

CzarLite[®]XL

The CzarLite[®] Family of LTL Benchmark Base Rates Negotiate Your Transportation Spend With Confidence

In the world of less-than-truckload 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 Importance of a Pricing Benchmark:

- *It's easier and more accurate to measure competitive pricing from a common rating point*
- *Benchmarking ensures that pricing is aligned with changes in the marketplace that may impact profitability*
- *Effective metrics are essential to competitive success*

The foundation of effective transportation pricing is the base rate, and successful pricing negotiations can only occur when the 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. It should also be compatible with your industry partners and internal technologies.

North America's most reliable name in LTL pricing, SMC³ 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 80 years of LTL transportation expertise, industry connectivity and transactional thought leadership.

A Modern Benchmark Base Rate Option from SMC³

CzarLite XL is the latest solution innovation in the SMC³ family of LTL rating solutions. CzarLite[®] XL is the industry's most advanced LTL benchmark base rate, created in response to industry demand, and SMC³'s mission to simplify the complexity of LTL pricing for the freight transportation community.

Based on extensive study of data from the 33 largest LTL carriers, CzarLite XL aligns with modern market carrier rates and regional freight flow trends, and streamlines rate negotiations by reducing or eliminating the need for ambiguous discount structures and percentages.

No other LTL pricing solution provider has the access to enough Big Data — or 80 years of LTL experience — to conduct such a vast study.

What changes were made in the creation of CzarLite XL?

- Updated benchmark base rates to/from/between all points in the contiguous United States

- The identification of 139 high-cost areas — such as Bainbridge Island, Washington, and the Outer Banks in North Carolina — which will lead to less volatile pricing between geographies
- One minimum charge per shipment, simplifying the rating process and streamlining communication with TMS operations
- Intrastate movements in large states, such as California and Texas, were analyzed separately so rates mirror actual freight flow rating

Reliable, Consistent Base Rate Data

For nearly 30 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 rates, the CzarLite base rate system:

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

For a deeper dive, access our white paper, "[CzarLite XL: The Case for a Re-Indexed LTL Benchmark Pricing System](http://www.smc3.com)," at www.smc3.com.

About SMC³

Founded in 1935, SMC³ is devoted to consistently raising the level of knowledge, collaboration and technological capability in the freight transportation marketplace. We achieve this by using our internal expertise and industry connectivity to provide the best data, content, technology and education services to our members, customers and associates. Our deep-seated core values of integrity, consistency, thought leadership and operational excellence support this mission and provide a foundation for our unique portfolio of industry solutions. Shippers, carriers and logistics service providers look to SMC³ for the technology, industry data, educational services and general know-how they need to achieve greater success in the transportation marketplace.

To learn more about how CzarLite can help you negotiate your transportation spend with confidence, contact SMC³ today at 800.845.8090 or contact sales@smc3.com.

The industry's most advanced benchmark base rate allows you to:

- *Choose an LTL benchmark base rating system that is in-sync with modern freight movement pricing*
- *Simplify and clarify the LTL rate-negotiation process with a reduced or eliminated need for extreme and inconsistent discounting*
- *Easily implement base rates into TMS systems due to fewer minimum charges and more straightforward discount percentages, resulting in a more efficient process*