

- Have you explored the possibility of subscribing to computerized transportation service and rate information systems?
- After using a transportation organization for several shipments, have you re-evaluated other organizations to see if you are still getting the best rates and service?
- If a transportation supplier advises you of a rate increase have you checked with others to determine if they might be less expensive?
- If you have regular movements, and are knowledgeable of your commodity characteristics and service requirements, have you considered negotiating specific commodity rates (as opposed to class rates) with common carriers?
- Is it possible to establish shipping policies i.e., minimum shipment/order size to help reduce transport costs?
- Are your sales within a region growing enough for you to consider larger volume shipment consolidation to a central warehouse for redistribution to your growing list of customers?
- Are you reading trade and transportation publications, and generally keeping your eyes open for new, innovative, and perhaps cheaper transportation alternatives?
- Are you keeping abreast of changes to the transportation environment to determine the opportunities and threats that may affect your company?