



## Complete Coverage of North America

CzarLite North America provides shippers and 3PLs with baseline rates from shipments moving between Canada and the United States. With the new CzarLite IntraCanada, users now have the most robust access to neutral, baseline rates for shipments that move within the country.

To create CzarLite IntraCanada, SMC<sup>3</sup>'s data scientists added intelligence to information previously provided by the Freight Carriers Association of Canada. By adding data to the Canada rates previously available from CzarLite North America and providing the tool to customers as its own solution, SMC<sup>3</sup> has further optimized this north-of-the-border rating solution, creating a valuable tool for shippers and 3PLs looking to manage their intra-Canadian supply chain needs.

SMC<sup>3</sup> provides LTL base rates for the entirety of North America, helping customers optimize the carrier-selection process through carrier price negotiations based off a neutral rating reference. Customers can now receive CzarLite rates for intra-country moves within Canada and Mexico, as well as cross-border shipments.

## Optimize Canadian Shipments

While SMC<sup>3</sup> has offered U.S. shippers and 3PLs operating in Canada base rates, the company's new tools are vastly improved. By aligning with the top carriers operating in Canada, SMC<sup>3</sup> is able to present a holistic view of the market

and accurately measure the trends and shifts in market pricing. When using CzarLite IntraCanada, shippers, 3PLs and other logistics stakeholders know they are receiving the best price possible from the most optimal carrier.

## Trusted, Accurate Pricing

Customers who ship within Canada can now experience the benefits of CzarLite in a Canada-specific solution, allowing them to:

- Survey general pricing availability in various markets
- Ensure uniform rating discussions with multiple carriers
- Guarantee carrier competitiveness

## A Cut Above

Thousands of industry trading partners rely on SMC<sup>3</sup> transit-time, rating and visibility solutions to make informed business decisions, achieve higher returns on their technology investment and meet ever-changing market demands. The foundation of SMC<sup>3</sup>'s base rates is CzarLite XL, the industry's most advanced rating baseline. CzarLite XL incorporates modern market freight flow patterns and high-cost areas, reflecting the present-day economic and geographic complexities of North America's many regions. The backbone of CzarLite XL is an innovative market model created by SMC<sup>3</sup> data scientists that resulted from analysis of 116.8 million freight bills from 33 of the largest LTL carriers, a data set unique to SMC<sup>3</sup>.

## About SMC<sup>3</sup>

SMC<sup>3</sup> is a hub of expertise in the LTL arena. The company delivers its core competency – LTL pricing expertise – through collaborative pricing technology that supports end-to-end, ongoing predictability in shipper/3PL-carrier relationships. Its products are used by companies large and small to create efficiencies throughout the supply chain. SMC<sup>3</sup>'s sophisticated LTL base rates, content, and expert bidding and planning tools allow customers to make the best business decisions, achieve higher returns on their transportation investment, and meet the dynamic demands of the market.