

Jerry Hempstead

Presentation Summary & BIO

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“The World of Parcel Services – How to get the best deal”

The world of Parcel Services – UPS, DHL, FedEx, USPS - And now Amazon? What's going on out in the parcel world and how do you get a good deal - because "free shipping" isn't!

Jerry will provide an informative and entertaining presentation on the parcel services business. He will discuss how it is changing, the impacts of e-commerce, and how to negotiate freight rates. Jerry says “You don't get what you deserve, you get what you negotiate? - Ok what's negotiable? Everything!”



Biography

Jerry Hempstead has been President with Hempstead Consulting since May 2006. Hempstead consulting is dedicated to the mission of helping companies reduce their transportation costs. Previously, he was Vice President of National Accounts at DHL for 33 years (1973 to January 2006). In 1978, he 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 worked in China in 2007 for Chairman Wang head of DTW Group who was FedEx's agent and partner in China at that time. He has served as Vice President of Programming for the South Florida Roundtable of the Council of Supply Chain Management Professionals (CSCMP), as well as the New York Roundtable. He is a retired board member of the American Society of Transportation and Logistics and in 2004 was conferred the title of Lifetime Distinguished Logistics Professional (DLP). Additionally, he also served on the air subcommittee of the National Industrial Transportation League (NITL). Jerry served on the Postal Customer Council (PCC) and the Parcel Shippers Association (PSA).

His primary expertise is Air Freight & Logistics, Freight Forwarding, Other Transportation & Logistics, Shipping, Supply Chain.

Jerry has been published often in the shipping trade mags and both Time and Newsweek recently offered him discounts to subscribe.

Jerry is married, a father of three incredibly good-looking and well-educated, out of the nest kids. He is a graduate of Villanova (the 2016 NCAA national basketball champions!) and completed Masters Studies at St John's University and St Leo University. Jerry was ordained a Deacon in 2012.