



## Delivering FIRST CLASS Results.

### About AFMS

AFMS is a **transportation consulting firm** which specializes in **reducing transportation expenses** for clients spending \$500K - \$200MM+ annually on **small parcel shipping**, as well as offering a wide range of other transportation & logistics solutions.

#### AFMS provides:

- Success in finding **significant savings for 97%** of our clients
- Nearly 20 years experience negotiating world-class contracts with UPS, FedEx, DHL, USPS, etc
- Over **350 years of former carrier experience** on staff, with senior levels of pricing and sales expertise
- Experience with over 1,000 major clients, including American Honda, GE Capital, Yankee Candle, Quiksilver, St John Knits, Urban Outfitters, Johnson & Johnson, and more



### Our Services

- Analysis & Contract Optimization for:
  - Small Parcel - FedEx, UPS, and Alternative Carriers
  - USPS & Hybrid Postal Solutions
  - Intra-Canadian Small Parcel & Mail
  - Intra-European Small Parcel & Mail
  - Consolidated, Canadian Transborder Solutions
  - Ocean Freight
- Comprehensive Reporting & Analytics
- Strategic Sourcing
- Site Location Studies
- Mode & Network Optimization
- Transit Analysis



## Case Study: AFMS Results at Private Equity Client

A private equity firm requested that Melissa Priest, Managing Director at AFMS, engage with one of their holdings – a large, nationally-recognized party planning company. AFMS implemented the following:

- Annual Small Parcel savings of nearly 10%
- Ocean Freight savings over 30%
- Savings on Transborder and Intra-Canadian freight of over 25%
- Sourced a new fulfillment center, negotiated intra-European rates, as well as Customs solutions and cost reductions

**Results: Freight savings to date of over \$1.6MM**

## About Melissa Priest



Melissa is an expert in global small parcel freight negotiation. During Melissa's tenure with FedEx, her strategic negotiating skills resulted in over \$200 million in new business. She was consistently ranked in the top 5% of sales performance and repeatedly achieved President's Club.

As Managing Director at AFMS Logistics Management Group, Melissa has utilized her experience to recapture tens of millions in freight expenses for her clients. And her results aren't just limited to savings: they cover a wide gamut of supply chain initiatives, including customs compliance, invoice auditing, strategic sourcing, contract implementation, global logistics management, and more.

Melissa is based in Orange County, California, and travels frequently to consult with her clients. She is regularly published in industry publications such as PARCEL Magazine, worked with the U.S. Postal Service to change policies relating to custom pricing, writes the bimonthly Transportation Talk newsletter, and frequently presents at industry conferences.

## In the Client's Words...

"I have worked with numerous consultants over my 25 year career in financial management. Melissa's commitment and expertise place her in the top tier. She's the whole package, and we are fortunate to work with her."

"...Melissa has been instrumental in aiding our understanding of freight contracts in this new environment. Together we have been able to negotiate rate agreements that minimize our freight costs and save [us] hundreds of thousands of dollars each year."

"She is proactive and takes ownership of our freight expense management as if it were her own. She is highly knowledgeable and takes time to fully explain all aspects of an issue, in many cases training and teaching us in the bargain!"

