



"With reduced freight rates I can now focus on growing my business rather than worrying about escalating freight costs."

– Owner

Solution Summary

- » LTL Freight Shipping
 - » Complete freight analysis and consultation
 - » Negotiated discounts on LTL freight shipping with reputable carriers
 - » Reduced accessorial fees
- » Specialized Solutions
 - » Invoice auditing and consolidation
 - » Easy-to-use, online freight management tools



ltl freight



truckload



small package



specialized

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Advantage: Small Tennis Supplier

Business Overview

A small Texas-based wholesale supplier for the tennis industry has seen its business grow over the past few years. The business is currently receiving 8-10 freight shipments per month, weighing 600-700 pounds on average. Outbound shipments generally move via small package carrier, although some shipments may be large enough for freight carriers.

Business Challenges

Escalating freight costs, including exorbitant liftgate fees on inbound shipments, were limiting the owner's ability to reinvest and grow the business to its full potential.

PartnerShip Solution

Through its relationship with the Tennis Industry Association (TIA), PartnerShip offers a free, no-obligation freight analysis to business owner through email correspondence. The customer receives the email and completes the short online freight analysis form provided by PartnerShip. A PartnerShip senior account representative calls the customer to clarify the situation and details.

After reviewing the customer's freight analysis details, PartnerShip negotiates highly discounted rates with a small group of reputable freight carriers including reduced liftgate and inside delivery fees. The PartnerShip proposal also includes free freight bill auditing and invoice consolidation services, generous payment terms, maximum liability coverage, and access to the PartnerShip.com online freight management tools.

PartnerShip Results

Based on the freight analysis study, the PartnerShip proposal will help this customer save almost 30% on their overall freight expenses annually. This does not include the additional "soft benefits" resulting from the time-savings of freight bill auditing and invoice consolidation.

your shipping connection