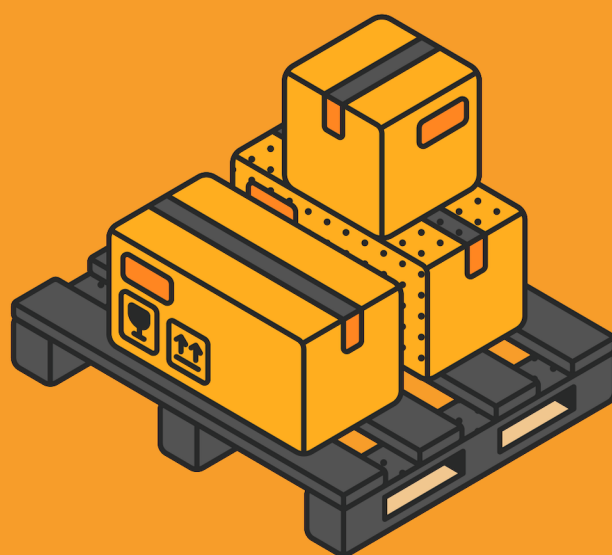




# FIVE HACKS

To Freight Success



Free PDF

## **Letter from the Operations Director**

**Dear Reader,**

**Thank you for downloading our 5 freight hacks. These strategies are based on the simple premise: if you save a truck driver money, you can put those savings into your pocket. We put this guide together using our collective industry experience and these strategies have the potential to immediately save your company money on every single truckload of cargo you move. No, you do not need to use us to experience these savings. They'll work anywhere with anybody, and yes that includes our competitors.**

**Before you ask, no we are not a non-profit company. We like making money just as much as you do. Our philosophy however, is to give our knowledge and energy freely. In doing so, it has been our experience, personally and professionally, that some folks will appreciate our efforts reciprocate in our direction. Heck, if we taught you something here, imagine what we could do as a full-time business partner!**

**Other than that, please enjoy the read,**

**Sean Mathews  
Director of Operations**





# 3PL & Supply Chain Management

[www.KabiLogistics.com](http://www.KabiLogistics.com)



# Hack # 1:

## Multi-stop Consolidation



### What if

Imagine you had 3 purchase orders awaiting shipping.

7,000 lbs of product delivering 300 miles southwest from your facility  
(Delivery A)

4,000 lbs of product delivering 600 miles due west from your facility  
(Delivery B)

9,000 lbs of product delivering 900 miles northwest from your facility  
(Delivery C)

How would you go about planning that? One strategy is to hire 3 truck drivers and have each pick-up and deliver to each location. What if it was possible with one? I am here to tell you that with some planning, you can indeed schedule a shipment similar to this one using a single truck driver and reduce total costs. All while meeting delivery appointment windows.

### Why

An 18-wheeler can transport between 43,000 lbs and 48,000 lbs of goods, depending on the type of trailer used. Your customers are not always ordering 48,000 lbs of cargo. This creates an area of optimization where, when working with a professional, you can chain smaller orders together to create a delivery route for multiple clients. The chained route can reduce total driven miles by up to 50% or more.

Some more food for thought, In the above example, we mention chaining 3 deliveries together. Our team has experience having chained and routed 8 deliveries using a single driver. When you are able to reduce the equipment count from 8 smaller vehicles to 1 single large truck, the cost reduction in fuel, maintenance costs, and employee wages are exponential. It's not hard to imagine exactly how much cost savings this can turn into.

If you are saving a trucking company costs by reducing employee wages, maintenance costs, and fuel, you should be putting those savings back into your pocket.

### When

- Try this hack when you have multiple small orders routing in the same general cardinal direction.

### How

Sign up for our free freight audit. We will analyze your business and advise on where you can implement a multi-stop consolidation strategy for your specific operation.





# Hack # 2:

## Get-Home-Loads

### What if

Imagine a driver is hired to transport 40,000 lbs of cargo from the other side of the country to your city. That driver was paid to pick this product up and deliver it during a 1-way trip. After that driver has delivered, he still needs to get back home to the other side of the country. Now imagine you happened to have product needing delivery to exactly that side of the country he came from. Wouldn't it be convenient to connect with that driver so he could pick up your cargo on his way home, and deliver that cargo in the area where he lives? This sounds like a match made in heaven but actually, this happens every single day. Also, in my professional opinion, that driver will probably give you a discount so he can pay for the fuel on his way home. We call this a Get-Home-Load.

### Why

Get-Home-Loads are the most cost-effective way of moving truckload cargo within the United States because drivers will offer a discount to get back home. An easy way to test this is to call a local trucking company and request a quote to have them deliver cargo 500+ miles away. Their pricing will be significantly higher than Get-Home-Load pricing.

If you're getting discounts leveraging Get-Home-Loads, you should be putting those discounts back into your pocket.

### When

- Any time you need to move a truckload of cargo farther than 500 miles, you will be able to qualify as a Get-Home-Load.

### How

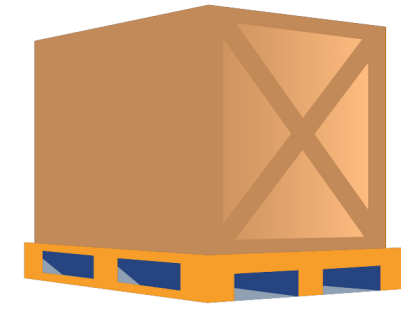
Sign up for our free freight audit and we will analyze your fit for Get-Home-Loads. If you have any regular business requests, we'll provide input on where you can leverage Get-Home-Load pricing.





## Hack # 3:

# Optimal Ship Date



### What if

Imagine I told you there was a magical day of the week to ship cargo at a reduced rate? What if I said there is a day of the week you want to ship, and days of the week you DEFINITELY do not want to be shipping? Well these days aren't exactly magical but they are logical. Most of all, they absolutely exist.

### Why

Most business locations (and perhaps yours) are open Monday through Friday within business hours. Truck drivers plan their weeks around these business hours because they generally can only load and unload cargo within these hours. If a driver is offered a job with 4 days of travel on a Friday, this driver will readily accept the load at the market price as it fits in with his schedule. He will pick the cargo up Friday, and drive Friday, Saturday, Sunday, and part of Monday to have the cargo delivered on Monday. He'll then be able to load another job on Monday and continue to earn money.

Now consider another situation. This same driver is offered a job with 2 days of travel on a Friday. He will not accept this cargo at the market rate and will demand premium pay. Why? This is because Friday is not the optimal shipping date for this cargo. If the driver loads the cargo on Friday, drives Friday and part of Saturday to have the cargo delivered Saturday, the delivery location will likely be closed. The driver will need to wait at delivery Saturday, Sunday, and until Monday to have the cargo removed from his truck. He cannot accept another job and he cannot earn money for Saturday and Sunday. Because the driver is making less money per day, I guarantee you they will require you pay for that loss of money. You absolutely want to plan your shipping dates around the logical routing for the driver.

If you save the driver operational costs by allowing him to continue earning over the weekend, you should be putting those savings back into your pocket.

### When

- Whenever you are planning the shipping schedule, always plan so the driver isn't waiting at delivery over the weekend.
- This is especially important when scheduling multi-stop consolidation (Hack # 1)

### How

Sign up for our free freight audit. We will consider your region and calculate the feasible miles a driver can drive within a day. We'll be able to design shipping rules to optimize a shipping schedule specific to your operation.





# Hack # 4:

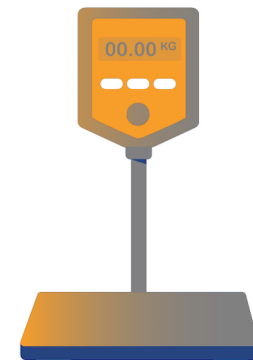
## Equipment Optimization



### What if

Imagine you had a few orders that needed to ship out this week.

|          |            |
|----------|------------|
| Order 1: | 8,000 lbs  |
| Order 2: | 20,000 lbs |
| Order 3: | 12,000 lbs |
| Order 4: | 14,000 lbs |



How would you go about scheduling equipment for this? If you consider Hack #1, you might consolidate as much as you could and have a truck chain deliveries (Assuming they're heading in the same direction). Unfortunately, all 4 orders weigh 54,000 lbs which is above legal cargo capacity on a truck. This means these orders will need to be split into 2 separate trucks. What kind of trucks are we going to use though? If we send in 2 18-wheelers, they will get the job done.

A better solution would be to optimize the equipment. We can load Order 1 in a smaller and more cost-effective box truck. We can then load orders 2, 3, and 4 in an 18-wheeler. This will get the cargo delivered to the customer at reduced cost.

### Why

Smaller equipment sizes have fewer tires to replace and better fuel economy. Not only that, but the equipment is also cheaper to purchase and maintain. Hiring smaller equipment sizes when possible reduces how much you spend on trucking services.

If you are spending less by optimizing equipment types, you should be putting those savings back into your pocket.

### When

- Anytime you are working with smaller orders or expect a lot of extra unused space

### How

Sign up for our free freight audit. We will examine the product you ship and introduce you to smaller open-deck and enclosed transportation options to optimize your operations.





## Hack # 5:

# When to go direct to a trucking company & when not to

### What if

Imagine thinking it's possible to stick with one transportation vendor for everything. You might just give all your business to a single vendor. Though many companies will try to convince you of the value there, it is not good due diligence. Transportation vendors tend to be good at certain things and just mediocre at the rest. It's your job to decide who is good at what and avoid mediocre.

### Why

As an Example, we are best-in-class for providing services traveling 500+ miles. Our ability to leverage your cargo as a Get-Home-Load is unbeatable.

On the other hand, having a close relationship with a local trucking company is unbeatable for local services. Though I may be helpful in an emergency, I cannot out-compete a trucking company located 5 miles away from your facilities. That trucking company will provide you with best-in-class local services and we always encourage you to invest in those relationships. There is some gray area between 100 miles to 400 miles dependent on many variables.

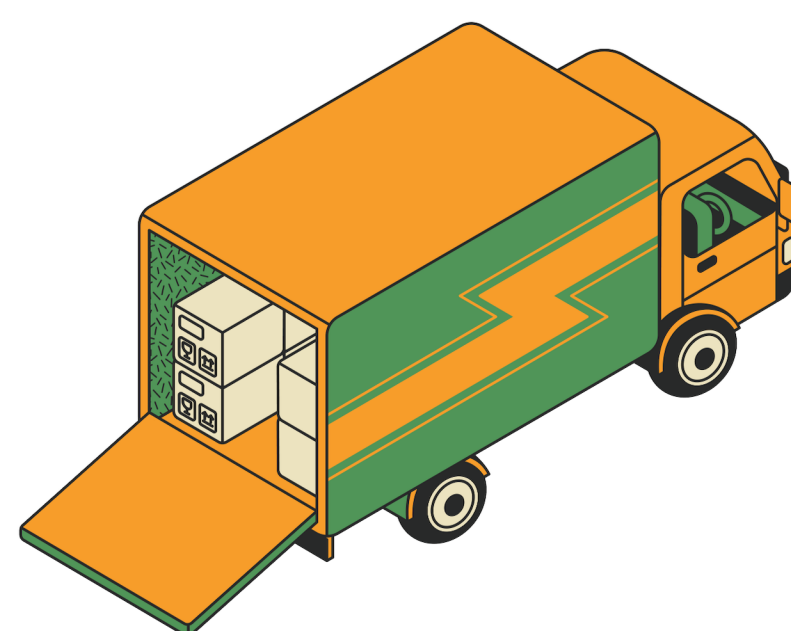
If you are saving money with a smart optimized vendor strategy for short-haul and long-haul jobs, you should be putting those savings back into your pocket.

### When

- Whenever planning to assign work, or request quotes, reach out to the appropriate optimized vendor.
- Identify gaps in your transportation strategy and decide where you need to qualify and onboard new solutions.

### How

Sign up for our free freight audit. After examining your needs and volume, we will personally source, qualify, and introduce you to 3 local vendors able to provide best-in-class local service.





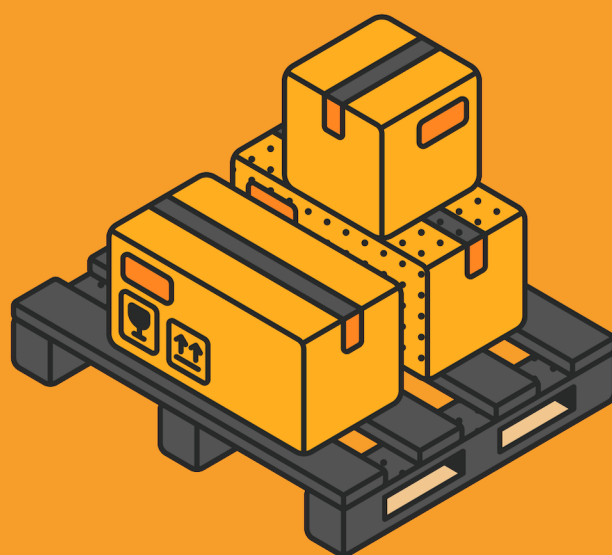
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