



## Out of a Pinch and Into the Fryer

### Business Overview

A small business that manufactures and markets a line of innovative commercial cooking appliances expands its product lineup and looks for additional growth in new domestic and international markets.

### Business Challenges

The business is dealing with poor responsiveness and communication challenges with its current LTL carrier. On top of that, it has an urgent international freight shipment going to a new customer located in Canada and is unable to get the pickup scheduled.

The business also regularly attends food industry trade shows. These trade shows are critical to its business development efforts, so dependable exhibit transportation services to and from these trade shows are a must.

### PartnerShip Solutions

PartnerShip is able to negotiate with its staple of core carriers and in order to offer customer an additional 33% in savings on their LTL freight shipping. Additionally, PartnerShip leverages its relationship with a reputable, national carrier to ensure the urgent international shipment is picked up and delivered according to customer expectations, and saves the customer over \$130 off their previous rates. Based on the customer's current shipping patterns, the customer could potential save over \$10,000 annually on its LTL freight shipping.

In addition to LTL freight shipping, PartnerShip is able to work with the customer to provide tradeshow shipping services, saving them almost 25% off prevailing market rates. The customer benefits not only from competitive pricing, but also from shipment tracking and on-time delivery guarantees from the tradeshow carriers.

*"I was in a bind and PartnerShip helped me get my Canadian shipment picked up and delivered exactly when I needed it, at a price that was better than my previous rates."*

– Office Manager

### Solution Summary

- » LTL Freight Shipping
  - » Negotiated discounts on LTL freight shipping with reputable carriers
  - » Ensured both domestic and international services were available to the customer
- » Tradeshow Shipping
  - » Provided discounted tradeshow shipping rates



ltl freight



truckload



small package



specialized