

AMTR invades the Sunshine State

Looking forward to conferences in Florida

Eola lake, Orlando by Josue Armando Serfano, licensed under CC 2.0

NASSTRAC Annual Shippers Conference and SEARS Fall Meeting 2015

AMTR continues our presence at important events

Since June of 2014, AMTR has consistently attended key industry events, spreading the word about After-Payment Freight Audits and their importance to your business.

Come see John Via, VP of Sales, on April 12 in Lake Buena Vista for the NASSTRAC Annual Shippers Conference and in September in Orlando for the SEARS Fall Meeting, and learn more about what AMTR can do for you.



Correct does not always mean right!

Even “correct” rates don’t ensure the right choice for your shipment.

Railroad profits have steadily risen over the last decade in part because rates have been increasing, often in excess of the inflation rate or the actual cost increase of moving cars. And every time rates go up or change in any way, there is an elevated likelihood of incorrect billing.

Most shipments have several possible public rates, including mileage scale-based, group-to-group, and specific plants or location rates. Additionally, carriers create new rate publications all the time. Through the sheer volume and

number of these publications, carriers end up creating multiple guidelines with different rates for the same shipping lane. Coupled with the fact that rates might increase two or three times a year for some lanes, this makes an easy recipe for overcharged bills.

Automated billing systems are just that – automatic. This means that, when conflicting programmed rates occur, the carrier sometimes bills at a higher rate, even when an often substantially lower rate is available. Additionally, due to the significant cost increases, many shippers are negotiating contracts to get lower rates. This may add even more possible options from which the carrier’s billing systems may choose. Due to these examples and a variety of other factors and circumstances, shippers are not always billed the lowest rate available, even with a contract.

Unfortunately, this is often overlooked when reviewing costs because the bill itself may appear completely “correct” – all the rates add up and look fine – but there is no way to know that there is another, lower rate available to them. While a shipper’s normal bill payment practices may catch a few of these invoices that have multiple “correct” rates, catching every single one is difficult for even the best of transportation or accounting departments. How many shippers are certain that they are getting the lowest possible rate, on every single bill, for every shipment, every day, all year long?

That’s why shippers need AMTR. We do not just make sure the bill has the “correct” rates, but look beyond the bill to find the best rates. We take on the hard work, so the shipper gets back overcharged and overpaid money, controlling costs even in the face of rising railroad profits.

Written by Troy Smith



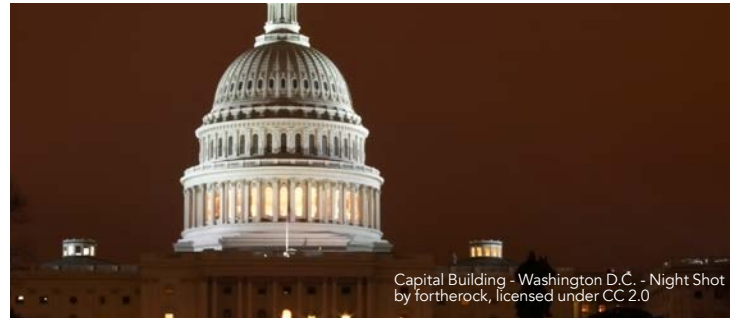
West Coast Labor stoppage causing shippers to rethink their shipping points

Are you prepared?

Now that the labor dispute on the West Coast has been resolved, how will import and export shipments be handled moving forward? Is your company one that is considering making changes? It appears that many are weighing their options in hopes of preventing the same scenario happening in the future.

Importers who were considering other options before, now have a good reason to act. Exporters watched helplessly as their products spoiled. Delivery delays while the backlog clears may result in lost business or higher costs. If your company is thinking of making lane changes and renegotiating your rates, or requesting rates to be added or reconsidered in tariffs, make sure you have a back-up already in place to ensure your freight is being paid properly in advance. It is wise to have a third party review your payments with an objective eye.

Changes in shipping patterns means changes in rates and charges. AMTR can ensure you are being charged correctly for your new lanes.



Capital Building - Washington D.C. - Night Shot
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Rail reform bill more a boon to carriers than shippers

After 20 years Congress set to make changes within the STB

On March 19, 2015, Senators John Thune and Senator Bill Nelson have introduced the S. 808, known as the Surface Transportation Board Reauthorization Act of 2015. Previously in 2014 a similar bill was introduced to Congress by Jay Rockefeller and John Thune. Due to its late introduction to Congress, the bill did not move further than being approved by the Committee of Commerce, Science and Transportation.

Although this bill is being called the "Rail reform bill", it's enactment would ultimately be beneficial to railroads and those in charge of transportation operations and shippers. This bill is already receiving support from such organizations as the National Association of Chemical Distributors (NACD). Some of the highlights of the bill as mentioned by American Shipper and National Industrial Transportation League include adding two more members to the Board totaling 5; will allow the Board to investigate matters other than rate cases; and shortening rate review timelines with voluntary arbitration and setting timelines for stand-alone rate cases.

Stay current with regulatory changes with AMTR's knowledge-based approach to the transportation industry.

Quote

In order to flourish one must strive to be an Expert in their particular occupation:

We are what we repeatedly do. Excellence, then, is not an act, but a habit.

—Aristotle

American Truck & Rail Audits, Inc.

April 2015 Brain Teaser Answer Sheet

Unscramble the letters to the left

1.
NSMREEOCINNGT

Hint: Change direction of a load.

2.
EOCFR JEEUAMR

Hint: It's not my fault!

3.
GNKAPCI PILS

Hint: What's in this box?

4.
ILBL FO DGNAIL

Hint: Who owns this stuff?

5.
IHTDR TYRAP

Hint: Who's going to pay for this?

6.
UELF HRGUESRAC

Hint: Fossil fool.

7.
MRSEULP

Hint: Who is unloading this?

Find the answer sheet
for this brain teaser at
amtr.com/brain-teasers

8.
JEERDETC OLDA

Hint: I don't want it.

9.
SALSCIOECAR GRAHSEC

Hint: Added features.

10.
NOCGISEEN

Hint: End of the line.
