

## STRATEGIC ONBOARDING PROCESS

SETS UP A PET FOOD SUPPLIER FOR SUCCESS



Fed up with mediocre carriers, a pet food supplier called for one that would make its freight the top priority and put it ahead of the pack. Schneider stepped in by supporting the supplier with a strategic intermodal onboarding process to ensure its goods would reach furry friends throughout the nation on time, as promised.

### THE SITUATION



Carriers' poor communication of freight arrival led to regularly missed delivery windows



Fees added up from overweight loads entering the uniquely regulated California market



Drivers prioritized hauling freight from shippers with friendlier driver accommodations

### THE SCHNEIDER SOLUTION



Regular check-ins with the onboarding team of intermodal experts ensured an optimized network for on-time deliveries



A customized plan with the supplier's manufacturing site reduced overweight shipments entering the California market



Implementing shipper of choice attributes like open appointments and drop-and-hook loads made freight more attractive to drivers

### THE RESULTS



**ON-TIME AND OPTIMIZED PAYLOADS**

**98%**  
ACCEPTANCE RATE



**BENEFITS FROM BECOMING A SHIPPER OF CHOICE**

As a result of the collaborative and proactive nature of Schneider's intermodal onboarding process, the pet food supplier finally had a strategic carrier with a reliable plan for growing its supply chain.

Set your network up for success with Schneider's intermodal onboarding process by emailing:

[solutions@schneider.com](mailto:solutions@schneider.com)