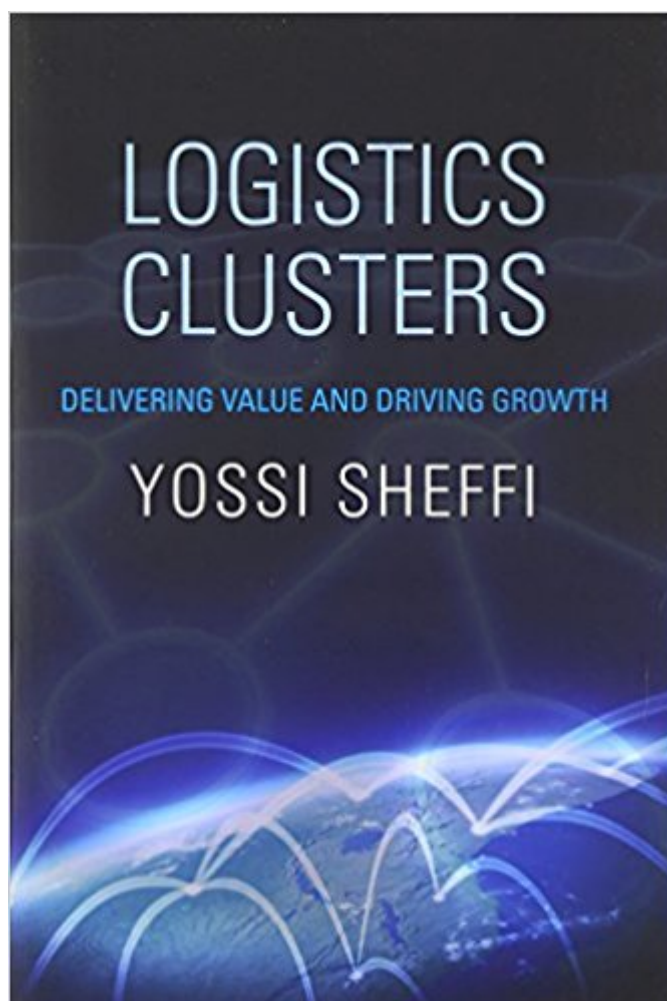


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# Logistics Clusters: Delivering Value And Driving Growth (MIT Press)



## Synopsis

Why is Memphis home to hundreds of motor carrier terminals and distribution centers? Why does the tiny island-nation of Singapore handle a fifth of the world's maritime containers and half the world's annual supply of crude oil? Which jobs can replace lost manufacturing jobs in advanced economies? Some of the answers to these questions are rooted in the phenomenon of logistics clusters--geographically concentrated sets of logistics-related business activities. In this book, supply chain management expert Yossi Sheffi explains why Memphis, Singapore, Chicago, Rotterdam, Los Angeles, and scores of other locations have been successful in developing such clusters while others have not. Sheffi outlines the characteristic "positive feedback loop" of logistics clusters development and what differentiates them from other industrial clusters; how logistics clusters "add value" by generating other industrial activities; why firms should locate their distribution and value-added activities in logistics clusters; and the proper role of government support, in the form of investment, regulation, and trade policy. Sheffi also argues for the most important advantage offered by logistics clusters in today's recession-plagued economy: jobs, many of them open to low-skilled workers, that are concentrated locally and not "offshorable." These logistics clusters offer what is rare in today's economy: authentic success stories. For this reason, numerous regional and central governments as well as scores of real estate developers are investing in the development of such clusters. View a trailer for the book at: <http://techtv.mit.edu/videos/22284-logistics-clusters-yossi-sheffi>

## Book Information

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## Customer Reviews

Yossi Sheffi's recognition of a select group of cities as logistics hubs, each with its own particularities, provides beneficial insight into new developments, business opportunities and services. His book stresses the dynamics and the different roles these trade hubs take on to serve the world; his detailed portrayal of each of the logistics hubs around the world and how he brings each case up to date is magnificent. (Alberto Alemán Zubieta, Administrator/CEO, Panama Canal Authority) As much as anyone I know, Yossi Sheffi has advanced the cause of logistics as an academic discipline. I often call on him for his unique insight on how logistics intersects the worlds of technology, public policy, global trade, and other macro issues. In his book, he gives us an account of the broader impact as opportunities emerge and business models change because of the timing advantages that come from close access to air transport and overnight connections to most any place in the world. (D. Scott Davis, CEO, UPS) Yossi Sheffi succinctly summarizes the major current developments in worldwide logistics in this well-written book. (Frederick W. Smith, Chairman & CEO, FedEx Corporation) Logistics has become an essential part of competition and the modern global economy. Logistics clusters, in which sets of logistics activities co-locate and concentrate in particular locations, have emerged across the globe. Such clustering unlocks large positive externalities and economic growth in logistics while stimulating related economic diversification in logistically intensive fields. Yossi Sheffi's book provides a fascinating description of the power of clusters in services and the evolution of logistics clusters globally. This interesting book shows how clusters are getting more important in the global economy, not less, defying predictions of the end of geography. (Michael E. Porter, Bishop William Lawrence University Professor, Harvard Business School) This book provides valuable insights for business leaders who are building their global and Asian supply chains. We are proud that renowned supply chain management expert Yossi Sheffi has highlighted Singapore as one of the successful logistics clusters alongside cities like Memphis, Chicago, Rotterdam, and Los Angeles. Based on solid research and practical examples, Sheffi's book offers a perceptive understanding of the roles governments, businesses, and academia can play to create an enabling environment for logistics clusters to thrive. (Leo Yip, Chairman, Singapore Economic Development Board) An insightful book, with real world cases from all over the globe, that show the benefits of logistics clusters. An interesting read for logistics professionals and certainly for us at Port of Rotterdam Authority, who focus on developing a vital port cluster both in Rotterdam and in some selected emerging clusters around the world. (Hans N.J.

Smits, President and CEO, Port of Rotterdam Authority) Yossi Sheffi's lucid book reveals how logistics clusters enhance the productivity of global supply chains, promote trade, sustain economic growth, and create good jobs. (Klaus Schwab, Founder and Executive Chairman of the World Economic Forum) Yossi Sheffi has done a fabulous job of describing the role of the supply chain for our country and the rest of the world. The result is a new kind of development focused on logistics that is not only increasing the value and benefits of the supply chain, but lowering overall logistics costs, energy consumption and environmental emissions, while driving new capital investment and job-creating growth. Logistics Clusters is a must read for anyone interested in strengthening their competitive position in our national and global economies. (Matthew K. Rose, Chairman & CEO, BNSF Railway Company)

Yossi Sheffi is the Elisha Gray II Professor of Engineering Systems at MIT and Director of the MIT Center for Transportation and Logistics. He has worked with manufacturers and leading service providers around the world on supply chain issues and is an active entrepreneur, having founded and co-founded five successful companies since 1982. He is the author of *The Resilient Enterprise: Overcoming Vulnerability for Competitive Advantage* (MIT Press) and *Urban Transportation Networks* (Prentice hall). --This text refers to the Hardcover edition.

I like this book, as Yossi managed to break down the various aspects of building and sustaining logistics clusters very well. This, to me, was fantastic. If I were a public policy planner, I would rate this book as a must read. However, it is also a must read for anyone in this business, as it helps to make a person understand the larger picture when it comes to logistics, as a business

This is not a book about either logistics or supply chain management. It is actually a book about a specific type of cluster as its title suggests. One note: my first contact with the concept of cluster was originated when I read *Competitive Advantage* by Michael Porter and such concept really kindled my interest. The book is full of examples regarding the characteristics and advantages of logistics clusters. Many examples are concerned with the clusters of Saragoza, Rotterdam, Panama, and Singapore. I particularly enjoyed the up-to-date figures that are presented throughout the book which might be of some interest for further readers. In this connection, by the end of the book the section NOTES provides a number of references that support the author's arguments. As a matter of information, Yossi Sheffi carried out an in-depth study as for logistics features of the above clusters. On a cost x benefit analysis, the book is a must and should be kept on the bookshelf

of everyone into the logistics area. I therefore strongly recommend purchasing the above book.

Fascinating look at logistics clusters and what they mean for business and industry actors located nearby, or considering where to locate. Important reading for those seeking careers in logistics, or in those businesses dependent on logistics. Understanding geographic opportunity is an important component, and very interesting are the chapters on the business opportunities that come from understanding movement of materials and goods, and the transportation channels used.

I always look forward to reading anything that Yossi writes. He is one of those guys that anyone involved in logistics and supply chain management should listen to and read what they write. I really enjoyed this book and have used some of the ideas contained in this book in recent speaking engagements. This book is really worth reading for anyone that is concerned about economic development and job growth. Plus, it is well-written.

Great book on how logistics works. How business works. It's impressive to listen how much of an impact logistics has in certain areas. Tons of great insider information on how companies work. A must read!!

For anyone curious about logistics clusters, this book talks about the successful and fails and all the important factors that people in the industry should know. I loved the history part of the book, with the Renaissance examples and how the model still applies in today's world. This book is a new classic.

This book was a fun read for my college Logistics class. It turns the know how of modern day logistics into plain English. The author has proven himself to be very knowledgeable in the subject as there are details, examples, and analogies of how goods get from A to B today.

Good Information

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