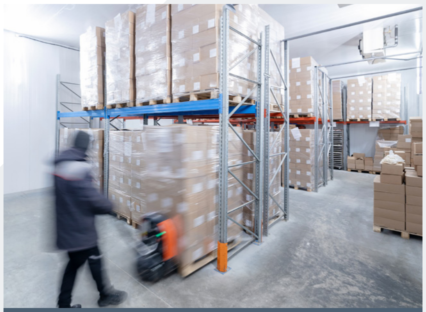
Managed Transportation / HTL Command

TURNING CARRIER CHAOS INTO BUYING POWER



Client Profile

INDUSTRY
Food Manufacturing
(Confectionery)

REVENUE
Mid-market
(Multi-location Manufacturer)

NETWORK
Multi-site shipping footprint

SCOPE
Carrier Network Optimization + Freight Audit & Payment

The Client

A multi-location North American candy manufacturer with an established carrier network and strong individual pricing agreements. As the business expanded, transportation spend increased, but the underlying structure of the carrier network failed to evolve—limiting the company's ability to fully leverage its scale.

Before Taking Command

The company had built a broad carrier base of over 50 providers, each offering competitive pricing in isolation. However, volume was spread too thin across too many partners. This fragmentation diluted negotiating power, created inconsistent execution, and made it difficult to ensure shipments were moving at the most efficient cost.

Carrier selection varied by location and user preference. There was no centralized strategy guiding procurement, routing, or performance management. While the company had access to strong rates, it lacked the structure to consistently apply them. The result was unnecessary complexity, higher administrative burden, and missed opportunities to consolidate spend into meaningful leverage.

The Scope

HTL Command conducted a full audit of the company's transportation network, including carrier usage, lane distribution, and pricing structures.

The engagement focused on restructuring the carrier base—reducing redundancy while maintaining full geographic and service coverage. HTL Command consolidated volume into a smaller group of strategic carriers and aligned that volume with its broader network to increase negotiating leverage.

In parallel, HTL implemented freight audit and payment processes to automate cost validation, eliminate manual invoice review, and improve financial control.

AFTER TAKING COMMAND

A streamlined carrier network turned fragmented spend into real leverage, lowering costs while making day-to-day execution faster and easier.

What Changed

Carrier selection shifted from decentralized decision-making to a structured procurement strategy. Volume was concentrated with a defined set of core carriers, enabling stronger pricing, more consistent execution, and clearer accountability.

Operational complexity decreased significantly. Internal teams no longer had to manage an oversized carrier network, and day-to-day execution became more predictable.

The organization moved from fragmented purchasing to a coordinated transportation program built on scale, discipline, and leverage.

Why This Matters

Fifty carriers gave the illusion of strength. In reality, it was noise.

Once the network was simplified, things clicked. Volume meant something again. Conversations with carriers changed. Execution got easier.

They didn't need more options.

They needed a point of view—and a network that backed it up.

Key Results

Within months of implementation, the manufacturer achieved a significant reduction in LTL freight spend by eliminating site level variability and enforcing consistent cost and service routing across the network. Centralization streamlined accounting and administrative workflows reducing manual audits. Most importantly, leadership gained network wide clarity, with real time visibility into cost, service performance across all locations. Transportation shifted from a fragmented function to a coordinated, measurable operation with clear accountability and control.

With monthly performance reporting and continuous optimization, this manufacturer didn't just gain control—they gained a system that improves itself over time.

Savings

Significant reduction in freight spend

Efficiency

Streamlined accounting and administrative workflows

Clarity

Network-wide visibility into service, cost, and claims