



September 2014 Edition

Monday, September 15 is the last day to register for *Influencing Change Training*
(October 2nd- 3rd in Winston-Salem, NC)
See Details Below

Federal Express and UPS are changing their pricing in 2015

- Dimensional weight pricing will be applied to all shipments vs. shipments over 3 cubic feet in volume.
- Result: the price to ship any package will be tied to the overall volume instead of the weight.
- For manufacturers and retailers, the change can be significant and substantially raise the cost of shipping bulky but lighter weight items.
- The cost of shipping bulky, low weight items could rise by 30 percent or more.

Every shipper should revisit packaging and transportation practices to minimize the impact of these price changes

Paladin can assist through Packaging Optimization

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Packaging Optimization

What if your packaging spend was based on accurate, current specifications and competitively sourced?

Paladin can deliver a cloud-based specification database and use leading-edge Sourcing techniques to drive lower acquisition cost. A right-sizing process yields additional saving in specification improvements.

- Identify and Update Packaging Specifications
- Eliminate Waste and Packaging Redundancy
- Introduce New Packaging Materials
- Reduce Product Damage
- Reduce Inventories
- Streamline Vendor Process
- Smaller Packages = Lower Shipping Costs

Four Phase Process

1. **Specification Documentation** - A combination of Technology and Services to document and maintain specifications in SpecBase, a cloud-based database
2. **Sourcing** - Leading edge e-Sourcing Technology combined with Sourcing professionals with extensive Packaging experience.
3. **Right-Sizing** - A process that evaluates every aspect of packaging related to total cost; including design, storage, transportation, handling, procurement process and supply.
4. **Change Management** – A process to continually update packaging specifications in the SpecBase database to remain current.



Read More about Packaging Optimization

["Simplifying a Complex Category"](#)

["Don't Get Boxed In"](#)

Meet Paladin's Experts in Packaging and Transportation



Patrick Garvey

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Vice President of Paladin Associates with over 30 years of professional experience and management in Packaging Sales, Marketing, Sourcing, Design, Engineering, Logistics, Management and Development of Right Sizing programs for clients.

- Packaging Optimization
- Packaging Logistics
- Marketing Design
- Structural Engineering
- Strategic Sourcing
- VMI Specialist
- Cold Chain Packaging Expertise

[Read More about Pat](#)



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Expert in Logistics Consulting, Transportation and Distribution in both North America and Europe.

Implemented JIT and TQM techniques in manufacturing, distribution and customer service functions.

- Logistics
- Transportation
- Distribution
- DOT Regulations
- Small Package
- Manufacturing
- Supply Chain Management

[Read More about David](#)



85%
of corporate
change
efforts fail.

INFLUENCING CHANGE
a groundbreaking methodology proven
to increase success tenfold.

Failed change efforts carry a high cost:
wasted dollars, frustrated employees,
organization cynicism

BE THE 15%

Join seasoned Procurement professional Barbara Ardell for training in *Influencing Change*

October 2nd - 3rd, 2014 in Winston-Salem, NC

[Click Here for Training Information](#)

[Click Here to Register](#)

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