ProvisionAi

SELF-CHECK

5 Numbers to Check This Week

All five come from data most shippers already have.
Any one on the wrong side of the line is where the savings are.



SWIPE →

CHECK 01 / 05

First-tender acceptance on your top 10 lanes

WHAT IT TELLS YOU

Whether awarded carriers take your freight.



WHERE THE LINE IS

Below 90%

Loads are moving down the routing guide at a higher price.

The fix: buy reliable capacity, not the lowest rate.

SWIPE →

CHECK 02 / 05

Average payload as a share of legal capacity

WHAT IT TELLS YOU

How much paid-for space leaves empty.



WHERE THE LINE IS

Below 90%

Trucks leave with capacity you already paid for.

A survey of 150,000 trucks showed 91% could take an additional pallet.

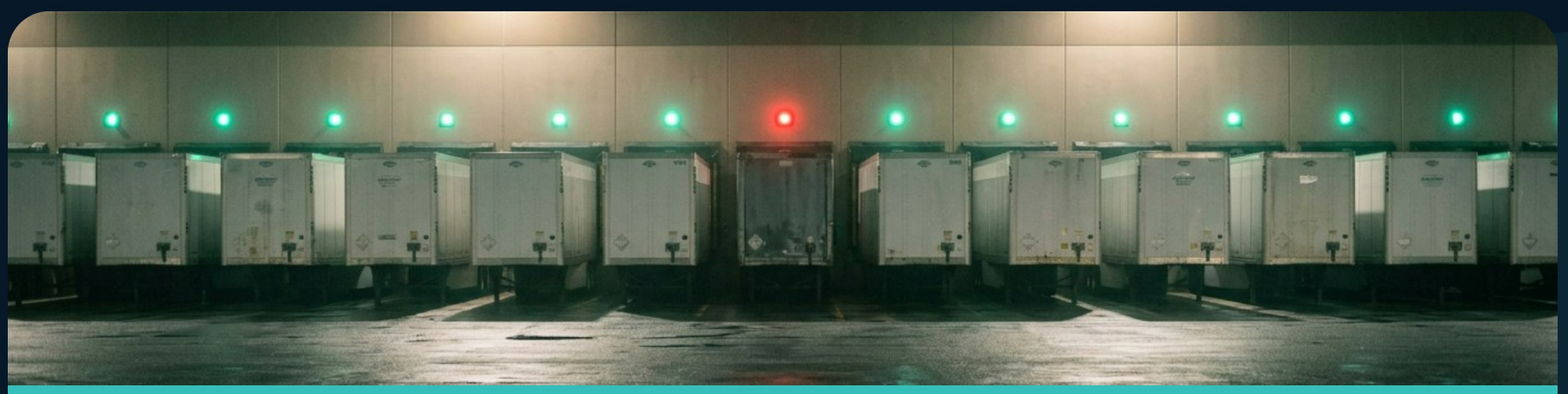
SWIPE →

CHECK 03 / 05

Share of loads moved on the spot market

WHAT IT TELLS YOU

How much planning pushes off contract.



WHERE THE LINE IS

Above 15%

Planning is creating cost it doesn't need to.

The premium cost of using non-core carriers is more than 20%.

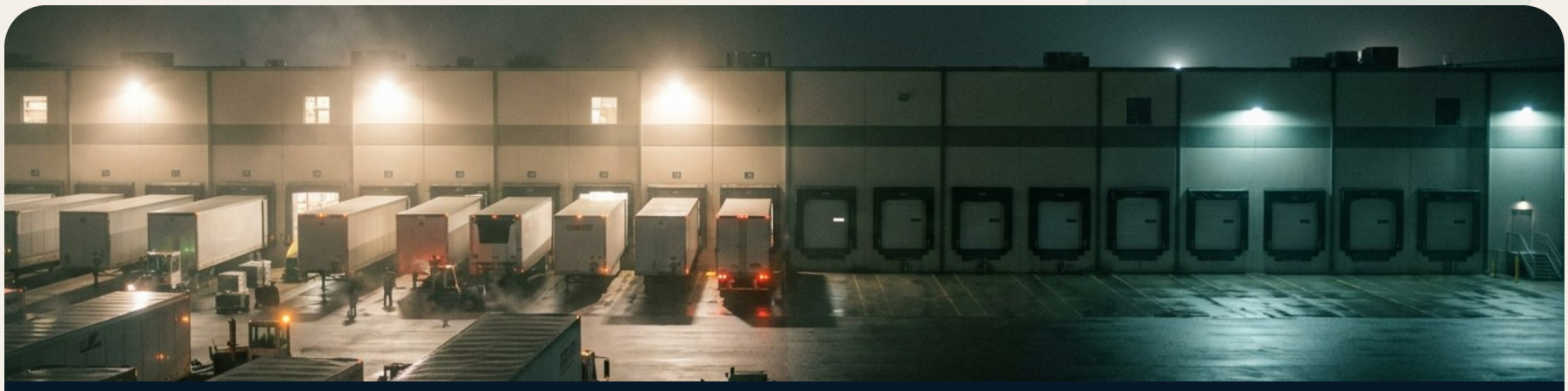
SWIPE →

CHECK 04 / 05

Day-over-day swing in loads on key lanes

WHAT IT TELLS YOU

How unpredictable you look to carriers.



WHERE THE LINE IS

Above 30%

Carriers price that swing into your rates.

40 loads one day, 12 the next: same week, same total, very different lane.

SWIPE →

CHECK 05 / 05

Detention hours per load

WHAT IT TELLS YOU

How much driver time your docks consume.



WHERE THE LINE IS

Any steady detention

Carriers will price it in.

As drivers put it: “You can't pay me enough to wait.”

SWIPE →

THE BOTTOM LINE

Any number on the wrong side of the line is where the savings are.

Most of the truckload bill is decided inside your own network: waiting time, unused trailer space and volatile volumes.

THE FULL GUIDE

27 ways to lower truckload freight cost in a tight market

Link in the comments

BOOK 20 MINUTES WITH TOM MOORE →

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