



CASE STUDY:

Large U.S. Chemical Shipper Optimizes Operations with LaneLogix from CLX

In the first quarter of 2022, a prominent U.S.-based manufacturer of coatings, adhesives, and petroleum-based derivatives utilized CLX LaneLogix to better manage and understand their dry van truckload transportation operations and costs.

Client Challenges

This large chemical shipper needed to understand how their dry van truckload transportation costs compared to other chemical shippers in a shifting truckload freight market. They were also seeking a platform to help manage a transportation procurement event that would allow them to optimize their spending through rapid industry shifts and challenges.

The CLX Logistics Solution

The chemical shipper implemented CLX's LaneLogix to optimize their operations, starting with a rate benchmark on their U.S. dry van truckload lanes. An initial coverage report showed that CLX LaneLogix could provide statistically significant results for 99% of the client's lanes in scope. Both CLX's procurement department and the shipper then reviewed these results.

Using CLX LaneLogix benchmarking, the chemical shipper's truckload dry van spend was 24% above the market average. With this information and an understanding of the volatile truckload market, CLX conducted a truckload bid with quarterly contract rate reviews. The first quarter bid event resulted in 20% projected savings over the baseline, the second resulted in 30% projected savings, and the third resulted in 29% savings. The fourth quarter bid event is currently in progress.

For each of these bid events the shipper was able to:

- 1 Validate and analyze available data with the CLX Logistics database
- 2 Design and develop competitive go-to-market bid strategies unique to customer needs
- 3 Evaluate cost scenarios of various customer-specific on-time performance requirements
- 4 Have a quicker time-to-value experience using CLX Logistics' state-of-the-art software, resources, and tools

Results to Date

After utilizing CLX LaneLogix, the shipper's projected 12-month cost savings closely matched the 24% savings identified in the benchmark study.

About CLX Logistics, LLC

CLX Logistics is the world-leading chemical 4PL. A seasoned provider of global transportation management, technology, and supply chain consulting services, CLX delivers economic value across your entire supply chain to accelerate success for you and your customers.