Maximizer TEAM

How a CPG snack company saved $823,500 in year one

Not a one-trick fix: savings found across the whole logistics network, from rates and routing to billing and compliance fees, without changing a single carrier or 3PL partner.

Results at a glance

Year one

TOTAL YEAR-ONE SAVINGS

$823,500

RECURRING $637,500 a year realized

ONE-TIME $186,000 audit credit

NEGOTIATED RATES

3.5% lower

$234,500 a year on a $6.7M outbound freight budget

ROUTING & CONSOLIDATION

$278,000 a year

Multi-stop routing and same-location consolidation

Where the $823,500 came from

Savings by lever



Multi-stop & consolidation (recurring)	**$278,000**
Carrier negotiation (recurring)	**$234,500**
Freight audit credit (one-time)	**$186,000**
BOL error fees (recurring)	**$50,000**
Appointment compliance fees (recurring)	**$40,000**
Pallet placard fees (recurring)	**$35,000**
Load building / double stacking (implemented)	Being measured · not included

Realized recurring: **$637,500 / yr** One-time credit: **$186,000** Year one total: **$823,500**

Not a one-trick fix

Savings across the network, by lever

RATES

Carrier & contract negotiation

Benchmarked every lane, then cut rates 3.5%.

$234,500/yr

ROUTING

Routing & shipment consolidation

Multi-stop trucks, same-location orders combined.

$278,000/yr

LOAD BUILDING

Trailer & equipment optimization

Double stacked: 56 pallets per truck, not 28.

Implemented, savings being measured

BILLING

Freight audit & savings verification

Duplicate and wrong charges credited back.

$186,000 one-time

FEES

Accessorial & compliance control

BOL, appointment and placard fees stopped.

$125,000/yr

How we worked: Benchmark your rates › Identify opportunities › Implement solutions › Verify real savings on paid invoices

What we found and fixed

Maximizer TEAM

01 Benchmarking + carrier negotiation

Contract vs. market rate

RATE REDUCTION

3.5% lower

RECURRING SAVINGS

$234,500

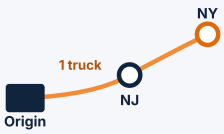
per year

Lane-by-lane benchmarking gave the leverage to cut rates 3.5% across a **$6.7M** outbound freight budget, with the same carriers.

Levers: Freight rate benchmarking · Carrier & contract negotiation

02 Multi-stop routing + same-location consolidation

Fewer, fuller trucks



RECURRING SAVINGS

$278,000

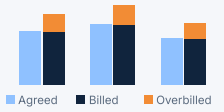
per year

Multi-stop: nearby stops from one origin, like New Jersey and New York, now share one truck.
Consolidation: orders going to the same location in the same shipping window now ship together.

Levers: Routing & network optimization · Shipment consolidation

03 Freight audit & savings verification

Billed vs. agreed pricing



CREDITED BACK

$186,000

ONE-TIME recovery

The invoice audit found **duplicate charges**, **lanes billed at spot rates** that should have been contract rates, and **consolidated shipments billed at the wrong amounts**.

Fix: billing corrected and overcharges credited back

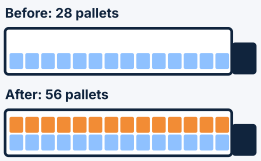
04 Accessorial & compliance control

$125,000 a year in fees stopped (recurring)

ISSUE	FEE	COST	NOW
BOL errors	$200 per order, charged by one customer	**$50K/yr**	Complete BOLs before shipping
Appointment compliance	$250 missed · $500 no-show · $200 late reschedule	**$40K/yr**	Billed back to the carrier (SLA)
Pallet placards	$50 per pallet shipped without one	**$35K/yr**	The 3PL's responsibility (SLA)

05 Load building + double stacking

IMPLEMENTED · SAVINGS STILL BEING MEASURED



PALLETS PER TRUCKLOAD

28 → 56

largest customer, ~43% of outbound freight

The packaging was redesigned to double stack, but the largest customer never updated the spec in its ordering system and kept ordering 28 pallets per full truckload instead of 56. We got the spec updated: fewer, bigger shipments. Savings are still being measured and are **not included in the $823,500** until paid invoices verify them.

Levers: Trailer & equipment optimization · Pallet & packaging optimization

Where are the savings hiding in your freight spend?

Start with a short intro call. After we talk, send 12 months of freight invoices and current rates, and we'll benchmark your lanes and rank the opportunities by dollar value.

Get my free review

Mutual NDA · No upfront fees. Paid only from savings verified on your invoices. · We only contact your carriers with your written approval and an agreed plan

Figures are this client's year-one results: $637,500 a year in realized recurring savings plus a $186,000 one-time audit credit, counted once. Double stacking is implemented and its savings are still being measured, so it is not included in any total. Your results depend on your freight profile. Client described as a CPG snack company.