



The Mistakes Air Shippers Make: Where They Leave Money on the Table

Who Should Participate: CEOs, CFOs, Shippers, Purchasing, Office Managers, and 3PL's.

In this interactive webinar sponsored by Delta Nu Alpha, the following will be addressed:

Rates and discounts for airfreight and air express shipments are negotiated once every few years by shippers but are negotiated every day by the carrier reps so how do you know you are getting the best deal no less a good deal? What economic land mines are hidden in a carrier's service guide and what items are negotiable? How can accessorials be controlled? Do you have to pay a fuel surcharge? Do you have to take an increase every January? Why do you think the carriers tell you your contract is proprietary and confidential? Who loses if you share your deal with your peers in the shipping community or better yet the competing carrier reps? They sure don't want anyone comparing notes. This session will provide hands-on, real world examples of how shippers can confidently craft contracts to protect them from expensive surprises. What the carriers and consultants will not tell you.

You can not afford to miss this valuable, insightful, extraordinary presentation from one of the legendary industry insiders. Your investment in time will be rewarded by practical information you can immediately apply to your business.

About the Speaker: GERARD M. HEMPSTEAD

Gerard "Jerry" Hempstead is President of Hempstead Consulting, a company dedicated to the mission of helping companies reduce their transportation costs. Jerry retired as Vice President of National Accounts for DHL in January of 2006. Jerry began his career with Airborne in 1972, in New York, where he held various positions in Operations and Sales. In 1976, he was appointed District Sales Manager for the company's station in Bridgeport, CT. In 1978, Jerry became Airborne's District Sales Manager in Detroit and in 1982 he was appointed Director of National Accounts. Six years later he was appointed Vice President, National Accounts. Airborne and DHL merged in 2003.

Jerry has served as Vice President of Programming for the South Florida Roundtable of the Council of Logistics Management now known as the Council of Supply Chain Management Professionals (CSCPM), as well as the New York Roundtable. He is currently a board member of the AST&L and in 2004 was conferred the title of Distinguished Logistics Professional (DLP). Jerry has also been a lifetime member of the national transportation fraternity Delta Nu Alpha, and a member of the Chicago Traffic Club. In addition, Jerry is a member of the Board of Directors of the Good Shepherd Foundation and serves as a Trustee on the DNA Foundation.

In May of 2004, Jerry was presented the Franklin Award by the Mail Systems Management Association (MSMA) & Mailcom. Delta Nu Alpha named Jerry the Transportation Person of the Year in September of 2004.

A 1972 graduate of Villanova University, Hempstead did two years of post-graduate work at St. Johns University in Jamaica, New York. He resides in Orlando, FL with his wife and is the proud father of three children. gmhempstead@aol.com

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