

UNPACKING COST CERTAINTY

HOW SHIPPERS
CONQUER THE MAZE OF
FREIGHT CLASSIFICATION

For shippers, navigating the labyrinth of freight costs can feel like deciphering an ancient riddle. The National Motor Freight Classification (NMFC) codes and their constant flux often become a frustrating puzzle, with misinterpretation leading to unwelcome surprises including cost increases up to 25% after the shipment has sailed. These adjustments, particularly concerning re-weights and re-classifications, are a familiar thorn in the side for many in the industry.

SHIPPERS BURIED UNDER CLASSIFICATION CHAOS

For shippers, navigating the ever-shifting sands of freight classification feels like walking a tightrope blindfolded. The National Motor Freight Classification (NMFC) codes and their constant metamorphosis become an ever-present burden, demanding meticulous attention leaving little room for error.

The responsibility of finding the appropriate classification, ensuring the accuracy of calculations, and staying abreast of endless changes rested solely on the shippers' shoulders. This meant:

- o **DROWNING IN DATA:** Sifting through dense classification manuals, deciphering complex codes, and hoping for the best interpretation.
- o **TIME IS MONEY:** Manually measuring and weighing each shipment added hours to the day, draining valuable resources.
- o **THE FEAR OF THE UNKNOWN:** Constant updates and revisions gnawed at confidence levels, leaving shippers vulnerable to post-shipment adjustments and unexpected cost increases.

A CASE STUDY OF HOW A SHIPPER MADE A BOLD MOVE

For one shipper with a LTL spend exceeding five million dollars, shipping their diverse and ever-evolving product line felt like navigating a dimly lit maze. Due to the dynamic nature of their freight, over 20% of their shipments faced re-weighs or re-classifications, so they struggled to capture pallet details accurately and store necessary information efficiently. This cumbersome process resulted in lost time, increased costs, and an ever-present sense of uncertainty.

Enter Evans, a trusted logistics partner who had been working with the shipper for several years. Recognizing the challenges faced, Evans didn't just offer transportation solutions; they proactively assessed the situation and identified the potential value of implementing a freight dimensioner.

Through in-depth discussions and data analysis, Evans helped the shipper understand the precise impact of re-weighs and re-classifications, quantifying the potential cost savings a dimensioner could offer. Working together, they assessed the specific needs and found the ideal solution that seamlessly integrated with the existing ERP system.

Integrating the dimensioner proved to be a game-changer. With a simple scan, the shipper now captures precise measurements and high-resolution images for every shipment, automatically feeding the data into the ERP system. This seemingly small step revolutionized the shipping process and led to significant cost avoidance.

Gone are the days of manual measurements and painstaking data entry. The shipper slashed instances of re-weighs and re-classifications by a staggering 93%, leading to correctly identifying freight costs. The certified dimensions the scanner provides offer an impenetrable shield against post-shipment adjustments, granting them invaluable peace of mind and a crystal-clear view of their true shipping expenses. The ROI for the cost of the equipment and software was less than 3 months.



**Freight Images,
Measurements, and
Weight Data**

Length:	35.5	inches
Width:	30.5	inches
Height:	79.5	inches
Cub. Volume:	49.81	cubic feet
Weight:	424	lb

But the benefits extend far beyond cost savings. With readily available accurate data, the shipper can optimize trailer loading, maximizing space utilization and potentially reducing costs even further. The shipper has also experienced a marked improvement in customer satisfaction thanks to real-time data that enables accurate quotes and faster tracking.

This shipper's story is a testament to the transformative power of both technology and collaborative partnerships. Working hand-in-hand with Evans, the shipper identified the need for a dimensioner, ensured its seamless implementation, and ultimately stepped out of the shadows of ambiguity and into the light of clarity and control. The shipper no longer navigates a maze blindfolded; the shipper now confidently strides ahead, illuminated by the power of precision and collaboration.

UNVEILING THE MULTIFACETED BENEFITS OF DIMENSIONERS

The power of dimensioner extends far beyond mere classification accuracy:



- o **EFFICIENCY UNLEASHED:** Automation saves time and human resources, streamlining the shipping process and freeing up personnel for more strategic tasks.
- o **SPACE OPTIMIZED:** Precise dimensions allow for optimal trailer loading, maximizing carrier capacity and potentially reducing freight costs by 3-5%.
- o **CUSTOMER SATISFACTION INCREASED:** Real-time data facilitates accurate quotes and faster shipment tracking, leading to happier customers and potentially boosting order conversion rates.
- o **RISK MINIMIZED:** Documentation from dimensioners serves as valuable evidence in damage claims or disputes, protecting shippers from unforeseen losses.



INVESTING IN CERTAINTY

While implementing a dimensioner might seem like an initial expense, the long-term savings and operational benefits often outweigh the investment. In this case study, the client, with its \$350,000 in annual cost avoidance within the first year, serves as a compelling testament. As manufacturers across the industry discover the immense value of these tools, the adoption rate is accelerating, bringing a wave of clarity and control to the previously opaque world of freight shipping.

In the dynamic landscape of freight costs, embracing technology like dimensioners is no longer a luxury; it's a necessity for complex shippers. By combining automated accuracy with operational efficiencies, shippers can shed the shackles of classification ambiguity and navigate the labyrinth of freight costs with newfound confidence. Leave the days of unexpected charges and classification battles behind; the path to smoother, more efficient shipping is illuminated by the power of precision.



TAKE THE FIRST STEP TOWARDS COST CERTAINTY AND OPERATIONAL EXCELLENCE.

Explore the world of freight dimensioners and light your way to a brighter future of shipping.

If you are interested in learning more about the Evans partnership and how our client recognized value in a dimensioner, **reach out to your Evans representative today.**