



Cultivating the Changing Parcel Landscape

2020 has been one of the most challenging years in current history. Who knows “what getting back to normal” will mean? What we do know, is we all must deal with the realities in front of us. Outside of hoping the best for the health and safety of family and friends, we must continue to move our businesses forward. Like you and your business, AFMS has adapted to the changing environment of the parcel shipping industry. Many of you have adapted to more online shipping while at the same time the carriers have had to adjust how they adapt as well. Cultivating this Changing Parcel Landscape for our clients is our top priority. From the carriers discontinuing Guaranteed Service Refunds (GSR’s), to the addition of new peak season surcharges and the pressure on the carrier networks to handle these increased demands, AFMS is finding ways to help our customers manage these challenges. Now, maybe more than ever, having an expert at your side, together can help your company stay ahead of these changes.

AFMS is the leading transportation price benchmarking firm in North America and Europe with business intelligence analytics focused on reducing transportation costs through carrier contract negotiations and automated freight audit and recovery. AFMS specializes in benchmarking your freight rates to tell you exactly what market discounts and concessions you deserve with your current carrier.

The pedigree of the AFMS senior management team is unparalleled in our consulting space, averaging more than 25 years of senior pricing and sales experience for various transportation carriers like UPS, FedEx, and DHL. It’s an important foundation upon which our 28 years of business success has been built. Our inside pricing knowledge is why the largest shippers in the US and Europe use AFMS’s benchmarking and pricing expertise. Companies like GE, Sony, Disney, Under Armour, StockX, Dell, Honda, Toyota, DSW, Trek, Johnson & Johnson, Bose, and over 3,000 other large shippers have all negotiated best-in-class shipping rates with AFMS’s help. Our fact-based negotiation strategies, advice, and management solutions are key strengths as to why AFMS clients have the best shipping rates among various peer companies. Our senior managers are actively involved in every aspect of our clients’ carrier contract negotiation strategies and discussions. AFMS clients typically achieve 15-25% better rates than those companies that do not use AFMS.

Let AFMS help you Cultivate a successful path through this changing environment. We will provide a No Cost review of your current parcel shipments and how these have been affected by the carrier’s new changes and charges. Let our industry knowledge and our team of pricing experts help make sure your company is ready no matter how the “new normal” looks.



“AFMS is honored to have helped so many large and small businesses, both in the United States and Europe, over the last 25 years. It has been a pleasure helping our clients achieve best-in-class pricing solutions within their supply chains carrier network.”

If we can be of any help to you and your business, please let me know.

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