



MAXIMIZING YOUR TRUCKLOAD CAPACITY

Customer-Based Solutions in a Dynamic Supply Chain Environment

BACKGROUND

MVT is a trusted, strategic partner for one of the largest beverage companies in North America, providing solutions, speed, and accuracy for time-sensitive deliveries for over 20 years. In a supply chain that is only becoming more complex, MVT has developed creative solutions to assist with the retail and beverage sector volatility.

THE NEW NORMAL

Since 2020 consumer demand has been anything but normal; shipping schedules, product availability, the ratio of trucks to loads to drivers, and the ability to fully staff warehouses. Shippers have changed modes from rail to truck, and sea to truck. There's been significant volatility in shipment volumes as supply chains have been forced to shift, adapt, and change, creating an imbalance across logistics networks.



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THE SOLUTION

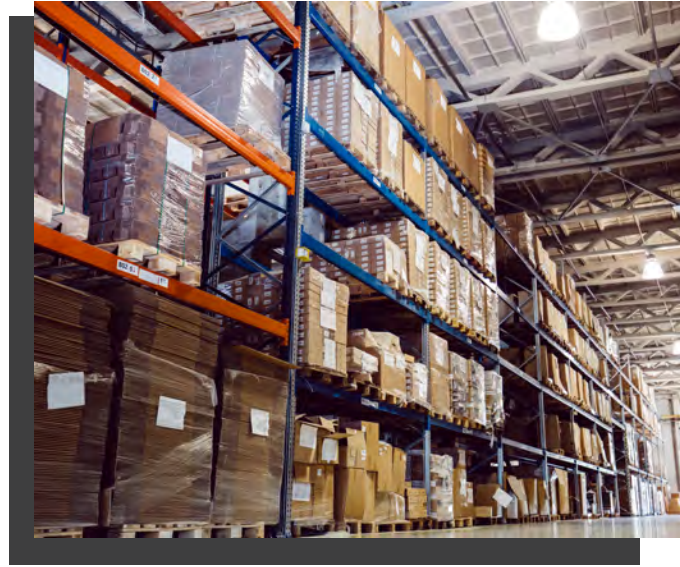
MVT partners with customers to utilize both their asset and logistics divisions on domestic and cross-border freight to assist with shipping volatility and maximize capacity. MVT provides creative capacity solutions to manage volatility.

MVT Assets

MVT has trucks and trailers allocated to this customer to run in core lane flows, often with drop capabilities at origin and destination. MVT's drivers are dedicated to these lane flows and aligned to provide 100% on-time service for the awarded and committed volume. The contract pricing in this scenario is committed or dedicated, and the demand is predictable at certain times of the year.

MVT Logistics

MVT Logistics, a division of MVT, offers a diverse network of carrier partners that share aligned values, something they've automated through their TMS. MVT Logistics utilizes these partner carriers as a complement to MVT's committed asset volumes.



MVT provides customer capacity solutions through a two-pronged approach; dedicate and commit their assets on the lanes that fit their network, and provide additional capacity through their partner carriers on volume and lanes that they cannot cover. More specifically, they have contracted pricing and a backup matrix for both the asset and logistics division under their respective SCAC codes at the customer's request.

The customer can then track the performance of both the asset and logistics divisions. MVT's asset division is first in the waterfall of tenders committed based on their negotiation and commitment to the customer. In this manner, they establish the design, commitments, and rates on the front end with the customer and then let their asset and logistics team operate based on what they've established commercially and have uploaded in the system. Through this approach, MVT has been successful in helping their customer mitigate fluctuations in volume and have maximized the capacity and service they provide.

MVT Cross-Border

MVT utilizes a dynamic mix of assets, carrier partners, cross-docks, and unique bi-national Mexican driver fleets to transport northbound to the US and southbound from the US to Mexico. The mix with their assets and logistics divisions allows MVT to engineer the best design to assist customers with the import/export processes and maximize capacity. Moving anywhere from 40 to 90 full truckloads cross-border each week, the year-over-year volume has grown 30% while providing reliable service, capacity, and cost.

THE RESULT

The mix of solutions under the MVT umbrella provides a 'one-stop shop' to enable customers to have readily available capacity in an ever-changing market. In this setup, assets stay dedicated to lane flows, guaranteeing consistency, while partner carriers allow the ability to flex up when needed. MVT and MVT Logistics are more than a brokerage with assets; they rely on relationships for consistency on lane flows rather than taking a post and pray approach on public load boards. They have capacity in tight markets.

