

# AMTR "Cleans Up" Freight Cost Problems

## Let AMTR Do Your Spring Cleaning

Spring is in the air, which often brings on the motivation to tidy up our spaces and take on other projects which just did not seem right during the long winter. Spring cleaning, whether at work or home, can be a time to look at problems anew and to try different things. With regard to freight cost issues and problems, does your company need a fresh look? A new approach? A new partner? Adding **AMTR's** signature Smart Auditing® to your transportation routine can surely facilitate new process efficiencies and financial savings, but it may also challenge the way things have always been done in your company. Challenging the status quo can be uncomfortable, but **AMTR** stands ready to help. Keep these ideas in mind from the *Harvard Business Review* article "Five Mistakes Employees Make When Challenging the Status Quo" as you discuss the potential value of **AMTR** services:

**Don't go solo.** Let **AMTR** answer any questions about services, process and implementation your company may have. We stand ready.

**Don't flunk the pitch meeting.** Focus on the key idea that **AMTR** discovers lost freight cost dollars and recovers them through comprehensive claims management at zero cost to you.

**Don't give up quickly.** New ideas are not always quickly accepted, but we can help you tell the story supported with facts. When freight cost refunds start coming in, everyone will know it was worth the time invested.

So this spring, think about how **AMTR** can help your company "clean up" your freight cost problems—we are ready to help you change the status quo for the better!

## Spring Clean Your Rate Engine

Rate engines are a necessity in the shipping industry. However, it is also crucial to do some cleanup of these systems regularly, especially when changes are made to your route options.

Recently, during a freight cost audit, our team discovered an error that cost a shipper over a hundred thousand dollars due to an old route that was left in the rate system. Since the rates had expired under this route option and the freight had already moved, there was nothing to be done.

At **AMTR**, the education process is just as important as the recovery. By bringing the matter to the client's attention, they will be able to save future monies by not choosing the incorrect route when submitting instructions to the carrier. When shippers decide in the course of business to offer traffic to competitive carriers, they should consider removing and archiving the prior carrier rate options from their rate engines. Freight cost can be negatively impacted if the expired rate is chosen. The end result would be to rely on non-negotiated public rates, which could add up quickly. Then, the risk of someone choosing the wrong option and costing hundreds of thousands of dollars could be avoided.

**AMTR** strives to educate shippers in these types of situations to help avoid overpaying freight in the future.

## Come See Us at These Upcoming Events!

### SEARS Spring Meeting

March 28 – 30

[serailshippers.com](http://serailshippers.com)

Point Clear, AL

### National Shippers Strategic Transportation Council

April 9 – 12

[nasstrac.org](http://nasstrac.org)

Orlando, FL

## Quote

Intelligence is the ability to adapt to change.

*Stephen Hawking*



## No Statutes on Carrier-Customer Relations

**AMTR**'s forte is discovering and recovering overcharges during after-payment freight audits. With our vast knowledge and experience with overcharge claims, we can also provide crucial insight about unidentified or duplicate payments and undercharges—information that can save shippers money! The statutes that apply for overcharge claims apply to all of these, as well.

While carriers start "spring cleaning" their accounting, they may send customers new invoices. When additional charges—for instance, an accessorial that was performed and not billed on the original invoice—are billed to customers, a request for payment must be submitted within 180 days from the invoice date, just as overcharge claims are. Check the dates before sending payment. However, if a payment was made in error and is beyond the filing time period, the law clearly allows a carrier and their client to work out any issues and carriers can issue refunds.

Also note that on payments sent to carriers that cannot be identified, the carrier must send a notice to the payer. If there is not a response within 90 days of the notice, the carrier may consider the payment as owed for freight charges. From this point, a payer is bound by the standard claim procedures and timelines.

Do not let these time restrictions limit your opportunity to receive refunds. Let **AMTR**'s "Smart" auditors **discover** and **recover** your overcharged monies and **educate** your company through our audits!

## Spring into Savings

Mid-January through the end of February is typically the slowest time of the year for motor carrier transportation. As we move forward into spring, carriers can expect increased volumes and shippers may experience higher rates and longer wait times. **AMTR** has compiled a list of tips that will both help save money on freight and make sure loads are delivered on time.

First, shop around. Get estimates from a number of carriers to ensure you are receiving the best deal for lane. Next, make sure to devote adequate time to packaging your shipment. If a carrier offers discounts for shipments moved on pallets, palletize whenever possible. Likewise, consolidate shipments when it is feasible. Also, try to arrange for shipments as soon as possible. This will save money by avoiding paying for expedited service until it is absolutely necessary. Finally, employ **AMTR**'s Smart Auditing® to save on your freight costs.

# Industry News

## A Connecting Acquisition

Genesee & Wyoming (G&W), the US railroad holding company that owns or leases 122 freight railroads globally, has signed an agreement to acquire Atlantic Western Transportation, the parent company of the Heart of Georgia Railroad (HoG). HoG operates across 219 miles of track in Georgia, linking with G&W's Georgia Southwestern Railroad at Americus, and Georgia Central Railway at Vidalia. Once the STB approves, the acquisition should be finalized by the end of the second quarter.

## American Truck & Rail Audits, Inc.

March 2017 Brain Teaser

### Crack The Code

Use the below numbers and hints to find the three digit code for this lock.



**A NUMERIC LOCK HAS A 3 DIGIT KEY**

### HINT



One number is correct and well placed



One number is correct but wrongly placed



Two numbers are correct but wrongly placed



Nothing is correct



One number is correct but wrongly placed

Brain teaser adapted from: <http://puzzling.stackexchange.com/questions/46871/crack-the-lock-code>

Find the solution for this brain teaser at [amtr.com/brain-teasers](http://amtr.com/brain-teasers)