

SAMPLE REPORT — ALL DATA FROM A FICTIONAL VALIDATION COMPANY

SAMPLE EXECUTIVE REPORT

Freight Performance Audit — Midwest Appliance Distribution, LLC

This sample shows the structure of the report every client receives. The company and all data are fictional — created for our internal validation audit process.

PAGE 1 OF THE NUMBERS

Executive Summary

\$44,832 FREIGHT REVIEWED	330 SHIPMENTS REVIEWED	4 CARRIERS REVIEWED
\$2,742 RECOVERABLE NOW	\$8,213/yr PREVENTABLE COST	\$13,955–\$16,955 YEAR-ONE OPPORTUNITY

99 shipments (30%) were flagged for review; after shipment-level analysis, \$4,110 of charges were confirmed as billing errors or avoidable cost — 9.2% of the freight spend reviewed.

AUDIT FEE	RECOVERABLE IDENTIFIED	IMMEDIATE ROI
\$750	\$2,742	3.7×

Immediate ROI compares disputable billing errors alone against the audit fee — before any annualized preventable savings.

Top findings

- Carrier dimension re-measurements are inflating billed weights on 30 parcel shipments (\$824 in the review period). SKU master dims support disputes; fix master data in StarShip.
- Unnecessary overnight/express service on 12 routine orders cost \$1,369 vs Ground — a routing-rule fix, worth ~\$8,213/yr.
- 5 shipments were billed twice (\$238) — file disputes and add a duplicate-tracking check to AP.
- LTL: reclassification (\$863), reweighs (\$156), and unrequested liftgates (\$330) — dispute with SKU specs; add class/weight to BOL template.
- Recurring small leaks: RES surcharges on commercial addresses and AHS fees (\$331) — dispute and correct address types at order entry.

Priority actions

- File disputes on the 5 duplicate-billed shipments (\$238) and the 30 dimension re-measurement charges (\$824) — SKU specs support both.
- Dispute the residential surcharges billed on commercial dealer addresses (\$83) and the questionable additional-handling fees (\$254).

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- Dispute the LTL reclassifications, reweighs, and unrequested liftgate charges (\$1,343) with product spec sheets attached.

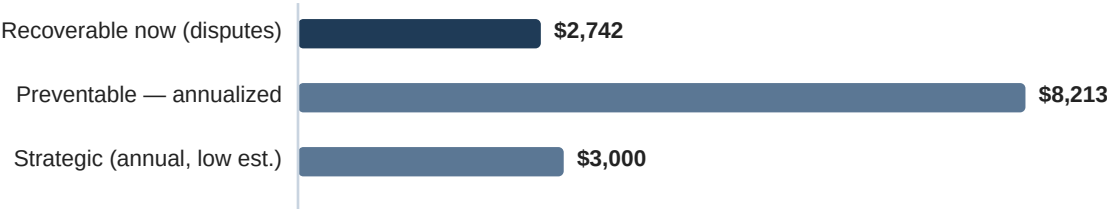
Full recommendations on page 5.

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WHERE THE MONEY IS

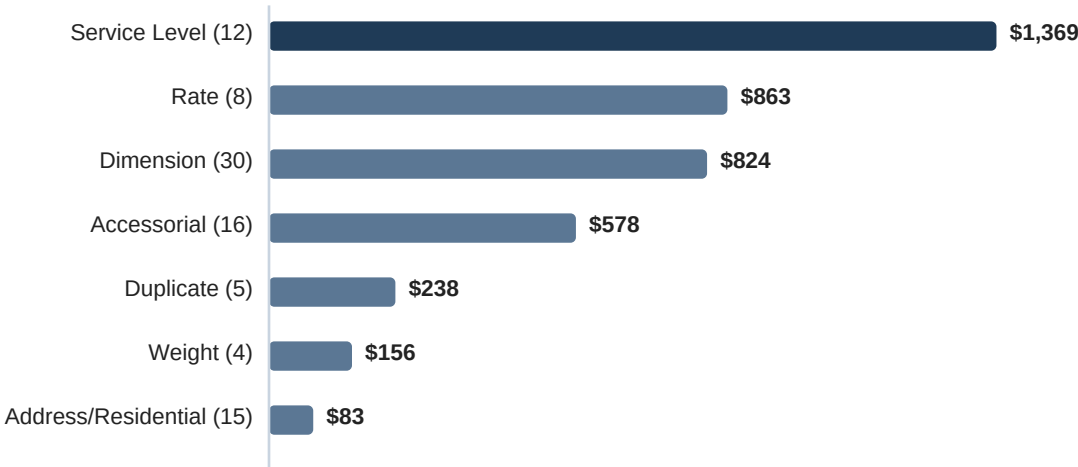
Financial Opportunity

We keep three buckets separate so every number is one you can act on: money to claw back now, recurring cost you can stop, and savings that need a negotiation or process change.



Strategic opportunities are estimated at \$3,000–\$6,000 per year and depend on decisions covered in the recommendations.

Confirmed variance by root cause



Bar labels show (number of shipments affected).

By carrier

Carrier	Spend	Shipments	Flagged	Confirmed variance
FedEx	\$7,953	119	40	\$982.56
UPS	\$10,637	136	36	\$1,779.08
Estes	\$11,993	30	8	\$568.19
Old Dominion	\$14,248	45	15	\$780.52

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WHAT WE FOUND

Top Findings

Finding	Shipments	Impact (review period)	Priority
Unnecessary premium service	12	\$1,368.79	Medium
LTL reclassification / rate errors	8	\$862.54	High
Carrier dimension re-measurements	30	\$824.28	High
Questionable accessorial charges (AHS, liftgate)	16	\$577.50	Medium
Duplicate billing	5	\$237.82	High
LTL reweigh weight bumps	4	\$156.17	Medium
Residential surcharge on commercial addresses	15	\$83.25	High

Impact figures are analyst-confirmed amounts for the review period only. Annualized values appear in the Financial Opportunity section; shipment-level backup is in the appendix.

What you're already doing well

- ✓ Accurate SKU dimensional data — your product master matched physical specs, which is exactly what makes carrier re-measurement disputes winnable.
- ✓ Fuel surcharges billed at contract rates across all four carriers — no leakage found.
- ✓ Carrier mix is appropriate for your shipment profile — parcel vs. LTL selection was correct on the shipments we reviewed.
- ✓ No address-correction fees or delivery-area surcharge anomalies observed during the review period.

The full client report also includes a personalized executive letter, prioritized recommendations (next 7 days / next 30 days / next carrier renewal), and a shipment-level appendix documenting every questionable charge.