



LESS-THAN-TRUCKLOAD

Customer Specific Pricing

Our expert knowledge and industry information from our experienced LTL support teams can help you meet rising customer demands to deliver freight quickly without sacrificing quality or driving up cost.

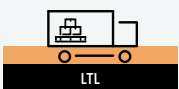
Why consider Customer Specific Pricing?

- Savings on LTL freight costs (versus using 3PL Blanket pricing or non-negotiated carrier discounts)
- Reduces dock congestion by limiting the number of carriers picking up at the shipper's facility
- Allows you to develop more of a collaborative approach to servicing the account by limiting the carrier mix
- Carriers become more willing to offer increased discounts, reduced/negotiated accessorials, and provide drop and hook programs
- You're able to negotiate upon a specific carrier-neutral rate base, which isn't subject to periodic changes made by the carrier, this allows for easier freight spend impact analysis
- CSP allows you to be less impacted by annual carrier general rate increases (GRI's)
- Limiting the carrier mix allows the carriers to become more familiar with the business, shipping and customer requirements, providing better customer service and increasing customer retention

To provide Customer Specific Pricing there may be minimum shipments and revenue standards per month. For specific requirements ask your Trinity Representative for details or visit trinitylogistics.com.



TRUCKLOAD



LTL



WAREHOUSING



MANAGED SERVICES



INTERMODAL



EXPEDITED



DRAYAGE



INTERNATIONAL