



Kenneth Moyer

Partner, Vice President of Supply Chain Strategies

Kenneth Moyer comes to LJM Group with 25 years of industry experience, including a 16-year multidisciplinary tenure at UPS. During his time there, he spent almost 10 years in the UPS Sales & Pricing Groups, developing, analyzing and implementing UPS pricing and costing models. Progressing through district, region, and corporate accounts, he evaluated and constructed pricing programs, using shipper-specific package characteristics and cost modeling to reduce customer transportation costs while maintaining appropriate carrier operating ratios. The art and science of incentive agreement construction requires detailed data analysis, along with shipping practice efficiency and effectiveness reviews, all while showing proper deference to the competitive environment. In this role, Mr. Moyer built thousands of UPS incentive agreements and reviewed many thousands more.

Mr. Moyer leveraged this valuable experience at UPS and entered the private sector where he launched the Logistics Services arm of Trendset Inc., Folio Logistics. As Director of Logistics, he oversaw the development, implementation and management of a sophisticated suite of supply chain solutions serving a Fortune 100 clientele, including such economy leaders as General Motors, Dell Computer, L'Oréal, Schlumberger, Delphi, Federal Mogul, and Bayer Healthcare, to name a few. Following the purchase of Trendset by AFS, Mr. Moyer joined the Executive Committee at AFS and oversaw several departments. As Director of Supply Chain Strategies, he continued his stewardship of the Logistics Services Group while developing internal operations and product synergies from the acquisition.

A move to Vice President of Revenue Management brought involvement in competitor research, developing new and diverse revenue streams, consistent and appropriate market messaging, and advanced analytics to allow for granular and actionable analysis of transportation data.

Now as Vice President of Supply Chain Strategies for LJM Group, Mr. Moyer brings his extensive experience to bear for LJM clients to maximize the value of every transportation dollar spent. He helps guide the effort to combine the multifaceted LJM solutions suite — of exhaustive carrier invoice and service audit recovery activities, industry-leading carrier contract evaluation and negotiation, and best-in-class transportation spend analytics — to make LJM clients more cost-effective, better informed shippers.

"Kenneth's penetrating insight into supply chain strategy is one-of-a-kind."

- Ken Wood, LJM Group, President & Founder

Call for your
FREE consultation
at 631-844-9500



LJM Group is the premier carrier invoice auditing company in the parcel industry, servicing over 1,100 clients and tracking over 300 million packages per year. We also review hundreds of carrier contracts annually and help negotiate countless agreements yearly. This experience gives us immeasurable insight to carrier pricing structures and negotiation practices, making us uniquely qualified to understand the intricacies of carrier agreements.

myLJM.com • info@myLJM.com • 631-844-9500

312 CONKLIN STREET, FARMINGDALE, NY 11735