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:

- Time spent coordinating with freight brokers negatively impacted the bottom line.
- Requesting quotes and tendering freight to multiple brokers required a large internal team to manage the process.

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

THE RESULTS

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.

Low-volume, inconsistent freight that’s difficult to forecast makes 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:

- Time spent coordinating with freight brokers negatively impacted the bottom line.
- Requesting quotes and tendering freight to multiple brokers required a large internal team to manage the process.

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

THE RESULTS

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:
solutions@schneider.com