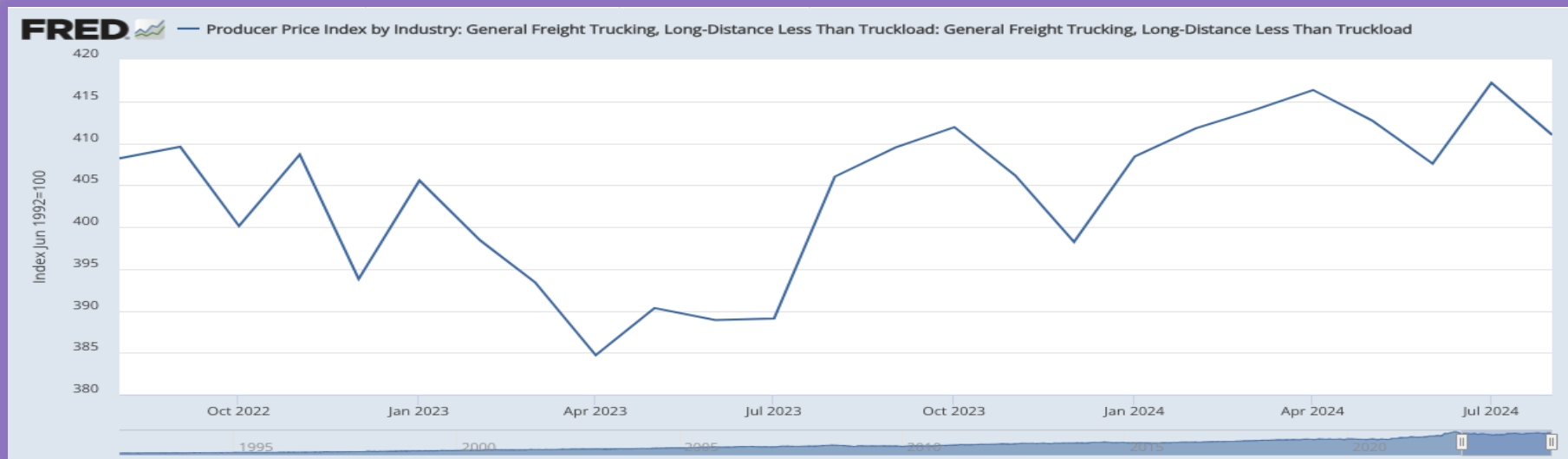
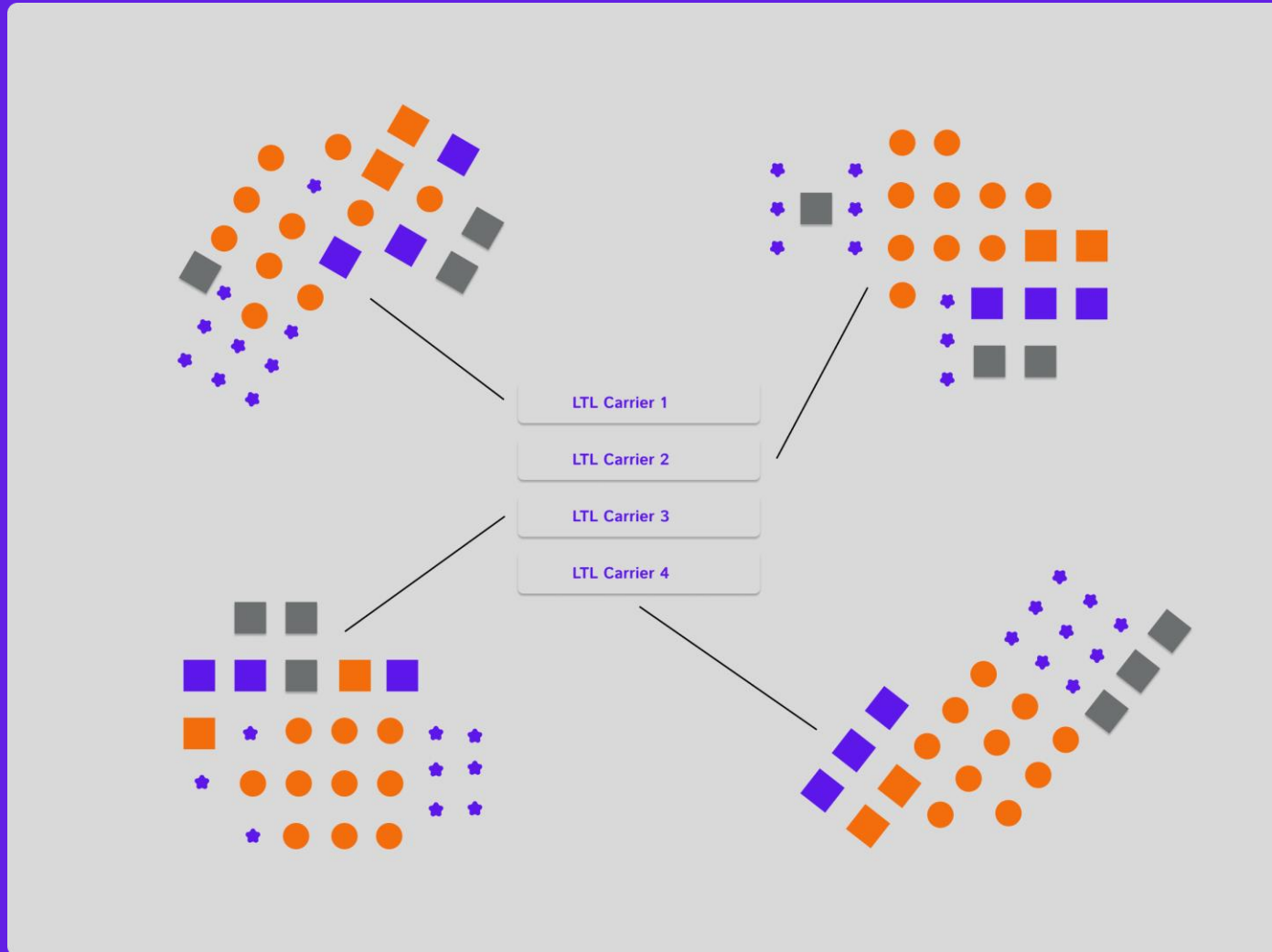


LTL Market Overview 1/2:

- Moved past the LTL ecosystem Black Swan events of 2023.
- Market has softened – capacity is plentiful.
- Carriers have strategically placed terminals ready to turn online as needed.



LTL Market Overview 2/2:



What Does this Mean?

Time to drag your LTL carriers back to the negotiating table?

Maybe.

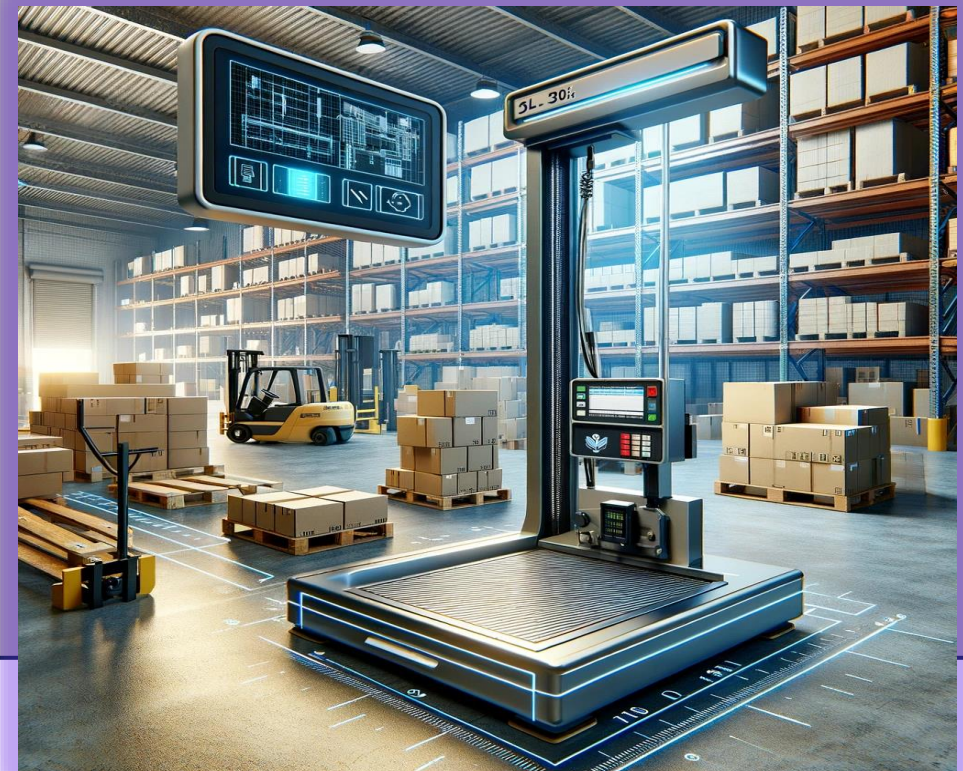
But not before you...



Double Down + Invest in YOUR LTL.

Carrier relationships. Happiness scores. Scales. Dimensioners. Digital connectivity.

Coming to the table
“prepared” means more
than your shipment
volumes.



Mirroring Reality

Fair rates, great service, etc. are all outputs of a well modeled and executed LTL program.

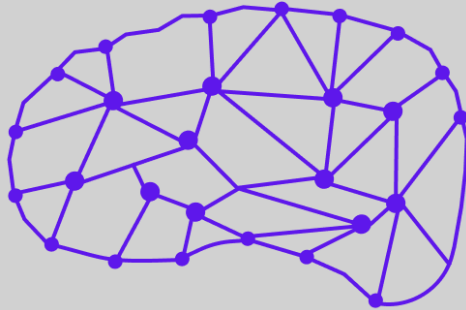
“Close the loop.
Your LTL invoices will
inform your RFP.”



You Now Have a Freight Asset in your War Chest

This will compound and pay dividends for years to come.





UNDERSTAND LTL

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Thank you. You've got this.