



## LOGISTICS TEAM – Ken Rogers

### Short Profile:

With a degree in Transport Management, Ken Rogers, has many years in the Logistics Sector, latterly as MD of a Logistics Company, after roles within the Logistics function of multinational companies, before switching to the third-party sector.

Ken has successfully used his in-depth knowledge and experience of fleet operations and costs, to achieve substantial savings in Fuel and Tyres costs, as well as third party freight.



**Expense Reduction Analysts** deliver sustainable cost and purchase management solutions that generate average savings of 20% across 100 different cost areas.

Whilst our buying power is impressive, it is our extensive in-house purchasing knowledge and expertise that will truly deliver significant results. Our purchasing experts start with a complete and independent review of your organisations expenditure, once savings strategies have been identified these are implemented rapidly and then maintained over the long term producing a positive impact on both your profitability and your cash flow.

Sustaining long-term profitability through partnering with Expense Reduction Analysts represents little if any risk. Once savings are achieved for our clients this additional profit can be used to fund business development, or to directly improve the bottom line. Therefore your only decision is how soon you wish to start improving your profits.

### Background:

In addition to having an insiders knowledge of UK and European freight and distribution services, I have extensive experience in fleet costs categories (including tyres, diesel, derv, ULSD, fuelcards, vehicle hire, and spare parts), and industrial fuels (eg gasoil, red diesel, kerosene, bunker fuels, burning oil, boiler fuels etc). BSc Comb Hons in Transport and Planning 1 Yr in Local Government 10 Yrs In Distribution/Logistics management roles with PLC's and multi-nationals. 2 Yrs as Commercial Manager and 15 years as MD of Road Transport and Training Company 4 yrs as Chairman of a consortium of National Training Providers Currently a Parish Councillor (can't keep out of local government !)



## LOGISTICS TEAM – Kevin Fryer

### Short Profile:

Qualifications in Economics, Business Studies and Accounting. 15 years experience of project managing and cost-reduction programmes. The last 10 years with Expense Reduction Analysts specialising in transport with special emphasis on international transport (imports and exports) by air, sea, and road. This expertise extends to container, full and part-load, pallet and parcel traffic. Transport projects link well with 3<sup>rd</sup> party warehousing projects that have also been a successful area for cost-reduction.



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### Background:

Over 10 years of successful International Freight projects within Expense Reduction Analysts.

BA's in Economics and Business Studies and qualified Accountant.

Previously a national trouble-shooter bailing out Ford dealers in financial difficulty and finally as Managing Director of the (then) largest Ford Dealer in Wales.

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## LOGISTICS TEAM – Fergus Smith

### Short Profile:

With over 20 years experience in the Logistics sector at director level with two of the UK's major logistics providers, Fergus Smith has extensive knowledge of third party logistics, with responsibility for both the commercial and the development functions in UK Distribution and Pan-European Freight.

Fergus has used his experience across the logistics sector to achieve savings in several areas including warehousing and distribution, European freight, international freight and parcels

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### Background:

After graduating in physics at Glasgow University and 12 years in manufacturing industry, I moved into the third party logistics sector where I developed my career for over 20 years. Combining the commercial and development roles, I was responsible for the design and implementation of logistics solutions ranging from small common-user solutions to multi-million pound dedicated projects for a wide range of clients. Initially in the domestic UK market, then in the Pan-European freight sector, I have wide ranging experience of satisfying client requirements in this strategic service environment.



## LOGISTICS TEAM – Kevin O’Neill

### Short Profile:

Kevin has acquired a broad base of logistics experience over the past 20 years in the Supply chain Industry with TNT, Exel and DHL.

Kevin will focus on applying his procurement, supplier management, customer relationship management and project management experience in Logistics.

Kevin is also a qualified Chartered Accountant.



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### Background:

VP Global Strategy Sales - DHL Global Forwarding, Freight

Programme Manager Sales Force Effectiveness - DHL Global Forwarding

Integration Office - DHL Global Forwarding

Director of Global Compliance (Airfreight) - Exel plc

Global Director Small Parcels and Packages - MSAS Global Forwarding

Global Account Director - Exel plc

Director of Network Planning - TNT