

Saia, TST to Form Partnership For Cross-Border LTL Service

Transport Topics Staff

Saia Inc. has signed a deal to partner with TST Overland Express to provide cross-border less-than-truckload service between the United States and Canada, effective May 22.

TST Overland is a subsidiary of TFI International Inc., formerly known as TransForce Inc.

TFI ranks No. 10 on the TRANSPORT TOPICS Top 100 list of the largest U.S. and Canadian for-hire carriers. Saia is No. 25.

"We are excited to partner with TST Overland, as our companies are well-aligned in that we are both focused on industry-leading, on-time delivery service and a low cargo claims experience for our customers," Saia Chief Customer




Officer Ray Ramu said. "Saia LTL Freight customers will benefit from TST Overland's extensive cross-border network providing best-in-class LTL service to and from Canada." Similar to other cross-border partnerships, the companies would exchange cross-border freight. If a load were to go from the United States to Canada, Saia would meet with TST Overland and exchange its northbound freight for TST Overland cross-border freight heading southbound.

"We are pleased to announce

this partnership with Saia," TST Overland Express President Wayne Gruszka said. "Our Canadian customers will benefit from Saia's extensive network of terminals in the U.S. and, with access to the largest LTL network in Canada, we offer Saia's U.S. customers unparalleled LTL service in Canada."

Fastfrate Group, No. 100 on the for-hire TT100, announced a similar partnership earlier this year for its Consolidated Fastfrate LTL service. Its agreement allows Fastfrate to haul freight from locations in Montreal and Calgary, Alberta; to Chicago, Boston, Seattle and Montana, then exchange loads with a U.S. carrier, the company said. Among the partners are Sutton Transport Inc. and AMA Transportation Co. and AAA Cooper Transportation Inc., No. 50 on the for-hire TT100.

C.R. England, Logistical Labs Team Up To Provide Supply Chain Analytics

C.R. England has teamed with Logistical Labs, a cloud-based supply chain software company, to use data analytics to help intermodal refrigerated hauls.

By accessing C.R. England's TempStack network through Logistical Lab's LoadDex product, the companies touted that customers can get intermodal rates instantly without a quote over the phone or e-mail. C.R. England's TempStack network attempts to show customers the cost-savings, capacity and environmental benefits of rail

C.R.England
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transportation using double-stack reefer containers on a flatcar.

"Our partnership with C.R. England brings significant advantages to LoadDex users shipping perishable goods," Logistical Labs Chief Commercial Officer Chris Lee said. "The TempStack network offers substantial costs savings over

temperature-controlled truckload rates, improved market awareness and more capacity options when the market gets tight."

"LoadDex makes it easy for shippers and 3PLs to discover the most efficient option when booking a shipment," said Ricky Stover, vice president of sales at C.R. England. "With the ability to compare our TempStack rail options alongside refrigerated truckload and LTL options, intermodal conversion is simplified."

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Bestpass, Tollsmart Unite To Offer Toll Calculators

Toll management company Bestpass has formed a partnership with Tollsmart Toll Calculator to provide more information to trucking companies about the costs associated with a longhaul in the United States and Canada.

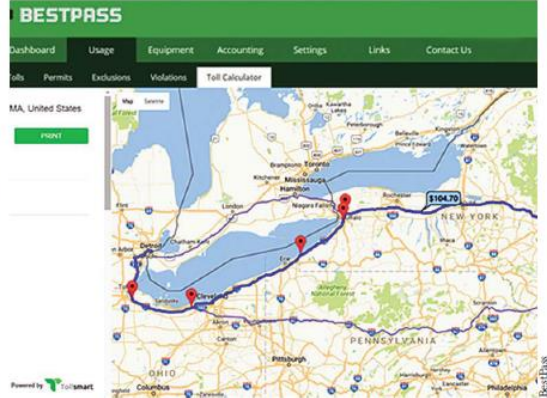
Bestpass has integrated the Tollsmart calculator into its website to allow customers to estimate the costs with membership discounts to make a haul. Bestpass offers a transponder that can be recognized at every major toll facility in the United States, then consolidates all the tolls from multiple states into one monthly bill. Tolling operators offer Bestpass discounts because it prepays the tolls for its members.

The toll operators consider Bestpass one large customer rather than each trucking company as individual customers, and Bestpass handles all customer service issues from its members.

"While we have users in every type of vehicle, from sedans to cement mixers, we can especially provide value to commercial fleets with many vehicles using a variety of toll roads," said Jim Kovarik, co-founder and CEO of Tollsmart. "Bestpass has been a well-respected leader in the commercial toll management business for a long time, so this collaboration made a great deal of sense for both parties."

Bestpass CEO John Andrews said, "We are excited to be able to offer our customers the additional functionality of the Tollsmart Toll Calculator as part of the Bestpass service. We are always striving to add value, whether it is expanding our tolling coverage to include every major U.S. toll road or adding powerful new tools to our already robust customer web portal."

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A screenshot of BestPass with Tollsmart's Toll Calculator window. BestPass offers a transponder recognized by every U.S. toll facility.

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J.B. Hunt Opens Office In Toronto

J.B. Hunt Transport Services Inc. announced March 30 that it opened a sales office in Toronto, its first in Canada.

The Lowell, Ark., motor carrier, which ranks No. 4 on the TRANSPORT TOPICS Top 100 list of the largest U.S. and Canadian for-hire carriers, has 41 U.S. sales offices in 31 states. It ranks No. 2 on the TRANSPORT TOPICS Top 50 list of the largest logistics companies in North America.

"Providing supply chain solutions for Canada is essential to many of our customers," said Eric McGee, senior vice president of transportation. "This new location will help us enhance our ability to support their international transportation needs and build new relationships."

J.B. Hunt has provided transportation solutions in Canada for more than 25 years and currently offers intermodal, cross-border, and brokered truckload service to all provinces & territories, the company said in a press release. — Transport Topics