

# The CzarLite® Family of LTL Benchmark Base Rates

CzarLite®

## NEGOTIATE TRANSPORTATION SPEND WITH CONFIDENCE

LTL shippers and 3PLs face a multitude of pricing and service options in the highly competitive carrier market. Without a neutral, standardized pricing foundation, it's impossible to accurately and reliably judge myriad shipping rates.

CzarLite allows carriers to build their overall pricing offers for each shipper using a common starting point, allowing shippers to make informed LTL transportation purchases by negotiating their spend using the same base rate system for all carriers. CzarLite base rates align with modern market carrier rates and regional freight-flow trends, eliminating the need for complex discount structures and percentages.

The most widely used neutral LTL base rates for pricing agreements in North America, the CzarLite family of neutral base rates serves as an LTL pricing benchmark for thousands of pricing agreements, representing billions of dollars in annual managed transportation spend. And now CzarLite is better than ever.



### WITH CZARLITE BASE RATES, SHIPPERS AND 3PLS CAN:

- ✓ Quickly evaluate the impact of carrier rate adjustments, discounts and FAK classifications
- ✓ Negotiate transportation spend using a consistent base rate across carriers, to ensure total pricing visibility
- ✓ Manage both traditional classification-based and density-based shipment pricing to adapt to global business standards
- ✓ Easily access and integrate North America's most widely used base rates into existing business systems and technology platforms
- ✓ Empower seamless cross-border pricing with solutions tailored for shipments between the U.S. and Mexico or Canada and within each country

## A HOLISTIC SOLUTION

To give customers a complete picture of the LTL transportation world, SMC<sup>3</sup> provides base rates for the entirety of North America, helping customers optimize the carrier-selection process through carrier price negotiations based off a neutral rating reference. For customers operating in those countries, using a rating benchmark that presents a comprehensive view of the market just makes sense.

CzarLite North America allows customers to accurately measure the trends and shifts in market pricing in Mexico and Canada, so shippers, 3PLs and other logistics stakeholders know they are always receiving the best rate possible from the most optimal carrier.

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### CZARLITE PRODUCT FAMILY

- CzarLite United States
- CzarLite North America
- CzarLite Canada Cross-Border
- CzarLite Mexico Cross-Border
- CzarLite Canada
- CzarLite Mexico

## NEW TO CZARLITE 2019

### 1. SOMETIMES IT COSTS MORE

To accurately reflect market realities, the update includes new rates for approximately 130 high-cost areas (such as Bainbridge Island, Washington, and the Outer Banks in North Carolina), which will lead to less volatile pricing between geographies.

### 3. SIMPLIFIED MINIMUMS

To simplify the rating process and streamline compatibility with that of industry Transportation Management Systems, CzarLite 2019 has eliminated multiple minimum charge weight tiers.

### 2. FOLLOW THE MARKET

Intrastate movements in large states, such as California and Texas, were analyzed independently, so rates mirror the actual flow of freight.

### 4. KEEP ON TRUCKIN'

In past releases, CzarLite high-mileage rates did not trend in a similar manner to market rates at longer lengths of haul. CzarLite 2019 maintains rate rationality across all distances.

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

SMC<sup>3</sup> has a lifetime of transportation transit-time knowledge and information, and the company's solutions aid customers in making the optimal LTL decisions for their unique business needs. SMC<sup>3</sup> also supports customers as they grow, whether they're dealing with 10 or 10,000 freight movements per day. Shippers and 3PLs use SMC<sup>3</sup>'s peerless rating solutions to access transit-time intelligence, saving time and money on their supply chain requirements throughout North America.

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