

CARRIER ROADBLOCKS & WAYS TO BYPASS THE BARRIERS

It's a tough road for small and large trucking companies today, with roadblocks and pitfalls affecting their operation, personnel, performance and bottom line at every twist and turn.

TAKE A CLOSER LOOK AT THEIR BIGGEST ROADBLOCKS AND WAYS TO BYPASS THE BARRIERS

ROADBLOCKS

DRIVER SHORTAGE

- » Over 60% Turnover Rate¹
- » 4.1% National Unemployment²
- » Current Driving Force Is Aging
- » Big Hiring & Retention Issues

INCREASED REGULATIONS

- » 3-5% Decrease in Productivity from ELD Mandate
- » 16% Decrease in Average Miles/Day from ELD Mandate
- » Increased Use of CSA Data by Insurers
- » More Liabilities from Food Modernization Safety Act

SPIKING INSURANCE

- » Big Decrease of Truck Insurers; Rising Rates
- » Up to 5% Increase for Good Carriers²
- » Up to 10% Increase for Average Carriers²
- » Double-Digit Spike for Below-Average Carriers

DEMANDING SERVICE

- » Rising Demand for Delivery Transparency
- » 64% of Consumers Won't Pay Extra for < 2-Day Shipping⁴

RISING FUEL COSTS

- » Fuel Prices Up 50% Since 2016³
- » Escalating Fuel Surcharges
- » Increased Costs for US Shippers

TECHNOLOGY DEMAND

- » Startup Costs of Tech Integration
- » Need to Hire Expensive Tech Teams

BYPASS THE BARRIERS WITH A 3PL

Carrier collaboration with a 3PL provider is becoming more common as the pros continue to outweigh the cons. Learn the top carrier benefits of partnering with a 3PL.

SCALABILITY

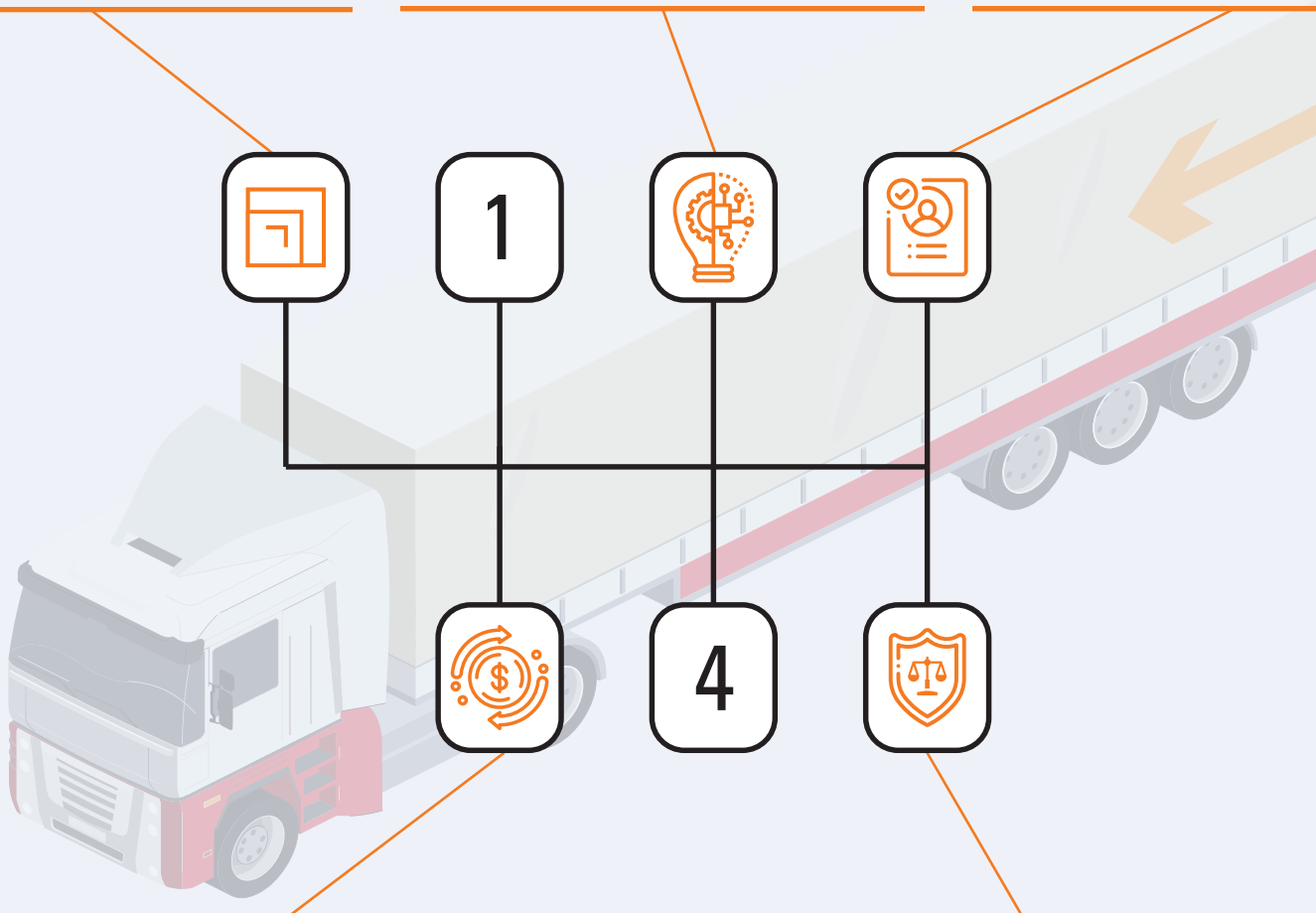
- » Achieve Domestic or International Growth Goals
- » Minimize Costs by Easily Scaling Up or Down
- » Gain Access to Larger Shippers' Freight

TECHNOLOGY

- » Utilize the Latest TMS Technology
- » Access Dedicated Tech Teams & On-Hand Experts
- » Tap into Proprietary Data for Lanes, Modes & Rates

RESOURCES

- » Bolster Capabilities with Other Modes & Services
- » Benefit from Association Memberships & Certifications
- » Augment Your Sales, Marketing & Hiring Efforts



FINANCIAL STABILITY

- » Tap Into Relationships with Multiple Suppliers
- » Get Paid Faster Than You Would with a Shipper
- » Reduce Empty Miles by Re-Loading Your Trucks
- » Minimize Startup & Operational Costs

SAFETY

- » Get Added Protection from Lawsuits
- » Benefit from More Comprehensive Insurance
- » Be Assured Standards & Regulations Are Met

OTHER OPPORTUNISTIC ROUTES

SMALL COMPANIES

- 1 Carve out a niche or specialty to become the go-to provider
- 2 Comply with all regulations for drug testing and maintenance
- 3 Participate in industry events to grow your reputation

LARGE COMPANIES

- 1 Demonstrate employee appreciation to reduce turnover
- 2 Bolster capabilities and services through other partnerships
- 3 Strengthen your carrier relationships with more amenities

INTERESTED IN PARTNERING WITH A 3PL?

Contact us to chat about our carrier partnership opportunities and how the benefits can ensure a smooth road.

CLXLogistics.com
800.288.4851

SOURCES

- 1 2018 Market Outlook: Transportation, USI, 2018
2 National Conference of State Legislatures, National Unemployment Update, 2018
3 Analysis: What Higher Fuel Prices Mean for Trucking, Truckinginfo, 2018
4 Top 8 Logistics Challenges Facing the Industry, Today's Trucking, 2017

