

Drive your costs down



with proven best practices —
exclusively from OptiFreight® Logistics.

As an OptiFreight® Logistics customer, you're already lowering your shipping costs every day. Now, you can lower them even more by taking advantage of additional ways to save. Each of these proven best practices can have a big impact on your bottom line.

✓ Freight history

Why use it:

The more freight volume your program manages, the greater your savings. The key is maximizing program participation among all of your suppliers — not just some.

Supplying a freight history will:

- Help ensure maximum participation from suppliers already using your program.
- Reveal when a supplier doesn't use your program — and why.
- Identify suppliers who aren't yet compliant — but should be.
- Make sure all of your facilities are set up to use your program.
- Uncover any hidden supplier fees.

How to start saving:

Contact your Account Manager, who will ask for your freight history data file. Our analysis will reveal new opportunities to drive more program volume. It takes just a few hours to complete the one-time setup for us to start receiving data regularly.

8% more
program volume¹

✓ PO comment

Why use it:

One of the easiest ways to motivate suppliers to use your program is simply reminding them. And your purchase orders are the perfect way.

PO comment will:

- Take advantage of the existing PO note or comment field on your purchase orders to deliver powerful reminders to use your program account number.
- Notify suppliers to call our Logistics Solutions team to coordinate large freight shipments.
- Increase inbound shipments managed by your program.²

Here's sample language for your PO comment. Please check with your Account Manager for the version most suitable for your IT system.

- If shipping charges contractually apply, ship Bill Third Party via Fed Ex account #XXXXXXXX, FOB Destination. If combined shipping weight exceeds 150 pounds, call 888.457.5851 for carrier instructions prior to shipping. Insert our PO# in recipient second address field.

How to start saving:

Ask your IT and EDI departments to help insert this reminder for all types of orders. If anyone has any questions, just ask your Account Manager.

✓ Large freight (over 150 pounds)

Why use it:

Your OptiFreight® Logistics program isn't for small parcels alone. For large freight over 150 pounds, you can cut shipping costs by as much as half when suppliers use your program account number.

Large freight will:

- Reduce your shipping costs on large freight opportunities that are often overlooked, including leased equipment, bulk orders of consumable goods, transfers of large items between facilities, copiers/printers/paper, tradeshow materials and more.
- For large freight that didn't ship through your program, we'll work with the carriers to lower the shipping charges.

How to start saving:

Call our Logistics Solutions team at 866.457.4579, Monday through Thursday from 8 a.m. to 6 p.m. and Friday from 8 a.m. to 5 p.m. EST.

Questions?

Just call your Account Manager. Make the most of our proven best practices to maximize program value today.

¹Based on OptiFreight® Logistics customers that implemented freight history best practice from July 1, 2012 through June 30, 2013. Individual results may vary.

²Based on OptiFreight® Logistics customers that implemented PO comment best practice from July 1, 2012 through June 30, 2013. Individual results may vary.

³Based on large freight shipments through OptiFreight® Logistics during July 1, 2014 – September 30, 2015. Individual customer savings may vary.

**25-30%
more
program volume²**

**30-50%
savings³**



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