

BIG BLUE NEWS

TRUCKLOAD/DEDICATED PRICING

WHAT'S NEW WITH PRICING?

The Pricing team has been busy this year! We have been working on RFPs (Request for Pricing), various analytical projects, winning more freight and growing as a team!

What does Pricing do? We help keep our trucks moving as profitable as possible. Our priority is to provide competitive pricing to current and future customers, which can be done in a few different ways – contract freight, spot bidding, and helping our asset divisions with rates for brokers. **Fun fact** – these online spot boards we use to book freight used to be the actual bulletin boards truckers would find at rest stops and gas stations as they looked for freight to move.

MAJOR LANES

TRUCKLOAD

Truckload lanes have a broad network, spanning from the Pacific Northwest, the Carolina's, Florida, Pennsylvania, New Jersey, and metro areas such as Chicago, Dallas, Denver, Kansas City and more. We are always looking to adapt to the market and find solutions in untapped areas. The most important lanes are ones that get our trucks back home.

DEDICATED

Dedicated lanes surround our hubs in Fargo, Minneapolis and Sioux City. We look for lanes going in and out of our hubs to anywhere in Wisconsin, Iowa, Nebraska, and the Chicago metro.



MEET THE PRICING TEAM

Ryan Shaw, Director of Business Development

Ryan has been with Magnum for seven years, working on different solutions and analysis projects to increase profitability and efficiency.

Tanner Schmit, Pricing Analyst

Tanner started on the Pricing team two years ago, working on RFP's and analytics. Now, he has added project analysis and helps sales and operations find solutions to Magnum's freight needs.

Ben Bell, Pricing Analyst

Ben started in Logistics three years ago, and transitioned to the Pricing team about a year ago. He is currently working on a tool to help streamline our bidding process.

Emma Stevens, Pricing Analyst

Emma joined the Pricing team about a year ago, and works on RFPs and helps simplify the bidding process.

G.O.A.L. – MONTHLY CHARACTERISTIC OF A LEADER

COLLABORATION

Effective leaders can work with a variety of colleagues of different social identities, locations, roles, and experiences. Good leaders find themselves spanning boundaries and learning to work across various types of divides and organizational silos. When leaders value and embrace collaboration, several benefits arrive including: increased innovation, higher-performing teams, and a more engaged and empowered workforce.



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