

DATE: MAY 10, 2016

#2016-11



FROM: NADIA NINCEVIC
DIRECTOR, STAKEHOLDER RELATIONS
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APMA's Parcel, Less Than Truckload (LTL) & Full Container Savings Programs

APMA has partnered with [Supply Chain Optimizers \(SCO\)](#) and [L&P Shippers Association \(LPSA\)](#) to offer APMA/CAMM members 3 exclusive savings programs designed to provide cost competitive options for your Parcel, LTL and Full Container freight shipping.

In addition to aggressive pricing rates already offered by both organizations, enrolled **APMA / CAMM members will receive additional discounts of 15 - 33%** (as opposed to non-member companies) on Parcel shipments, LTLs, cross-border shipments and fee per container on ocean shipments. Both organizations offer a wide range of possibilities, and with nothing to lose by identifying competitive pricing options for your organization, we urge you to give them a call.

With no fees or minimum shipping requirements, the APMA Parcel, LTL and Full Container Savings Programs will undoubtedly provide enrolled members fast and efficient shipments at competitive pricing.

For more information and how to get started please see below and contact:

[L&P Shippers Association](#)

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L&P Shippers Association Inc. (LPSA) is a Not-for-Profit organization that provides International Full Container Ocean shipping services for its members. L&P Shippers Association brings shippers together in a Co-Op environment, and leverages all member's full container ocean volume directly with the ocean carriers. This results in every LPSA member benefiting from the pooled collective shipment volumes, and getting competitive rates.

The negotiated rates are not subjected to general rate increases, and peak season surcharges. There is no membership fee to join the association. There is no mark up on the freight rates negotiated with the ocean carriers, and each member gets charged the same negotiated competitive rate. **LPSA members pay a fee per container shipped, and APMA / CMM members get a 33% discount due to the exclusive partnership between APMA and LPSA.**

LPSA (managed by Leggett & Platt Global Supply Chain Solutions) brings many years of logistics expertise, including ocean negotiations, which helps to get competitive below market pricing, while providing exceptional customer service to its members. With a proven track record of delivering time definite/time critical services in a reliable manner by avoiding areas of potential congestion to various automotive customers (including Leggett's own automotive group) at competitive below market pricing, LPSA is ready to offer these services to interested APMA / CMM members on their full container ocean imports, exports, and foreign to foreign shipments.

In addition to automotive customers, LPSA also



Supply Chain Optimizers (SCO) is an independent management advisory firm which specializes in [packaging optimization](#), a risk free offering where we are paid, on a gain sharing basis, for the savings we are able to generate for our clients.

APMA is working with Supply Chain Operators to offer members of APMA and CMM reduced & consistent rates on Less Than Truckload shipments (LTL's) which will reduce costs, provide predictable rates and consistent service and allow for accurate budgeting. This service will apply to and be available for:

- Cross Border & Intra Canada Parcel & LTL shipping
- Other Services including; freight bill audit & payment and warehousing services

The program will leverage the buying power of over \$40 million dollars of Parcel & LTL shipments, with APMA/CMM members saving up to 15%, versus non-members (savings will vary based on product, packaging, classes and lanes).

With a depressed dollar and continued transportation price & surcharge increases, manufacturers should learn more about the strategies used by shippers to continually raise their logistics spend. Through an arrangement with several shipping consortiums, APMA and CMM members will have access to competitive pricing based on:

- 10,000 ocean containers per year
- \$25 million less than truckload per year
- \$15 million small package volume worldwide

Real world experience coupled with an extensive network of industry connections including partnerships with many logistics companies

works with global shippers that require a wide range of transportation needs including



Aerospace, Medical, Machinery, Textiles, Raw Materials and the Furniture industry. LPSA services offer wide range of possibilities including specific choice of port of calls, transit times, routings, etc.

Interested APMA / CAMM members can discuss the details and specifics of this program with one of LPSA executives listed below:

[L & P Shippers Association Inc. \(LPSA\)](#)

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enables this new APMA offering to resolve on a wide range of transportation issues.



Program Benefits:

- Analysis of transportation cost competitiveness
- Setting up inbound freight programs
- Establish/review LTL freight classes for accuracy and cost impact
- Designing customer pickup programs
- Measurement of private fleet cost competitiveness
- Freight bill payment & post audit
- Negotiation of service contracts with carriers
- Ocean container tracking
- Small package tracking

Interested APMA / CAMM members can discuss the details and specifics of this program with:

[Supply Chain Optimizers \(SCO\)](#)

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