



### **Discount Freight Program Testimonial Playmaker's – Okemos, Michigan**

Earlier this year we were given the opportunity to beta test the new RIA freight program. We were one of ten stores chosen to participate in this test.

I have to admit that I didn't know what to expect. So far it has been an absolutely great program for us. In addition to giving us better rates, the new program with the Parcel Management Group (PMG) gives us a shipping manager to make sure we are getting what shippers are promising. If we have any problems we have an account manager that we can contact directly.

Once we got up to speed with the new program, we saw significant savings right away. Our accounts payable manager thought there was something wrong with an invoice on a large futures order because the freight on the order was so low. Admittedly, this was a large order but we saved over \$500 on freight for that order alone! We are estimating the new program will save us between \$25,000 and \$50,000 in shipping this year. We are a bigger account so not everyone can expect this type of savings, but I think the value will be significant to all RIA members.

If you choose to enroll in this program, expect some hiccups. We experienced some issues for sure but PMG helped us get everything ironed out. If you expect a seamless transition with this program, you will be disappointed. If you are willing to work through the learning curve with PMG as a partner, I think you will really be happy with the outcome.

If you have any questions please feel free to email me at [johnb@playmakers.com](mailto:johnb@playmakers.com)

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