

\_\_\_\_\_ When using a carrier or intermediary on subsequent occasions are you comparing current rate quotes to past ones to make sure you are paying no more than you did the last time?

\_\_\_\_\_ 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 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?

\_\_\_\_\_ Are your sales within a region growing enough for you to consider larger volume shipment consolidation to a central warehouse in the Western U.S. 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?