



Flowerstone Systems LLC
Freight spend audit

Savings preview

Sample Shipper Co. · Jan 1, 2025 – Dec 31, 2025

We found \$175,266 a year

Conservative annualized savings, from 954 truckload shipments and \$2,597,362 of freight spend over 12 months.

\$175,266 per year

measured against each lane's own median rate, the number that holds up under scrutiny. Up to \$259,518 a year against each lane's best-run rate.

Plus \$7,969 in duplicate bills you can recover now (a one-time recovery).

First-year value: **\$183,235** (\$175,266 a year + \$7,969 recoverable now)

The three biggest leaks

\$154,781 a year

Paying well above your best-run rates on 27 lanes

211 shipments affected

\$21,376 a year

Short-notice premiums on 14 lanes

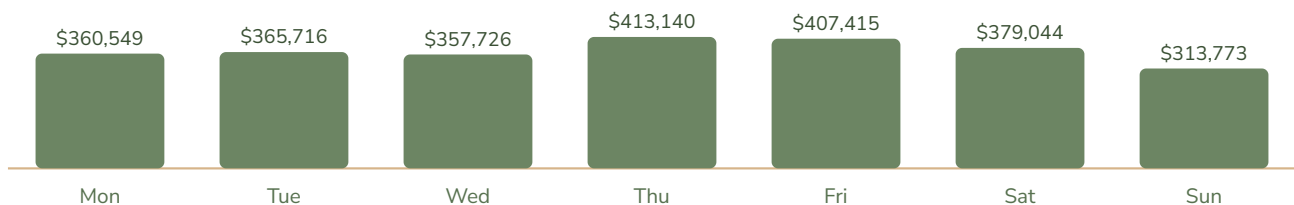
60 shipments affected

\$14,588 a year

Accessorial charges on 6 lanes

91 shipments affected

When your freight moves, and what it costs



Spend by ship day. Late-week and short-notice freight carry most of the premium we found.

The full report shows every lane, every broker, the shipments behind each number and a ranked action plan with the fixes.



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Freight spend audit

Freight Spend Audit
Sample Shipper Co. · Jan 1, 2025 – Dec 31, 2025

Sample Shipper Co.

Jan 1, 2025 – Dec 31, 2025 · 954 loads · \$2,597,362 spend

1. Executive summary

TOTAL SPEND

\$2,597,362

LEAKAGE
(CONSERVATIVE)
\$183,235

LEAKAGE (FULL)
\$267,487

SAVINGS PER YEAR
\$175,266

RECOVERABLE
NOW
\$7,969

FIRST-YEAR VALUE
\$183,235

First-year value: **\$183,235** = \$175,266 yearly savings + \$7,969 recoverable now

We analyzed 954 truckload shipments (\$2,597,362 of freight spend) over 12 months. Using conservative figures measured against each lane's own median rate, Sample Shipper Co. is overpaying by about \$175,266 a year (up to \$259,518 against the best-run rate on each lane). On top of that, \$7,969 in duplicate bills can be recovered now, as a one-time recovery, for a first-year value of \$183,235. The largest recurring leaks are paying well above your best-run rates (\$154,781 a year), short-notice premiums (\$21,376 a year), accessorial charges (\$14,588 a year). 1 finding on lanes with too few loads to judge is listed in the appendix but not counted.

Top fixes by dollars (estimates overlap; the yearly total is \$175,266)

- 1. Rebid the worst lanes and add a routing guide so loads go to the carriers that hit your best-run rate.** · about \$154,781 a year
Paying well above your best-run rates: 211 loads.
- 2. Drop or cap Broker D.** · about \$137,097 a year
Flagged on 97.78% of its loads, averaging \$933 above other brokers.
- 3. Tender at least 3 days before pickup; set a tender-lead-time target for the shipping team.** · about \$21,376 a year
Short-notice premiums: 60 loads.
- 4. Fix detention at the hotspot facilities (dock scheduling, appointment windows) and require approval for accessorials over a set amount.** · about \$14,588 a year
Accessorial charges: 91 loads.
- 5. Add a duplicate check (invoice number, and date + lane + amount) before freight bills are paid, and recover the duplicates.** · \$7,969 recoverable now
Duplicate billing: 4 loads.

4. Findings by trigger

A • Excess premium 211 loads • Conservative \$154,781 (\$154,781 a year) • Full \$223,295

211 loads cost more than 25% above the best rate the lane achieved that month. Conservative leakage: \$154,781 (\$154,781 a year).

Recommended fix: Rebid the worst lanes and add a routing guide so loads go to the carriers that hit your best-run rate.

SHIP DATE	LANE	BROKER	PAID	BEST-RUN RATE	LEAKAGE
2025-03-21	Atlanta → Los Angeles, Dry Van	Broker D	\$9,122	\$4,970	\$3,456
2025-01-28	Atlanta → Los Angeles, Dry Van	Broker D	\$7,657	\$4,600	\$2,410
2025-10-09	Atlanta → Los Angeles, Dry Van	Broker B	\$7,508	\$4,875	\$2,292
2025-04-16	Atlanta → Los Angeles, Dry Van	Broker D	\$7,810	\$5,000	\$2,160
2025-05-29	Atlanta → Los Angeles, Reefer	Broker D	\$7,739	\$4,701	\$2,083
2025-05-21	Atlanta → Los Angeles, Dry Van	Broker D	\$7,812	\$5,276	\$2,000
2025-08-04	Atlanta → Los Angeles, Dry Van	Broker D	\$7,631	\$4,873	\$1,991
2025-01-27	Seattle → Phoenix, Dry Van	Broker D	\$4,944	\$2,946	\$1,883

Showing the 8 largest of 211 loads. All are listed in the appendix.

B • Late-week panic 16 loads • Conservative \$5,784 (\$5,784 a year) • Full \$14,107

16 Thursday/Friday loads cost more than 20% above the same lane's Monday–Wednesday median. Conservative leakage: \$5,784 (\$5,784 a year).

Recommended fix: Plan Thursday/Friday freight earlier in the week and lock in late-week capacity in the routing guide.

SHIP DATE	LANE	BROKER	PAID	MON-WED MEDIAN	LEAKAGE
2025-01-17	Atlanta → Los Angeles, Dry Van	Broker B	\$6,210	\$4,602	\$963
2025-06-12	Atlanta → Los Angeles, Dry Van	Broker A	\$6,136	\$4,832	\$768
2025-02-20	Chicago → Dallas, Reefer	Broker D	\$3,855	\$3,116	\$739
2025-06-27	Atlanta → Los Angeles, Dry Van	Broker A	\$6,059	\$4,832	\$691
2025-08-08	Chicago → Dallas, Dry Van	Broker C	\$2,965	\$2,374	\$511
2025-06-19	Chicago → Dallas, Flatbed	Broker C	\$2,977	\$2,315	\$458
2025-01-10	Atlanta → Los Angeles, Dry Van	Broker B	\$5,584	\$4,602	\$337
2025-05-09	Chicago → Dallas, Dry Van	Broker A	\$2,928	\$2,312	\$302

Showing the 8 largest of 16 loads. All are listed in the appendix.

C • High-risk broker 106 loads

106 loads went to a broker that charges well above other brokers on the same lanes and months. These dollars are already counted in the other findings.

Recommended fix: Drop or cap the flagged broker and move its lanes to brokers priced at the lane norm. **SAMPLE REPORT — ILLUSTRATIVE DATA**

SHIP DATE	LANE	BROKER	PAID	OTHER BROKERS' MEDIAN	PREMIUM OVER OTHER BROKERS
2025-03-21	Atlanta → Los Angeles, Dry Van	Broker D	\$9,122	\$5,375	\$3,747
2025-01-28	Atlanta → Los Angeles, Dry Van	Broker D	\$7,657	\$4,910	\$2,747
2025-04-16	Atlanta → Los Angeles, Dry Van	Broker D	\$7,810	\$5,409	\$2,401
2025-08-04	Atlanta → Los Angeles, Dry Van	Broker D	\$7,631	\$5,460	\$2,171
2025-05-21	Atlanta → Los Angeles, Dry Van	Broker D	\$7,812	\$5,650	\$2,161
2025-01-27	Seattle → Phoenix, Dry Van	Broker D	\$4,944	\$3,038	\$1,906
2025-09-03	Atlanta → Los Angeles, Dry Van	Broker D	\$6,703	\$4,813	\$1,891
2025-12-13	Atlanta → Los Angeles, Dry Van	Broker D	\$7,529	\$5,658	\$1,871

Showing the 8 largest of 106 loads. All are listed in the appendix.

D · Short-notice premium 60 loads · Conservative \$21,376 (\$21,376 a year) · Full \$36,820

60 loads tendered 0–1 days before pickup cost more than 20% above loads booked 3+ days ahead on the same lane. Conservative leakage: \$21,376 (\$21,376 a year).

Recommended fix: Tender at least 3 days before pickup; set a tender-lead-time target for the shipping team.

SHIP DATE	LANE	BROKER	PAID	3+ DAY MEDIAN	LEAKAGE
2025-10-09	Atlanta → Los Angeles, Dry Van	Broker B	\$7,508	\$5,828	\$1,680
2025-08-29	Atlanta → Los Angeles, Reefer	Broker E	\$7,011	\$5,624	\$1,355
2025-01-28	Atlanta → Los Angeles, Dry Van	Broker D	\$7,657	\$6,330	\$1,327
2025-03-13	Atlanta → Los Angeles, Dry Van	Broker B	\$7,094	\$5,828	\$1,266
2025-01-27	Seattle → Phoenix, Dry Van	Broker D	\$4,944	\$4,093	\$850
2025-02-19	Dallas → Chicago, Reefer	Broker D	\$3,890	\$3,206	\$684
2025-10-02	Chicago → Dallas, Dry Van	Broker C	\$3,406	\$2,708	\$675
2025-07-06	Seattle → Phoenix, Dry Van	Broker B	\$3,606	\$2,904	\$659

Showing the 8 largest of 60 loads. All are listed in the appendix.

E · Accessorial bleed 91 loads · Conservative \$14,588 (\$14,588 a year) · Full \$14,588

91 loads carried accessorial charges well above the lane's normal level, including repeat detention at the same facilities. Conservative leakage: \$14,588 (\$14,588 a year).

Recommended fix: Fix detention at the hotspot facilities (dock scheduling, appointment windows) and require approval for accessories over a set amount.

SHIP DATE	LANE	BROKER	ACCESSORIALS PAID	LANE TYPICAL	ABOVE TYPICAL
2025-04-09	Chicago → Dallas, Flatbed	Broker A	\$300	none	\$300
2025-05-21	Atlanta → Los Angeles, Dry Van	Broker D	\$300	\$50	\$250
2025-06-17	Atlanta → Los Angeles, Dry Van	Broker C	\$300	\$50	\$250
2025-03-29	Atlanta → Los Angeles, Dry Van	Broker C	\$300	\$50	\$250
2025-10-30	Atlanta → Los Angeles, Dry Van	Broker B	\$300	\$50	\$250