



EBB LOGISTICS

PREPARED FOR NORTHWIND LIGHTING

Shipping spend audit and savings review

Every parcel and pallet invoice on file, re-read line by line. What was spent, what was billed in error, and what the shipping profile itself is costing.

\$1.97M

Parcel spend reviewed
5.4 months of invoices

103,434

Packages re-rated
line by line

\$590K

Identified savings
annualized

PERIOD

Nov 2025 - Apr 2026

CARRIERS

UPS, FedEx

PREPARED

21 September 2026

BASIS

Your invoices only

\$590K a year, priced from your own shipments.

Over 5.4 months Northwind Lighting spent \$1,966,944 moving 103,434 packages and 525 pallet shipments. Nothing below is a rate quote or a benchmark against other shippers. Each item is priced by comparing your packages against your own comparable packages, so the saving is available without renegotiating anything.

\$1,966,944 Parcel spend, 5.4 months \$4.38M annualized	\$19.02 Average cost per package \$1.21 per billed lb	25.3% Of spend is surcharges \$498,426 measured	\$590K Identified annual savings 8 priced actions
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WHERE THE SAVINGS ARE, ANNUALIZED

Same state, different carrier, different price		\$335K	LTL
Packages over the parcel size limit		\$130K	31 pkgs
Class-250 pallets one packing change from class 1...		\$59K	LTL
Repeat address corrections		\$36K	1,259 pkgs
Boxes are billed heavier than they weigh		\$13K	3,002 pkgs
Oversize fees from a few inches		\$9,939	29 pkgs
Additional-handling fees within two inches		\$3,121	77 pkgs
Express service where ground arrives on time		\$2,568	26 pkgs

FOUR DIFFERENT NUMBERS, KEPT APART ON PURPOSE

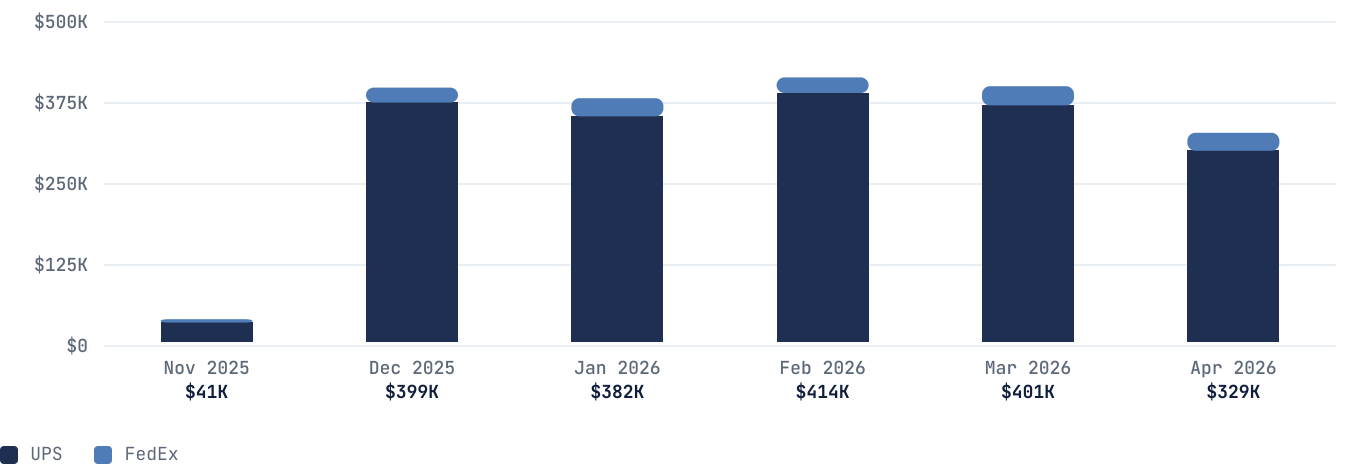
NUMBER	AMOUNT	WHAT IT IS
Spend reviewed	\$1,966,944	Every invoice line your carriers issued in the window.
Billing findings	\$1,967.98	Charges the carrier owes back, filed as claims. Money returning to you.
Savings identified	\$590,179	Annualized. Money not spent next time, once the actions below are taken.
Above your own norm	\$75,682	Packages billed far above your median for the same lane. Mostly correct, but this is where a large bill hides.

Reading the annual figures. The invoices on file cover 5.4 months, from 17 November 2025 to 29 April 2026, not a full year. Every figure marked *annualized* is the measured amount scaled by 2.23× to a twelve-month equivalent. Measured amounts are stated separately and are never scaled.

What you spent, and on what.

The shape of the spend before any finding. This is the baseline every number later in the report is measured against.

SPEND BY MONTH, BY CARRIER



1,631,591	1,041,712	15.8	4.96	73%
Billed pounds	Actual pounds on the scale	Average billed weight, lb	Average zone	Billed on box size, not weight

DELIVERY SPEED, MEASURED FROM THE INVOICE (FEDEX)

ZONE	PACKAGES	AVERAGE DAYS	MEDIAN	90TH PERCENTILE	WITHIN 2 DAYS
Zone 2	116	1.0	1	1	100.0%
Zone 3	217	2.02	2	2	91.7%
Zone 4	4,434	2.04	2	3	81.8%
Zone 5	1,587	2.15	2	3	79.2%
Zone 6	98	2.52	3	3	45.9%
Zone 7	11	2.18	2	3	54.5%

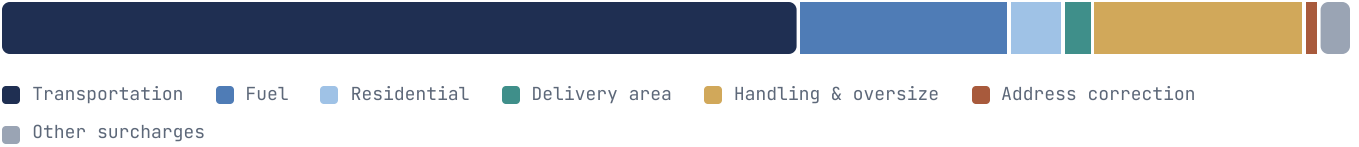
ACCOUNTS ON FILE

ACCOUNT	PACKAGES	SPEND	PER PACKAGE	SURCHARGES	SHARE OF SPEND
UPS ••••5869	95,853	\$1,814,504	\$18.93	25.1%	92.2%
FedEx ••••7373	6,760	\$137,031	\$20.27	27.9%	7.0%
UPS ••••A633	798	\$14,445	\$18.10	22.5%	0.7%
FedEx ••••2929	23	\$964	\$41.91	81.5%	0.1%

59 cents in every dollar is transportation.

The rest is fuel, accessorials and corrections. It is the fastest-growing part of a parcel bill and the part a base rate discount does not touch.

EVERY DOLLAR BILLED, BY CHARGE TYPE



CHARGE TYPES			SERVICES USED			
CHARGE	AMOUNT	SHARE	SERVICE	CARRIER	PKGS	SPEND
Transportation	\$1,161,813	59.1%	Ground Commercial	UPS	63,469	\$1,080,003
Fuel	\$306,705	15.6%	Ground Residential	UPS	23,074	\$462,455
Residential	\$78,395	4.0%	Ground Hundredweight	UPS	9,604	\$181,506
Delivery area	\$42,351	2.1%	Ground	FedEx	4,562	\$79,263
Handling & oversize	\$308,381	15.7%	Home Delivery	FedEx	2,054	\$47,770
Address correction	\$20,759	1.1%	WW Saver	UPS	46	\$24,582
Other surcharges	\$48,540	2.5%	WW Expedited	UPS	38	\$16,744
			Other services	—	587	\$39,043

MOST RECENT INVOICES REVIEWED

INVOICE	CARRIER	DATE	PACKAGES	AMOUNT	SURCHARGES
....1225	FedEx	2026-04-29	412	\$8,996	\$3,979
....3176	UPS	2026-04-25	36	\$643	\$178
....9176	UPS	2026-04-25	5,631	\$100,614	\$39,224
....6633	FedEx	2026-04-22	316	\$7,295	\$3,395
....3166	UPS	2026-04-18	42	\$803	\$325
....9166	UPS	2026-04-18	5,699	\$99,883	\$40,885
....1052	FedEx	2026-04-15	486	\$11,460	\$6,037
....3156	UPS	2026-04-11	65	\$784	\$162

What the carriers billed against what they agreed to.

Every shipment is re-rated against the signed agreement each week: service level, weight, zone, every surcharge, fuel, and the guarantee where one applies. A finding is a line the carrier owes back, filed and tracked to credit.

104,187 Shipments audited	279 Billing findings raised	\$1,967.98 Claimed back from carriers	17 September 2026 Last audit run
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CARRIER	INVOICES COVERED	SHIPMENTS	FINDINGS	RECOVERED
UPS	2025-08-18 → 2026-04-29	97,402	254	\$1,553.07
FedEx	2025-09-09 → 2026-04-24	6,785	25	\$414.91

Charges far above your own norm

Separately from contract findings, every package is compared against the median you pay for the same carrier, service, zone and weight. 2,738 packages billed more than two standard deviations above that norm, \$75,682 above it in total. Most are correct but expensive: they are where a large bill is usually hiding.

TRACKING	DATE	TO	BILLED	PAID	TYPICAL	ABOVE NORM	LARGEST CHARGES
1Z.....4784	2025-11-27	TX	90 lb	\$3,008.50	\$254.10	\$2,754.40	Shipping Charge Correction Over Maximum Size \$1,775, Shipping Charge Correction Demand Surcharge - Over Max \$540
1Z.....9600	2026-02-20	TX	54 lb	\$2,416.18	\$81.41	\$2,334.77	Shipping Charge Correction Over Maximum Size \$1,875, Shipping Charge Correction Large Package Surcharge - Length + Girth \$123
1Z.....9539	2026-02-20	TX	54 lb	\$2,416.18	\$81.41	\$2,334.77	Shipping Charge Correction Over Maximum Size \$1,875, Shipping Charge Correction Large Package Surcharge - Length + Girth \$123
1Z.....9619	2026-02-20	AL	54 lb	\$2,387.29	\$52.88	\$2,334.41	Shipping Charge Correction Over Maximum Size \$1,875, Shipping Charge Correction Large Package Surcharge - Length + Girth \$108
1Z.....9735	2026-02-20	LA	54 lb	\$2,409.09	\$81.22	\$2,327.87	Shipping Charge Correction Over Maximum Size \$1,875, Shipping Charge Correction Large Package Surcharge - Length + Girth \$123
1Z.....9468	2026-02-20	MN	54 lb	\$2,409.09	\$81.22	\$2,327.87	Shipping Charge Correction Over Maximum Size \$1,875, Shipping Charge Correction Large Package Surcharge - Length + Girth \$123

6 priced actions, \$196K a year in parcel.

Ranked by annualized value. Every figure is the difference between what you paid and what you paid for your own comparable packages, never a published rate or a market benchmark.

MODE CHOICE

Packages over the parcel size limit

\$130K
A YEAR

31 packages were billed an over-maximum charge, \$58,615 in total (about \$1,891 each). They exceeded the carrier's parcel limits and should have moved as LTL freight.

Why it happens

Above 150 lb or 165 inches of length plus girth a carrier still delivers the package but bills a flat over-maximum charge, roughly ten times a large-package surcharge, often as a later correction that never shows on the shipping label.

What to do

Add a hard stop in the shipping system: anything over the parcel limit routes to the LTL carrier. One pallet shipment costs a fraction of the fee.

\$58,615 measured over 5.4 months, \$130,454 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID	FEE
1Z.....9081	2025-12-23	Ground Residential	7	AZ	220	58	44 × 43 × 29	\$3,212.26	\$2,415.00
1Z.....0588	2026-01-01	WW Saver	462	OH	260	216	43 × 42 × 20	\$5,930.34	\$2,360.00
1Z.....7535	2026-01-06	Ground Commercial	2	PA	93	32	48 × 48 × 11	\$3,002.98	\$2,360.00
1Z.....8083	2026-01-09	Adjustments	4	IL	232	204	50 × 49 × 12	\$2,769.04	\$2,360.00
1Z.....4784	2025-11-27	Ground Commercial	6	TX	90	52	50 × 50 × 12	\$3,008.50	\$2,315.00

HOW THIS IS PRICED

The over-maximum charges billed on these packages. Counted in full: the fee is avoided entirely when the shipment moves as freight, and the freight cost is typically well under the fee itself.

Repeat address corrections

\$36K
A YEAR

1,525 address-correction fees were billed (\$20,759). 1,259 of them went to just 202 ZIP codes that were corrected more than once.

Why it happens

A correction fee is charged every time the carrier has to fix a ship-to address. The same wrong address in your order system pays the fee on every shipment.

What to do

Correct the repeat addresses at the source and add address validation at order entry. The top ZIP alone accounts for a large share of the fees.

\$16,281 measured over 5.4 months, \$36,235 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID
1Z.....7278	2026-03-09	Ground Hundredweight	5	SC	6	5	—	\$96.43
1Z.....3896	2026-01-21	Ground Hundredweight	4	IL	90	38	—	\$273.12
1Z.....1148	2026-02-25	Ground Hundredweight	8	CA	15	9	—	\$109.08
1Z.....3398	2026-02-09	Ground Hundredweight	6	CO	22	6	—	\$92.27
1Z.....4018	2026-02-05	Ground Hundredweight	4	TN	15	10	—	\$104.12

WHERE IT CONCENTRATES

ZIP	STATE	TIMES CHARGED	FEES
731..	OK	86	\$968.27
310..	GA	69	\$774.87
917..	CA	39	\$510.54
299..	SC	35	\$457.99
341..	FL	36	\$405.80
024..	MA	27	\$303.56

HOW THIS IS PRICED

Correction fees billed to ZIP codes that were corrected two or more times in the window; a repeated correction points to a stored address rather than a one-off typo.

Boxes are billed heavier than they weigh

\$13K
A YEAR

66,173 of 91,994 packages (72%) were billed on dimensional weight: 497,762 lb of billed weight above the actual 921,945 lb shipped.

Why it happens

Carriers bill the larger of actual weight and box volume. Air inside a box is billed at the same rate as product.

What to do

Right-size the box profiles below. A smaller carton on the top profiles moves the billed weight back toward the actual weight on every shipment.

\$6,065 measured over 5.4 months, \$13,498 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID
1Z.....9081	2025-12-23	Ground Residential	7	AZ	220	58	44 × 43 × 29	\$3,212.26
1Z.....0890	2026-02-02	Ground Commercial	8	CA	143	9	35 × 35 × 29	\$244.27
1Z.....1744	2026-02-19	Ground Commercial	8	CA	187	58	47 × 45 × 22	\$2,444.94
1Z.....7372	2025-12-26	WW Expedited	692	TX	163	35	57 × 36 × 11	\$1,837.20
1Z.....9628	2026-02-20	Ground Commercial	3	OH	177	54	51 × 51 × 17	\$2,385.94

YOUR MOST-USED BOX PROFILES

BOX (IN)	PACKAGES	ACTUAL	BILLED	AIR BILLED	AVG PAID	TO STOP PAYING FOR AIR
22 × 22 × 8	95	7.8 lb	16.0 lb	+8.2 lb	\$15.27	—
25 × 11 × 11	46	8.4 lb	13.0 lb	+4.6 lb	\$13.18	3.6" shorter
20 × 19 × 19	44	11.8 lb	29.0 lb	+17.2 lb	\$21.43	—
19 × 17 × 17	43	9.8 lb	22.0 lb	+12.2 lb	\$17.31	—
12 × 12 × 4	43	1.5 lb	3.0 lb	+1.5 lb	\$15.19	1.4" shorter
20 × 8 × 8	42	3.1 lb	6.0 lb	+2.9 lb	\$14.64	3.3" shorter

HOW THIS IS PRICED

For each package with dimensions on the invoice that was billed above its actual weight: transportation plus fuel paid, minus the median you paid for a package of the same carrier, service, zone and actual weight that was billed at its real weight. Packages without dimensions, or with no such comparable, are counted but not priced.

Oversize fees from a few inches

\$9,939
A YEAR

963 packages carried an oversize charge totalling \$159,113 (about \$165 each). 29 of them exceeded the 130-inch length-plus-girth limit by 6 inches or less.

Why it happens

Once a carton passes 130 inches of length plus girth it is priced as an oversize package, a flat fee many times larger than the additional-handling fee that applies just below the line.

What to do

Re-spec the cartons that land between 130 and 136 inches. Reducing one dimension by an inch or two keeps the package under the oversize threshold.

\$4,466 measured over 5.4 months, \$9,939 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID
1Z.....0539	2026-03-03	Ground Commercial	5	AR	90	66	31 × 30 × 20	\$179.58
1Z.....2671	2026-03-24	Ground Residential	2	OH	90	56	27 × 27 × 25	\$170.47
1Z.....0983	2026-03-19	Ground Commercial	5	LA	49	25	27 × 27 × 25	\$184.48
.....1900	2026-04-06	Home Delivery	4	GA	90	16	29 × 29 × 22	\$217.63
.....7494	2026-04-09	Home Delivery	4	GA	90	39	27 × 27 × 25	\$217.63

HOW THIS IS PRICED

Oversize fees billed on packages within 6 inches of the 130-inch limit, less the typical additional-handling fee you paid on other packages (\$17.32), which would still apply.

Additional-handling fees within two inches

\$3,121
A YEAR

789 packages paid an additional-handling fee for their size (\$16,443). 77 of them crossed a size threshold by two inches or less.

Why it happens

Additional handling applies when the longest side passes 48 inches, the second side passes 30 inches, or length plus girth passes 105 inches.

What to do

Trim or switch cartons on the near-miss sizes so they stay under the trigger. The fee disappears entirely for those packages.

\$1,402 measured over 5.4 months, \$3,121 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID
1Z.....3099	2026-03-13	Ground Commercial	5	FL	41	27	36 × 19 × 16	\$59.34
1Z.....3080	2026-03-13	Ground Commercial	5	FL	41	27	36 × 19 × 16	\$59.34
1Z.....0001	2026-04-08	Ground Commercial	6	—	40	30	30 × 19 × 19	\$67.17
1Z.....6864	2026-03-19	3 Day Select Residential	306	FL	46	29	50 × 14 × 14	\$131.20
1Z.....6656	2026-04-09	Ground Commercial	3	PA	40	30	30 × 19 × 19	\$48.41

HOW THIS IS PRICED

Additional-handling fees billed on packages whose every triggered dimension exceeds its threshold by 2 inches or less.

Express service where ground arrives on time

\$2,568
A YEAR

29 express packages (\$1,795) went to zones where your own ground shipments typically arrived within the express service's delivery window.

Why it happens

Short-zone ground delivers in one to two business days. Paying for overnight or two-day service on those lanes buys no extra speed.

What to do

Route short-zone shipments to ground unless a specific order needs a guaranteed morning delivery.

\$1,154 measured over 5.4 months, \$2,568 annualized.

EXAMPLES FROM YOUR INVOICES

TRACKING	DATE	SERVICE	ZONE	TO	BILLED	ACTUAL	DIMS IN	PAID
.....8727	2026-04-21	FedEx 2Day AM	5	TX	24	24	20 × 14 × 9	\$119.41
.....8738	2026-04-21	FedEx 2Day AM	5	TX	24	24	20 × 15 × 9	\$119.41
.....7827	2026-01-30	FedEx 2Day AM	5	FL	17	14	25 × 13 × 13	\$94.83
.....8680	2026-04-21	FedEx 2Day AM	5	TX	14	14	18 × 10 × 8	\$100.74
.....8716	2026-04-21	FedEx 2Day AM	5	TX	12	12	20 × 14 × 9	\$73.32

HOW THIS IS PRICED

An express package is flagged when the median transit of your ground packages to the same zone is within the express service's promised days (FedEx from delivery dates on the invoice; UPS from published ground transit by zone). Savings = express transportation and fuel minus the median you paid for a ground package of the same zone and billed weight.

Measured, but not turned into a dollar figure.

These are real patterns in the data with no honest way to price them from your invoices alone. They are listed so the total above stays conservative rather than padded, and each becomes priceable with one more input.

PATTERN	CATEGORY	PACKAGES	WHAT THE DATA SHOWS
Residential surcharges	Delivery type	26,734	26,734 packages (26%) carried a residential surcharge, \$77,136 in total.
Several packages to one address on the same day	Consolidation	57,086	74,438 packages shipped as 17,352 same-day groups to a single ZIP code; 57,086 were second or later packages to an address already receiving one that day.
Delivery-area surcharges	Destinations	18,370	18,370 packages went to extended or remote delivery areas, adding \$42,180 in delivery-area fees.

Why these are excluded from the total. A residential delivery has no commercial twin in your own file to compare against, and a consolidation saving depends on order timing we cannot see from an invoice. Pricing them would require a rate card or your order data. We would rather show a smaller number you can defend.

Pallet freight, on the same basis.

525 LTL shipments between 1 June 2026 and 30 June 2026, \$209,664 of spend across 8 carriers and 42 states. Priced the same way as parcel: against your own shipments on the same lanes.

\$209,664 Freight spend measured \$2.55M run rate	\$188.10 Cost per hundredweight	3.19 Median density, lb/ft³	16.4% Shipments with accessorials
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COST PER HUNDREDWEIGHT BY CARRIER

R+L Carriers		\$199.79	170 shpts
Ward		\$143.51	167 shpts
Estes		\$278.82	100 shpts
Pitt Ohio		\$140.33	74 shpts
Saia		\$276.14	3 shpts
Dayton Freight		\$165.84	7 shpts

CARRIER	SHIPMENTS	SPEND	AVERAGE	PER CWT	SHARE
R+L Carriers	170	\$77,906	\$458.27	\$199.79	37.2%
Ward	167	\$57,822	\$346.24	\$143.51	27.6%
Estes	100	\$43,549	\$435.49	\$278.82	20.8%
Pitt Ohio	74	\$20,332	\$274.75	\$140.33	9.7%
North East Logistics	3	\$3,700	\$1,233.33	—	1.8%
Saia	3	\$2,292	\$763.98	\$276.14	1.1%
Dayton Freight	7	\$2,063	\$294.71	\$165.84	1.0%
Apex Capital	1	\$2,000	\$2,000.00	—	0.9%

How the freight was rated.

An LTL bill is a computed number, not an itemized one. Class, billed weight, the minimum charge and the accessorail list each move it independently of the others.

DENSITY AGAINST THE CLASS YOU WERE BILLED				
DENSITY BAND	SHIPMENTS	SPEND	CLASS DENSITY SUPPORTS	CLASSES BILLED
<2 lb/ft³	70	\$24,407	not set by density	300 (65), 250 (3), 400 (1)
2-3 lb/ft³	153	\$52,203	not set by density	250 (152), 125 (1)
3-4 lb/ft³	174	\$63,720	not set by density	250 (167), 400 (4), 125 (2)
4-6 lb/ft³	100	\$48,806	not set by density	175 (95), 250 (5)
6-8 lb/ft³	13	\$7,869	175	125 (11), 400 (1), 250 (1)
8+ lb/ft³	10	\$5,979	125	100 (6), 92 (2), 65 (1)

Under the classification standard in force since July 2025, density sets the class only at 6 lb per cubic foot and above. Below that the commodity's own classification governs, so a band marked *not set by density* is not an error, it is decided another way.

MINIMUM CHARGE: WHERE THE RATE STOPS MATTERING					
CARRIER	LOWEST CHARGE SEEN	SHIPMENTS	AT THE FLOOR	SHARE	SPEND AT FLOOR
R+L Carriers	\$212.87	157	13	8.3%	\$2,772
Ward	\$138.04	153	17	11.1%	\$2,362
Estes	\$218.01	65	8	12.3%	\$1,756
Pitt Ohio	\$169.71	50	27	54.0%	\$4,610
Dayton Freight	\$191.82	7	1	14.3%	\$192

66 of 432 shipments (15.3%) paid at or near the carrier's floor, \$11,693 in total. On those shipments the discount does nothing: the floor is the rate.

ACCESSORIALS CHARGED			WEIGHT BANDS			
ACCESSORIAL	SHIPMENTS	SHARE	BAND	SHIPMENTS	SPEND	AVERAGE
Lift Gate	79	15.0%	<150 lb	183	\$67,751	\$370.22
Residential Delivery	77	14.7%	150-299	256	\$91,530	\$357.54
Overlength Shipment (1 Pc Over 12)	5	0.9%	300-499	79	\$45,454	\$575.37
Appointment	3	0.6%	500-999	7	\$4,929	\$704.09

Same state, different carrier, different price

\$335K
A YEAR

153 shipments went to states where another carrier you already use charged less per hundredweight; at that carrier's rate they would have cost \$27,557 less.

Why it happens

LTL pricing differs sharply by carrier and lane. Two carriers you already route to the same state can be 50% apart per hundredweight.

What to do

Set the lower-cost carrier as the default for these states in your routing guide, keeping the other for service exceptions.

\$27,557 measured over 5.4 months, \$335,274 annualized.

DETAIL

STATE	CARRIER USED	CHEAPEST CARRIER YOU USE	ITS COST PER CWT	SHIPMENTS	SPEND	AT THAT RATE, SAVES
TX	Estes	Ward	\$124	18	\$6,775	\$3,616
FL	Estes	R+L Carriers	\$205	11	\$5,109	\$2,180
PA	Pitt Ohio	Ward	\$100	8	\$3,121	\$2,002
CA	Estes	R+L Carriers	\$243	5	\$3,363	\$1,907
OH	Pitt Ohio	Ward	\$65	5	\$1,847	\$1,509
NY	Estes	Ward	\$122	5	\$2,185	\$1,456

HOW THIS IS PRICED

For each destination state, the carrier with the lowest median cost per hundredweight among carriers you used there 3+ times. Each shipment on another carrier is re-priced at that median times its weight; only positive differences count. Assumes the cheaper carrier serves the same points with comparable transit.

Class-250 pallets one packing change from class 175

\$59K
A YEAR

167 shipments (\$59,680) at 3-4 lb per cubic foot are billed class 250. Your own shipments at 4-6 lb per cubic foot are billed class 175.

Why it happens

Freight class follows density for most palletized commodities, and the class on the bill sets the base rate. Your carriers already price your denser pallets at a cheaper class.

What to do

Review pallet build on this cohort: shorter stacks, double-stacked cases or a tighter carton raise density into the 4-6 lb band your carriers already bill at class 175.

\$4,857 measured over 5.4 months, \$59,089 annualized.

DETAIL

CARRIER	SHIPMENTS	SPEND	PRICED	EST. SAVING
R+L Carriers	61	\$25,042	18	\$2,142
Ward	62	\$19,753	40	\$2,092
Estes	18	\$8,351	2	\$301
Pitt Ohio	23	\$5,581	15	\$321
Dayton Freight	3	\$952	0	\$0

HOW THIS IS PRICED

Each cohort shipment is repriced at your own median cost per hundredweight for class-175 freight on the same carrier (and destination state where three or more shipments exist). Where your class-175 rate is not lower, no saving is counted. The target class is what your carriers actually bill at that density, not the published NMFC density scale, which since July 2025 only determines class from 6 lb per cubic foot up and leaves lighter freight to the item's own classification.

How every number here was produced.

What was read

Every invoice line your carriers issued between 17 November 2025 and 29 April 2026: 103,434 packages across UPS, FedEx, plus 525 LTL shipments. Not a sample. Not a summary invoice. The line detail.

How savings are priced

Every saving in this report is the difference between what you paid for a package and what you paid for your own comparable packages: same carrier, same service, same zone, same weight. No published rate table, no market benchmark and no assumed discount enters the calculation.

The consequence is that the figures are conservative by design. Where a package has no comparable in your own file it is counted in the volume but contributes nothing to the saving, and each opportunity states how many of its packages were priced.

Annualization

The invoices on file cover 5.4 months. Figures labelled annualized are the measured amount multiplied by 2.23. That assumes the next twelve months look like the months measured. Where your volume is seasonal, read the measured figure and treat the annual one as a run rate rather than a forecast.

What limits the analysis

- UPS invoices do not carry delivery dates, so transit and delivery-speed figures cover FedEx packages only.
- Most UPS packages arrive without dimensions on the invoice; box-size analysis uses FedEx packages and UPS billed-vs-entered weight.
- Savings and audit findings are counted separately and never added together. A finding is money a carrier owes back; a saving is money not spent next time.
- Nothing in this report depends on changing carriers or renegotiating an agreement. Those are separate conversations with separate numbers.

Independence. ebb Logistics is paid by you and never by a carrier. No carrier sees this report, and no finding here is shared with one except as a claim filed on your behalf.

Four steps, in order of what they return.

- 01 **Stop the over-limit packages.** A hard stop in the shipping system for anything past the carrier's parcel limit is a configuration change, not a project, and it is the largest single line in this report.
- 02 **Fix the addresses at capture.** Address correction fees are charged per package and are almost entirely avoidable with validation at order entry.
- 03 **Re-cut the top box profiles.** The profiles listed in the packaging section are ranked by what each costs you a year, so the first three are worth doing alone.
- 04 **Keep the audit running.** Findings expire. Carrier agreements give a limited window to dispute a charge, which is why this runs weekly rather than quarterly.

Talk it through

Half an hour on the findings, with the invoice lines open. No contract needed to have the conversation.

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