
Development of a customer specific LTL rate base that provides our customers the comfort of a home field advantage.

Carriers create rate structures to benefit carriers not customers. They capitalize on confusion and complexity to create uncertainty.

Overview

Just like in sports, you have a better chance of winning when you play on your home turf. In LTL transportation the turf is the tariff. The thousands of combinations of zip code pairs and classifications can make a logistics professional's life complicated. We look to simplify your life by creating a custom rate base created with your needs and historical perspective of the market in mind. We then conduct a RFP utilizing your new customized rate base to secure more competitive pricing for your LTL transportation. By playing at home you will be able to compare carriers in a simplified manner and control the variable increases that carriers GRI's create. You will be able to maximize the results while minimizing the time to negotiate and manage your carrier base.

Benefits

- Simplifies your technology, one Ratebase to load that does not change
- Provides apple to apple comparisons of carrier pricing
- Speeds carrier contracting and automation of audit and payment
- Provides benchmarking for negotiation and compliance
- Secures more competitive LTL pricing

A few examples

The following sample shows a 450 lb. shipment from Chicago, IL 60601 to Los Angeles, CA 90210 with no discount. You can clearly see the variance in carrier base rates. In this case with the same discount using the Roadway base rates you would pay substantially more.



Another example shows the lanes in reverse. The following shipment was from Los Angeles, CA 90210 to Chicago, IL 60601 with a 2500 lb shipment. In this case Yellow is the most expensive rate base. You can see the complexity and difficulty in making a decision on the correct rate base.

Carrier	Rate
Simplified SBR	237.30
RDWY	285.24
CZAR	300.18
ARFW	305.24
OVNT	315.99
YFSY	321.28

Carrier	Rate
Simplified SBR	237.30
Bureau Class	242.34
ARFW	266.56
OVNT	272.80
YFSY	301.16
RDWY	328.25

Better Pricing Starts with better tools!

When combined with our web based bid package and bid evaluation we will guarantee the results. Our team of experts will help with the execution and implementation leaving you in control and with a competitive edge.