

# Compare one freight lane without changing your whole process

Use one representative ordinary domestic LTL, partial, or truckload shipment. Hold the facts constant, compare price and service together, and decide whether another test is worthwhile.



SCAN TO START

## 1. Lock the shipment facts

|                             |                                     |
|-----------------------------|-------------------------------------|
| Pickup ZIP / city           | Delivery ZIP / city                 |
| Shipment frequency          | Ready date / usual pickup day       |
| Mode, pallet / piece count  | Packed dimensions / total weight    |
| Commodity, packaging, class | Dock, liftgate, appointment, access |

## 2. Compare each option on equal terms

| Option   | Quoted total | Pickup / transit | Included or extra | Assumptions / notes |
|----------|--------------|------------------|-------------------|---------------------|
| Option 1 |              |                  |                   |                     |
| Option 2 |              |                  |                   |                     |
| Option 3 |              |                  |                   |                     |

### 3. What should the next test improve?

☐ Total cost   ☐ Pickup reliability   ☐ Fee clarity   ☐ Transit   ☐ Communication