

In this economy, its cut expenses or cut jobs.

**42% AVERAGE
SAVINGS!**

Which is why top companies worldwide have chosen PA & Associates' no-risk **LogisticsSaver™** as the way they manage FedEx, UPS and DHL expenses.

Now its your turn.

Ranked as Baltimore's eighth fastest growing privately held company by the Baltimore Business Journal, PA & Associates has been **negotiating world class small package carrier agreements** for their customers for 18 years. The company has been featured by Microsoft in *Success Stories* and USAir's Sky Radio for the show *Industry Innovators — Best of Breed*. Why? Because **LogisticsSaver™** works...and it doesn't cost anything since the professional fees for the service are paid by splitting the savings with you.

Average savings after a **LogisticsSaver™ project is 42%.***

We do all of the work through our best-practices bid and negotiation model.

Our performance-based service offering includes:

- Bid and negotiation of world-class carrier agreements tailored specifically to maximize discounts for surcharges, accessorials, rates and agreement terms geared with carrier-fit as the objective.
- Completely outsourced project with none of your time or internal resources used
- Average savings results over past 3 years: 46%
- Percentage of projects that stay with the incumbent carrier: 61%
- Performance-based project where fees are paid by splitting the savings obtained
- Executive-level management reporting with our secure portal site allows for further internal savings based on data-driven decision making
- A world-class, web-based transportation management system to accompany and manage your new, world-class carrier agreement
- Solutions for truckload, less-than-truckload and US Postal shippers, as well.

In this economy, you've got to manage every freight dollar. Get lean and under control with **LogisticsSaver™** from PA & Associates.



* Based on the average of all client project savings results between 2005—2008

SERVING A GLOBAL MARKET WITH WORLD-CLASS CARRIER AGREEMENTS AND SPEND MANAGEMENT SOLUTIONS