

# CzarLite®

The Industry's Premier Pricing Benchmark

## CzarLite neutrality lets you:

- Make wise logistics choices by assessing annual bid awards to carriers
- Handle anomalies as well as the economic and geographic complexity of North America's many regions
- Ensure carrier rate competitiveness
- Standardize critical areas of your business operations, including accounting functions, computer systems, purchasing agreements and RFPs

## Negotiate Your Transportation Spend With Confidence

In the world of LTL shipping there are thousands of price combinations built upon hundreds of base rate systems. The unpredictability of lane-by-lane shipment pricing can be enough to cause even the most seasoned supply chain professional to miss opportunities for savings.

The foundation of effective transportation pricing is the base rate, and successful price negotiations can only occur when that foundation is laid properly. You need the ability to benchmark the pricing of multiple carriers using a base rate system that is reliable and consistent—as well as recognized by and compatible with your industry partners and internal technologies.

North America's most recognized name in LTL pricing, SMC<sup>3</sup> CzarLite is a standardized, carrier-independent base rate system for transportation price benchmarking. The popularity of CzarLite is no accident; it is the hallmark of more than 75 years of LTL transportation expertise, industry connectivity and transactional thought leadership.

## Reliable, Consistent Base Rate Data

Over the last 24-plus years, CzarLite has established its own track record of reliable data that perform consistently regardless of a shipment's origin or destination.

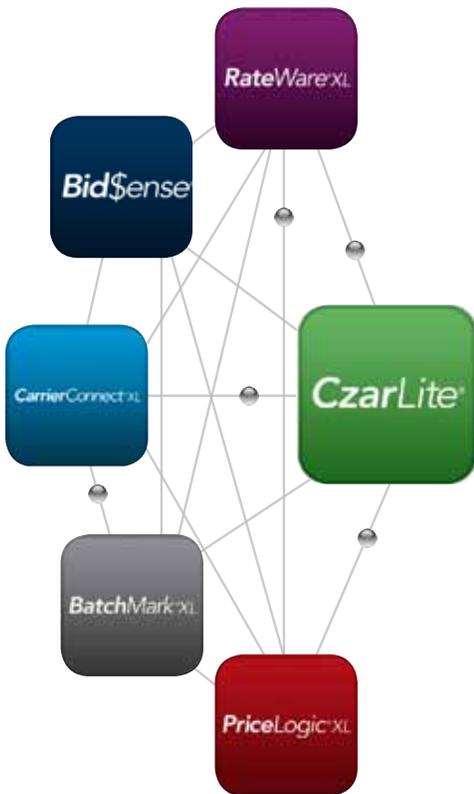
Unlike individual carrier or shipper tariffs, the CzarLite base rate system:

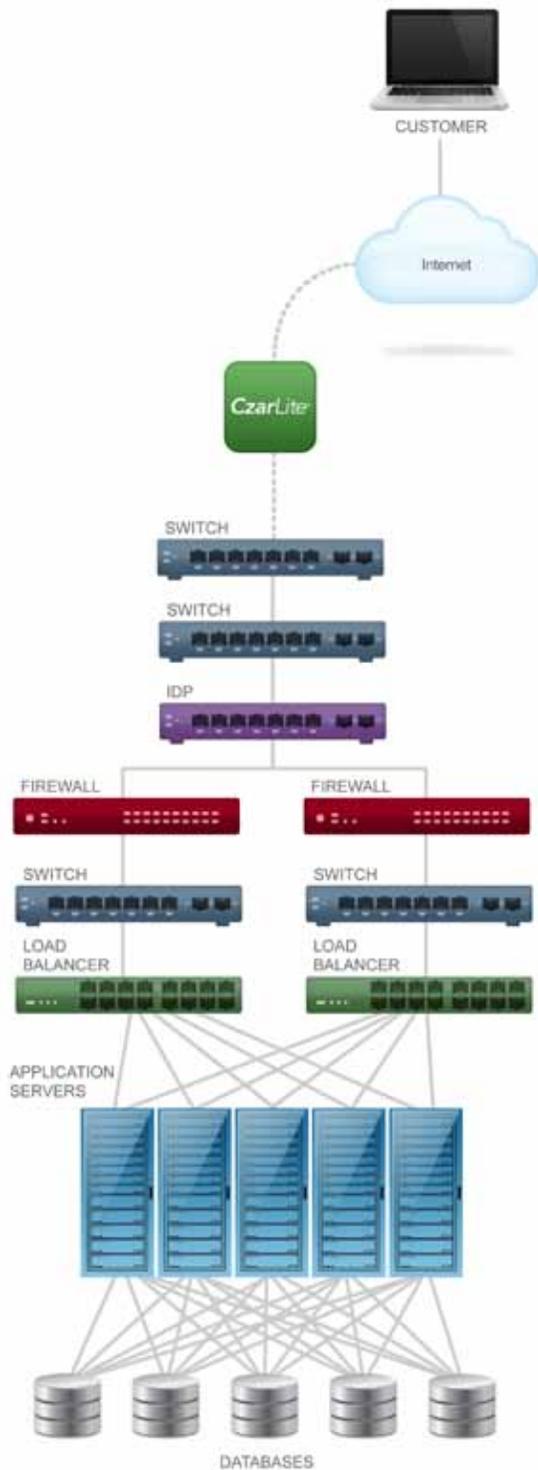
- Maintains fuel- and direction-based neutrality
- Empowers seamless cross-border shipment pricing
- Facilitates uniform pricing discussions with multiple carriers
- Employs an unsurpassed system of checks and balances for data accuracy, including annual ZIP code updates

## Industry Wide Recognition

Benchmark pricing has been a normal practice in the LTL industry for many years, and today shippers often use non-carrier-specific price lists in order to properly benchmark their freight spending. A trusted, predictable pricing benchmark, CzarLite is used routinely throughout North America as the basis for thousands of successful pricing agreements that represent billions of dollars in annual managed transportation spending.

Over 300 carriers use CzarLite with their shipper-customers. Several branches of the U.S. government employ CzarLite to process thousands of competing motor carrier rates and maintain control over their massive LTL transportation needs. Major technology providers also endorse and recommend CzarLite in combination with their own industry solutions. And, CzarLite has been an accepted part of the freight payment community for more than a decade.





## Unsurpassed Compatibility and Functionality

Because CzarLite has been standardized for implementation with any technology system you or your partners employ, you have an unsurpassed view of your price benchmarking activities. This also means that you can get up and running with CzarLite rates quickly and easily.

All CzarLite products—including SMC<sup>3</sup> MexicoLite™ and SMC<sup>3</sup> CanadaLite™—give you the ability to establish pricing details that correlate with each of your carrier agreements, and enable you to quickly evaluate the impact of carriers' rate adjustments, discounts and FAK classifications.

## Why SMC<sup>3</sup>?

SMC<sup>3</sup> is the leading LTL data and solutions provider to the freight transportation community. More than 5,000 North American shippers, carriers, logistics service providers (LSPs) and freight-payment companies rely on our sophisticated LTL base rates, content, and expert bidding and planning tools to make the best business choices, achieve higher return on their transportation investment, and meet the dynamic demands of the market.

When SMC<sup>3</sup> products and services are part of your transportation strategy, your organization succeeds, with increased information visibility and accessibility, decreased costs and better planning and transportation results.

## Put SMC<sup>3</sup> Transportation Pricing to Work for Your Company Today

To learn more about how CzarLite can help you negotiate your transportation spend with confidence, contact SMC<sup>3</sup> today at 800.845.8090 or contact [sales@smc3.com](mailto:sales@smc3.com).

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