

Human Curiosity Drives Better Freight Audits



AMTR Auditors Always Curious About Your Freight Cost Complexities

Curiosity is a well-researched human attribute that is getting a lot of attention in business circles lately. *The Oxford Dictionary* defines curiosity as “a strong desire to know or learn something.” The most recent issue of *Harvard Business Review* featured a sequence of articles on the topic. One of those articles focused on the benefits of hiring curious employees, which is especially relevant for our company and our business of auditing. We look for this trait in future employees and have found, similar to what is discussed in research, that our most successful auditors are curious by nature. At **AMTR**, curiosity fuels our audits. This human trait, combined with audit skill and knowledge makes SMART Auditing® possible. Our inquisitive auditors are always on the lookout for freight cost errors and are eager to investigate the complex scenarios that generate them. Not only does this allow for overcharges to be returned to our clients, but also lessons about what issues caused the errors in the first place. Don’t be satisfied with automated audit solutions that can only address the simplest of situations—be curious about what **AMTR** auditors can do for you!

Curious About Detention?

Detention charges are an increasing factor in truck freight costs. The ELD implementation of last year allows carriers to be even more precise at recording and billing for detention time. As such, it is important to understand detention charges and their application. Detention charges can be identified in customer-specific tariff or contract pricing, a carrier’s public rules tariff or within a negotiated quote. It is common for truckload carriers to charge a flat rate per hour after the first two hours of detention. For LTL carriers, the practice varies. The start time of detention may depend on the size of the shipment, and charges will often be applied in 15 minute increments afterward. Shippers should be curious about the impacts of detention. Reducing detention time requires working with carriers, loading dock personnel, and receiving customers. Reducing detention costs requires an understanding of how those charges are applied and billed. **AMTR** truck freight auditors are experts in detention charges—let us help ensure your charges are correct!

Rail Freight Audits—Questions, Questions, Questions

AMTR rail freight audits are different. We take the time to get to know our clients and their shipping routines. We dig deep into the details of the products shipped, the origin, destination, consignee, carrier...even the specific railcars used to move the freight. We approach every move with curiosity, asking questions such as: “What did this car actually do?”, “Is the rate correct?”, “Is the rate being charged reasonable?” We also ask questions about what is missing from the freight data. Even the best freight payables departments miss what **AMTR** audit experts can quickly identify, such as high volume lanes missing from contracts rates, contract rates that appear to be unused, and even whole classes of freight bills such as empty car movements, accessorial, and manual payments that are absent from the audit process. Let **AMTR**’s freight audit expertise add depth to your transportation knowledge and return overcharge monies to your bottom line.

Come See Us at These Upcoming Events!

Petroleum Connection Frac Sand Conf.
Oct 23-26
San Antonio, TX

BiTA Fall Symposium
Nov 14
Grapevine, TX

NITL
Jan 21-23
San Antonio, TX

Industry News

Cold Weather Changes and Charges

The cold weather and holiday shipping season are upon us and so, too, are the annual rate hikes for some accessorial and packaging fees. During FedEx Parcel's peak holiday shipping period, shippers can expect additional handling surcharges of \$3.20/package, unauthorized package charges of \$150/package, and oversized charges of \$27.50/package. While UPS will be charging a residential peak surcharge of \$0.28/package for ground shipments, large packages will be subject to a surcharge of \$26.20/package and over maximum limits packages will be subject to a surcharge of \$165/package. Shippers should also look out for freeze protect fees. Carriers typically offer freeze protect service between October and April.

Union Pacific's Unified Plan 2020

Union Pacific Railroad is the latest Class I to adopt precision scheduled railroad service with its Unified Plan 2020. Lance Fritz, UP CEO, comments, "We are not meeting customer expectations. Unified Plan 2020 is our path forward to secure our place as the industry leader in safety, service and financial performance." The plan's key principles include shifting the focus of operations from moving trains to moving cars, working to minimize operational inefficiencies, and balancing/blending train services and movements to improve the utilization of crews and rail assets. Implementation of this new plan will begin on UP's eastern North/South corridor between Wisconsin and Texas and is projected to be system-wide by 2020.

Ian Jefferies to Ascend to AAR Presidency

The Association of American Railroads (AAR) recently announced that Ian Jefferies will succeed longtime president, Edward Hamberger, upon his retirement. Jefferies is currently the organization's Sr. VP of government affairs and senior policy advisor in Washington. During his five years at AAR, Jefferies has been an instrumental advocate regarding the STB Reauthorization Act and tank car safety enhancements, while defeating efforts to increase truck size and weight limits. His prior experience in government policy will also greatly enhance his success as he leads the AAR into the future.

Quote

Curiosity killed the cat, but where human beings are concerned, the only thing a healthy curiosity can kill is ignorance.

Harry Lorayne

AMTR Awards Shan Scott Memorial Scholarships

AMTR recently awarded two scholarships to students at the University of Central Arkansas (UCA). Alyssa Traylor was awarded the Supply Chain scholarship, and Blake DeLuca the Management Information System (MIS) scholarship. AMTR is proud to partner with UCA in recognizing these outstanding scholars. We wish them continued success in their educational endeavors!



Alyssa Traylor
Supply Chain Scholarship

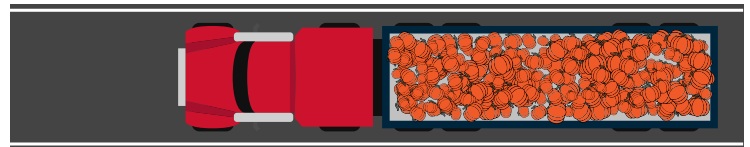


Blake DeLuca
MIS Scholarship

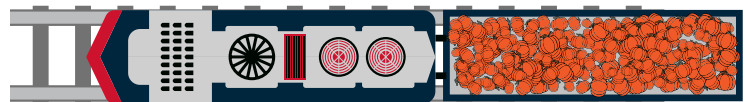
American Truck & Rail Audits, Inc. Fall 2018 Brain Teaser

Pumpkin Patch Pace

At what point will the train catch up to the truck?



A train and a truck both leave from the same pumpkin patch headed parallel to each other, in the same direction. The truck leaves three minutes before the train. If the truck travels at 40mph and the train travels at 70mph, how many miles from the pumpkin patch will the train catch up to the truck?



Source: www.mensa.org.uk/puzzles/brainteasers

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