)			Weight (kg)		Optimal size?
	Length	Width	Height	Volumetric (ratio 5000)	Billed* (rounded up)	
Box A	40	20	12	1,92	2 kg	✓
Box B	40	20	13	2,08	2.5 or 3 kg*	✗

*Carriers round up the weight to the next increment of 500 g (international) or 1 kg (express shipments within France).

Audit your packaging boxes

from "XS" to "XL"...

	ref 1	ref 2	ref 3	ref 4	ref 5	ref 6	ref 7	ref 8	ref 9	ref 10	ref 11	ref 12		
References	XS 1	XS 2	S 1	S 2	M 1	M 2	L 1	L 2	L 3	XL1	XL2	XL3		
Length (cm)			23,0		29,0		41,0			50,0				
Width (cm)			13,0		21,0		25,0			37,5				
Height (cm)			12,0		15,0		20,0			25,0				
Volume (m3)	0,000	0,000	0,004	0,000	0,009	0,000	0,021	0,000	0,000	0,047	0,000	0,000		
Vol. Weight (KG)	0,00	0,00	0,72	0,00	1,83	0,00	4,10	0,00	0,00	9,38	0,00	0,00		
Taxable Vol. Weight (Rounded up 500g)	0,00	0,00	1,00	0,00	2,00	0,00	4,50	0,00	0,00	9,50	0,00	0,00	TOTAL	
Qty Boxes (Period)	-	-	100	-	200	-	80	-	-	40	-	-	420	Avg Vol. Weight / Box
Total Taxable Vol. Weight (KG)	0	0	100	0	400	0	360	0	0	380	0	0	1 240	2,95 KG

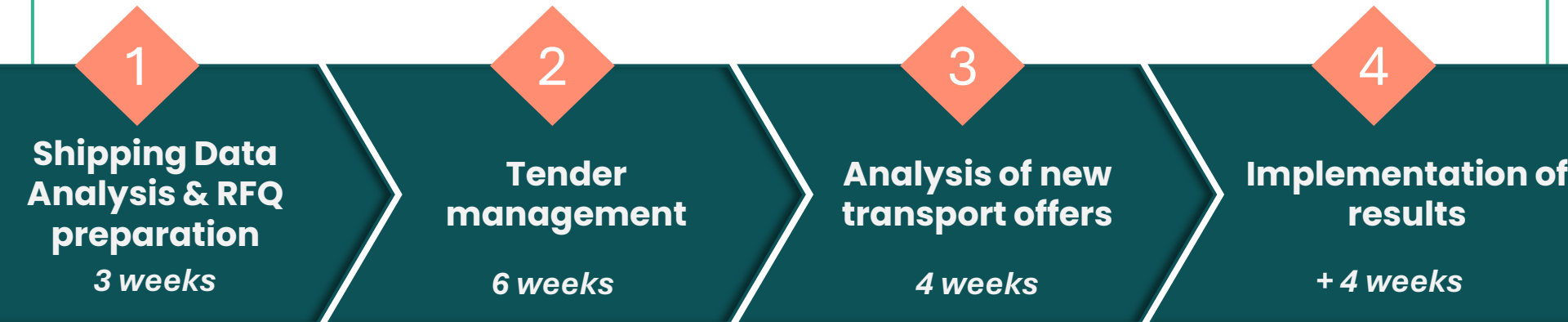
TIPS

#5



Negotiate better shipping rates

The 4 stages of a parcel RFQ



Analysis of costs...



... by Weight

Average Weight Category	Actual Spend	FedEx Saving (%)	UPS Saving (%)	DHL Saving (%)
0-2kg	\$325 632,00	31,50%	5,20%	1,50%
2-5kg	\$252 369,00	25,30%	1,30%	2,60%
5-10kg	\$175 236,00	5,30%	2,60%	1,10%
10-20kg	\$156 933,00	6,30%	2,50%	-6,50%
20-30kg	\$78 963,00	11,20%	2,10%	-11,20%
30-50kg	\$149 600,00	10,30%	0,80%	-15,00%
>50kg	\$423 632,00	5,20%	0,20%	-25,00%



... by Payer Country

Payer Countries	Actual Spend	FedEx Saving (%)	UPS Saving (%)	DHL Saving (%)
China	\$623 417,00	13,50%	1,60%	-5,60%
India	\$290 610,00	32,60%	0,00%	-18,60%
Indonesia	\$256 321,00	12,30%	4,80%	-1,30%
Hong-Kong	\$156 933,00	10,30%	0,30%	1,20%
Iran	\$52 633,00	11,20%	4,80%	-41,20%
Japan	\$35 693,00	5,60%	4,50%	10,20%
UAE	\$25 894,00	19,70%	1,10%	-10,30%
Saudi Arabia	\$21 033,00	26,30%	2,30%	-15,60%
Vietnam	\$15 693,00	20,50%	0,80%	25,30%



... by Lanes

Lane	Actual Spend	FedEx Saving (%)	UPS Saving (%)	DHL Saving (%)
CN-VN	\$35 620,00	-31,00%	6,00%	13,00%
CN-PH	\$25 698,00	-4,00%	0,00%	5,00%
IN-JP	\$25 693,00	-4,00%	-44,00%	0,00%
SG-JP	\$12 659,00	-11,00%	-59,00%	23,00%
SA-CN	\$8 265,00	-68,00%	39,00%	36,00%
JP-CN	\$5 698,00	30,00%	-8,00%	16,00%
TH-SG	\$4 589,00	-53,00%	0,00%	-57,00%
HK-IR	\$3 587,00	-9,00%	-12,00%	-71,00%
VN-IN	\$3 569,00	-69,00%	47,00%	-27,00%



... by Account Number

Account Number	Actual Spend	FedEx Saving (%)	UPS Saving (%)	DHL Saving (%)
470117511	\$336 952,00	13,50%	1,60%	-5,60%
296095872	\$256 321,00	12,30%	4,80%	-1,30%
470118086	\$186 231,00	32,60%	0,00%	-18,60%
301090051	\$158 963,00	41,20%	58,30%	5,20%
472172827	\$156 933,00	10,30%	0,30%	1,20%
470373426	\$125 986,00	11,00%	2,70%	5,90%
476678067	\$52 698,00	15,60%	3,60%	-10,00%
808479128	\$52 633,00	11,20%	4,80%	-41,20%
231386551	\$45 269,00	20,50%	0,80%	25,30%

About ColisConsult

ColisConsult in 1 minute

We are an independent consulting and brokerage firm specializing in the optimization of parcel & pallet transport (B2B & B2C).



Since 2009, we have donated 1% of our revenue to environmental associations.

Your benefits



Competitiveness

The best possible transport rates



Quality

No compromise on quality of service



Security

No wasted time and no risk with success fee billing

Our ambassadors

33 companies
have recommended
ColisConsult
on my LinkedIn
Profile



Customer testimonials



Coralie Cappe
Sourcing Manager
Europe at Columbia



“ Good experience working
with Colisconsult team for our
Parcel business in Europe.

Flexibility, reactivity, accuracy
contributed to tangible
outputs ”



LinkedIn
RECOMMENDATIONS

Customer testimonials



Remi Forgeot

Directeur Financier

Firmenich

"The results were higher than expected. Matthieu was always there, at any step of the process, giving advices, explanations and really doing his best to obtain results"



ColisConsult

LinkedIn
RECOMMENDATIONS

Customer testimonials



Virginie Tueta
Purchasing director



"Deep knowledge of the industry and carriers' organizations.... I highly recommend ColisConsult for any parcel RFQ project."



LinkedIn
RECOMMENDATIONS

Summary: 5 actions to buy transport in a \$100 oil barrel world



01

Audit Your Invoices

Focus on surcharges — they're where hidden costs accumulate fastest.



02

Challenge the cost of your delivery options

Encourage your customers to choose the most cost-effective options.



03

Choose Slower Services

Lower transport cost and lower fuel surcharge percentage when possible.



04

Minimize Packaging Size

Use the smallest possible packaging to limit volumetric weight impact.



05

Challenge Carrier Rates

Launch an RFQ to benchmark and negotiate better pricing.

Let's continue the discussion...

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- Follow me on LinkedIn!



Since 2009 we have been donating
1% of our sales to the preservation
and restoration of the natural environment