

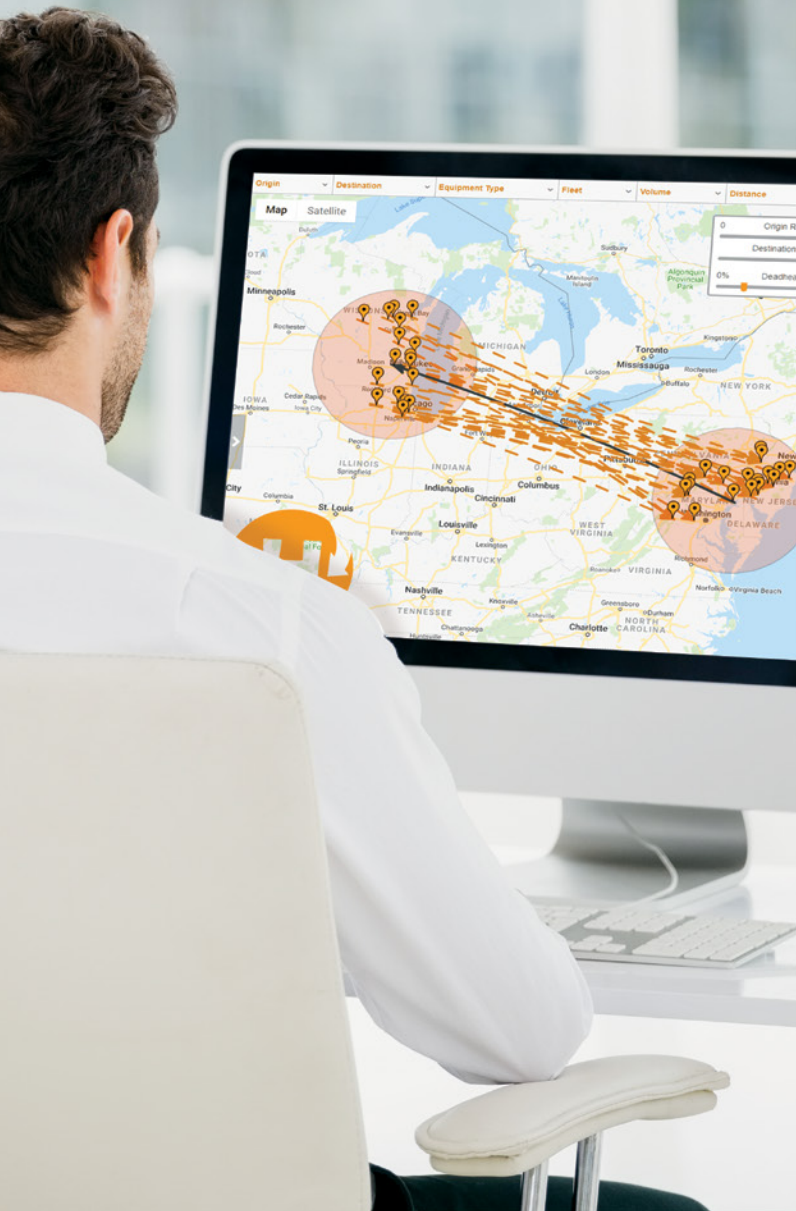
FOR CUSTOMERS  
OF DRC LOGISTICS,  
THE LANEHUB  
COLLABORATIVE  
TRANSPORTATION  
NETWORK IS  
FILLING EMPTY  
MILES WITH  
FREIGHT.



**DRC Logistics is a non-asset based third party provider of dedicated backhaul services to large private fleets.**

*"Lanehub is increasingly valuable to us for finding non-transactional backhaul freight hauling opportunities for manufacturers. Private fleets require recurring freight with a high degree of lane consistency to match their available capacity without impacting operations. Lanehub is the platform that gives us the visibility and market intelligence we need to do that effectively."*

**- Ron Tartt, DRC Logistics**



## Challenge

### To fill empty miles for manufacturers with private fleets

For private fleets, finding revenue generating freight for empty backhauls would lead to offsetting non-productive and costly empty miles.

However, private fleet operations generally follow prescribed routes between manufacturing facilities, distribution centers, wholesalers and retailers, and company domiciles, limiting their ability to find non-competitive freight to backhaul.

## Solution

Over the past 18 months, DRC Logistics, has been increasingly using the Lanehub collaborative transportation network and Backhaul Assist, its newest capability that allows manufacturers with private fleets to market their available capacity to other shippers.

Using Lanehub, DRC Logistics posts available capacity from its customers numerous times each week for non-competitive shippers to match on the collaborative network.

*"Lanehub saves considerable time for us because their technology is designed specifically to help private fleets look at their networks and easily find available lane, freight and capacity matches. By enabling collaboration with other shippers, Lanehub allows us to develop partnerships that are beneficial to both parties."*

**Richard Bratton**  
DRC Logistics



## Result

### Finding operationally compatible backhaul freight to offset the cost of empty miles

Without impacting their operations, Lanehub provides customers of DRC Logistics with the ability to offset the cost of empty miles for equipment, maintenance and drivers.

Using the Lanehub collaborative transportation network, DRC Logistics is now filling empty backhauls weekly on recurring freight lanes for as many as five manufacturers, and is anticipating steady growth in its use of the freight matching platform.



# SHIP BETTER. TOGETHER.

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