5 Ways Your Frieght Company Should Be Saving Your Company Time, Money and Customers.

Having a "good relationship" with the company that moves your freight from your facility to your customer may not be enough to keep you competitive. Here are 5 things you need to consider each time you release your valuable merchandise to a trucking company . . . and what to do about it.

1. Looking Out for You: Are you always treated like you are their most important customer? Are they concerned about your business; trying to accommodate the way you do business?

Look for a company that's willing to:

- ✓ Make arrangements for last minute drops
- ✓ Have a bill of lading sent ahead by email or fax with contact information to improve tracking
- ✓ Be able to talk to the driver making your delivery
- ✓ Make sure the driver has all the information they need for your on time delivery.
- ✓ Call your customer ahead with an anticipated time of delivery
- ✓ Follow up to be sure your goods are received as expected

2. National, Regional, or Local: Most trucking companies are good (or adequate) at only one type of shipping. Being clear on the type of carrier you are using and fitting them to your needs is critical to saving your company time and money.

National Carriers handle shipments to and from any part of the continental U.S., but are often called upon to make deliveries in shorter distances. Anything less than a cross-country destination will result in less economical charges and longer delivery times.

Also consider that national carriers, on the whole, have to deal with more wear and tear on their vehicles due to the longer trips, and are less picky about the people that drive them. It's more important that their trucks are on the road nonstop in order to make money. That can work to your disadvantage.

Regional Shippers handle a smaller intrastate territory, like the Northeast Corridor from the New England states to Virginia. Again, unless your shipment is within the boundaries of the territory the Regional Shipper handles, you'll pay more for a longer delivery time.

Local Carriers, by and large, are independent truckers. Many are dependable, but how do you know you selected the right one? Delivery fees can vary widely, depending on the type and condition of vehicles, the availability of good drivers, and their current workload and schedule. This uncertainty can leave your company vulnerable when an important delivery is ready to go.

3. LTL vs. Truckload Pricing: Not every situation fits the trucking company. Are you paying for the whole truck? A lightly-loaded tractor trailer costs as much to move from here to there as a full trailer, so you may be paying to haul empty space.

Likewise, sending over 5,000 lbs. via LTL (Less-than-Truckload carriers) will not get you prorated discounts for your larger shipment.

4. Right Service, Right Price: Are they selecting your price from a book like all their other customers? You may need to make a dozen phone calls to different carriers how to compare the best rates with the service you need, costing you time, money - and headaches.

5. Freight Dispatch Services: Did you know that you are entitled to have your Courier Service do the "shopping around" for you to get the best price and service?

Our job is to provide the right solution for each of your shipments. Saint Regis manages contracts with dozens of National, Regional, Local, Truckload and LTL freight companies, screening and qualifying them to provide the best mix of service and price to match each shipment of yours – all with one phone call!

Save money, get it there when you need it, and look good to your customers. Call Saint Regis Couriers.

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