



### Who is AAIA's Preferred Shipping Company?

[Echo Global Logistics](#) is a leading provider of technology enabled business process outsourcing serving the transportation and logistics needs of our clients. Echo's proprietary technology platform compiles and analyzes data from a network of carriers to efficiently serve their clients' shipping needs and optimize their freight management. Echo's enterprise and transactional clients use their aggregated buying power allowing for deep discounts among the top carriers for

all transportation modes. In addition, Echo offers a unique value proposition of combining technology, dedicated resources, and buying power to help businesses manage their transportation most effectively.

Echo's proprietary technology can provide a centralized view of transactions, real time tracking and tracing of all shipments, and savings due to their tremendous leverage in the market. What makes Echo different from most other companies is that in many cases their solution requires no capital expenditure. Echo's state-of-the-art software allows companies options and abilities to view different aspects of their supply chain process unmatched in the industry.

[Click here](#) for a short overview of Echo's Services

### What Your Fellow AAIA Members Say

"LKQ gave Echo a list of areas that needed improvement, including maximizing the value of each shipment, communicating logistics information more effectively across the company and streamlining back-end functions. By designing one-of-a-kind solutions to meet LKQ's needs, Echo made LKQ's logistics system more intuitive and efficient while also slashing costs. Echo offered customizations that other companies hadn't. That made a tremendous amount of difference to us."  
- Mike Lahr, Director of Logistics for LKQ

"At the China Auto Group we were looking for a partner who could be an extension of our company in regards to the entire supply chain process. Echo's technology, customer service, & hands on approach have been everything that we hoped for. By using Echo and their extensive carrier base China Auto Group has been able to significantly reduce our cost of freight while at the same time Echo was able to improve our supply chain process"  
- Jason Kirby, Logistics Manager, China Auto Group

"Our members purchase equipment and supplies from at least 150 different suppliers with various shipping points each week. Our estimate is that Echo saved the dealers, through direct service and by challenging the competition between 20 to 25% on freight charges."  
- Karen Sugarman, Executive Vice Presidents, Pride Marketing & Procurement, Inc.

### How to Learn More

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