

MANUFACTURER OPTIMIZES LOW-VOLUME FREIGHT WITH MARKET INDEX PRICING

Low-volume, inconsistent freight that's difficult to forecast made securing contracted shipping rates a challenge for one packaging manufacturer forced to enter the spot market. Brokering freight in the spot market brought needed capacity, but day-to-day management quickly became time consuming. The manufacturer was ready for a more efficient approach to its spot-market freight.

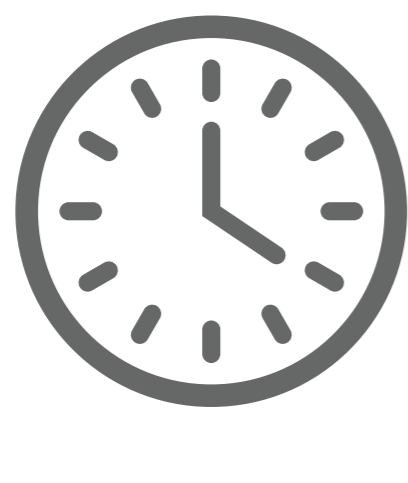
THE SITUATION



The manufacturer operates roughly half of its freight in the spot market



Requesting quotes and tendering freight to multiple brokers required a large internal team to manage the process



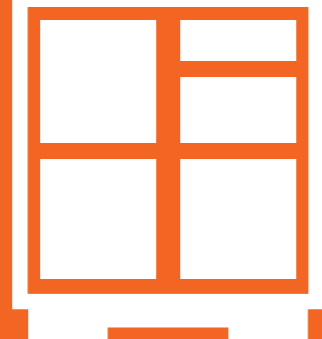
Time spent coordinating with freight brokers negatively impacted the bottom line

THE SCHNEIDER SOLUTION

With insight into the manufacturer's spot freight, Schneider recommended its market index pricing model, which is ideal for:



Inconsistent, low-volume lanes that are hard to contract



Lanes that see 100 loads or fewer annually



The model provides a price index based on load boards and factors in unique freight characteristics to provide competitive, real-time pricing

THE RESULTS



\$70,000
IN SAVINGS
PER MONTH

**EMPLOYEES
REDEPLOYED TO
OTHER CRITICAL
AREAS WITHIN
THE BUSINESS**



REDUCED
PURCHASING SCORE
IN THE FIRST 90 DAYS

By leveraging Schneider's market index pricing, the manufacturer was able to tender 100% of its available loads to Schneider Transportation Management, receiving 100% acceptance on freight awarded. This translates into a more efficient and consistent purchasing experience with a single broker, and a more optimized shipping approach — a win-win for spot market strategy.

Interested in how market index pricing can benefit your low-volume freight? Contact:

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