



**MEMBER SERVICES & PROGRAMS
COMMITTEE
NOVEMBER 19, 2005**

1. **Meeting:** The Member Services & Programs Committee met via phone conference on Thursday, September 1, at 2 pm. The following committee members/staff participated on the call: Bob Kegel, Chair (Association INSURANCE Services); Jim Kreitzer (Cumberland Auto Salvage); Ron Renick (Renick's Used Auto Parts); and, Mike Berk, Executive Director/COO.
2. **Discussion:** The Member Services & Programs Committee met with representatives from two shipping companies (Unishippers and Logistics Management Inc.) who submitted proposals for an association shipping program.

The committee met with each representative separately to discuss their proposals and the range of their services. While the committee was impressed with the services provided by both companies, Unishippers had a distinct advantage in that it offers a shipping program that covers every size package from letter-size to large freight. Logistics Management only provided shipping for large freight items with a minimum weight of 500 lbs.

Unishippers uses DHL Shipping as its small package carrier. Unishippers has a special arrangement with DHL that will provide discount rates for our members. Jim Kreitzer noted that he is now using DHL in place of UPS and is pleased with the price and service. For larger freight, Unishippers has access to a number of carriers for domestic and international shipments depending on the needs of the member.

The benefits of the Unishippers program for the association and membership are as follows:

- Shipping discounts to help our members bottom line;
 - A one-stop shop for any size shipping needs (whether domestic or international);
 - Option to schedule and track shipments online;
 - A 1% rebate to the association
 - Support by Unishippers as an Associate member and exhibitor.
3. **Action Item:** Based on a review of the proposals, the Member Services Committee unanimously recommends that the PARTS Board of Directors approve Unishippers as a preferred vendor for the association's shipping program and asks the Board to authorize Mike Berk to enter into agreement with Unishippers pending a legal review of the proposed agreement.