

Top 15 LTL Savings Tips

ELEVEN THROUGH FIFTEEN

11. Understand carrier liability. This allows reductions in losses due to limitations in liability.

12. **COMPLIANCE MATTERS:** Are you monitoring internal freight decision-makers to ensure they are optimizing freight decisions (versus playing favorites)? Have you converted your inbound shipment from “Prepaid” to “Collect”?

- › This can help you avoid paying supplier markups and taxes on your inbound freight.
- › Once you have converted your POs to instruct “Inbound Collect,” monitor supplier compliance to ensure approved carriers are utilized.

13. Forging a more “vested partnership” with a transportation management provider often leads to cost-savings opportunities.

- › Share your data and allow them freight optimization opportunities. Volume commitments can often lead to better savings than running frequent RFPs and spreading your volume across too many freight suppliers.
- › Perhaps this partner can offer you a free TMS portal for your internal stakeholders to use and better manage shipment activity.

14. **Customer-Partner Reviews:** Have the right stakeholders involved and meet frequently. These collaborative meetings are critical for resolving issues and finding new opportunities for mutual optimization.

- › Use your reviews to educate your partners as to what is happening in your industry.
- › Your partner should use this education to offer new ideas and strategies leading to more market competitive advantages.

15. Look for carriers based near your ship-to points. Your load will more likely become a backhaul with a lower rate. Factor distance into your shipping decisions.

- › Discuss System Integration with your carrier. Are you striving for a paperless freight program such as electronic proof of deliveries and invoices?

