



*Capital
Transportation
Services*



Innovations in Transportation Cost Management

WWW.CTSLOGISTICS.COM



Capital Transportation Services

Overview

Capital Transportation Services (CTS) has created a buying consortium and transportation management process that lowers our Clients' freight rates and improves productivity. The consortium provides millions of dollars in shipping volume leverage that is used to negotiate rates our Clients cannot typically negotiate individually.

CTS's four-step process:

1. Negotiates rates for discounted pricing;
2. Optimizes carrier selection, transit times, and pricing;
3. Consolidates freight bills into one weekly invoice;
4. Reports on transportation usage and analyzes future savings opportunities.

Our Clients routinely save between 10% and 20% after initializing the rates and transportation management process. Achieving these savings does not require a sacrifice in service or changes in operations. There are no up-front costs or internal resources required to implement the rates and the transportation management process. Our fee is based on your established savings.

“ Besides the freight savings, the administrative efficiencies have proved invaluable, as our key corporate personnel can now turn their attention to our strategic objectives. ”

- Chief Financial Officer

CTS's Wide Range of Services

- Web Transportation Management Software (TMS)
- LTL Carrier Rate Negotiations
- LTL Audit and Recovery
- International Shipment Arrangements and Processing
- Charge-back Avoidance
- Air and Expedited Shipments
- Truckload Shipments
- Shipment Visibility
- Inbound Vendor Routing and Compliance
- Financial Reporting
- Spend Evaluation
- Freight Payment



**Capital
Transportation
Services**

CTS combines four crucial aspects of transportation management into a highly effective process that simultaneously reduces costs and increases productivity.

Discounted Pricing

Transportation is a commodity, and our consortium purchasing power allows CTS to negotiate prices that our Clients typically cannot obtain on their own. We contract with top-tier carriers.

Results

- Save 10%-20% Lower than market price.
- Maintain or improve customer service.

Carrier Selection

CTS's web Shipware Rater optimizes carrier selection, transit times, and pricing. The easy-to-use software allows Clients to make the best shipping decisions and prioritizes low-cost or best service.

Results

- Balances your customers' needs while providing cost reductions.
- Simplifies the process and improves productivity by displaying all the alternatives on one site instead of many carrier sites.

Freight Payment

CTS's in-depth pre-payment audit captures information from actual carrier invoices, original bills of lading, and delivery receipts; corrects carrier errors; and processes and consolidates all freight bills into one easy-to-read weekly invoice for payment. In addition, this process creates a valuable proprietary database to gain control over freight costs.

Results

- Saves 4%-8% by eliminating rating errors, duplicate payments, and overcharges.
- Improves productivity by capturing general ledger requirements and cost center allocations.

CTS's Four- Step Process

Discounted Pricing

Carrier Selection

Freight Payment

Management Reporting

Measurement and Evaluation Reporting

The final stage of the four-step process delivers actionable management reports that go beyond typical accounting reports, providing a real-time overview of transportation information specific to your operations. Many companies believe if you can measure a cost, you can control it.

Results

- Provides timely, accurate transportation performance reports.
- Builds a database that can ensure compliance with transportation policies and highlight opportunities for future savings.



**Capital
Transportation
Services**

CTS's History

Capital Transportation Services was founded in 1997 by a group of transportation management professionals with over 100 years experience in operations and systems design. The core services and process provided by CTS were originally developed for G.E. Corporation with over 600 entities. Using this unique process, they saved over \$250 million in the first year on their \$1 billion transportation spend. CTS adopted this same process and manages over \$100 million in annual transportation spend for our Clients. The success of this process has fueled our continuous annual growth rate of over 20%. Key to our growth has been, and will continue to be, the addition of technology and operations capabilities that add value for our Clients by helping them meet their business objectives.

For more information visit:
www.CTSLogistics.com/

CTS's Mission

Our only mission is to deliver success to our customers through cutting edge technology and process design. Our process has been proven to reduce Transportation Logistics Costs and improve productivity, something every company must strive for in today's tough economic times

**" What impresses me
about CTS is they
continually keep us
more than competitive
year after year with
the marketplace."**

-Director of Distribution

Benefits of Using Consortium Negotiation Leverage and CTS's Four-Step Transportation Management Process

Strategic

- Provides an opportunity to significantly reduce transportation costs between 10% and 20%
- Reduces the erosion of product profit margins
- Allows for a shift of resources to more strategic activities
- Opportunity to outsource a non-core competency function

Tactical

- Volume leverage replaces negotiation skills as the strategy to manage freight costs
- Provides a process for the reduction and continuous improvement of a primary expense
- Continuous timely measure of performance means quicker corrections
- Transportation management system optimizes best cost and service time decisions