

ANALYTICS & SAVINGS CARGO

Challenge – A customer of CTL was paying premium prices for last minute FTL transit. Since the customer would request trucks from their providers same day on these critical hot shipments, they were paying an escalated price and on occasion unable to secure the necessary capacity.

CTL Solution – Once provided a Historical data sampling, CTL was able to identify shipping patterns on two lanes. Orders were being dropped in the queue and shipping team was waiting an additional day before processing and notifying the scheduling team. In addition, it was determined the orders were consistently moving on the same days of the week. As a result, CTL offered scheduled bi-weekly runs at a competitive price. We were able to secure weekly capacity to do a regular set schedule which not only reduced the customers costs but eliminated the risks of service failures due to the last-minute truck requests that were hindering performance.

Additional Customer Benefits

Savings of \$14,400 over a 6-month period

With insight and history into the customers pallet sizes, order history, etc., CTL was able to identify additional savings regarding smaller orders.

CTL has been able to offer volume LTL consolidations as well as identify occasions where alternative equipment (box trucks, sprinter vans) can satisfy shipping requirements providing a cost savings over sending these smaller orders on an individual FTL. Based on feedback from our customer as well as our analytics, customer able to save an estimated \$18,000 over a 6-month period.

The customer has grown their business and partnership with CTL as their confidence increased. Upon year review with the customer, CTL estimates a \$100k savings throughout their entire network based on current business (outbound 1 facility), plus will add 2 more additional outbound facilities as a result of a positive 6-month review and CTL becoming a primary truckload and expedite carrier.

