



RLS AccelefrateSM Consolidation Program

What is AccelefrateSM?

RLS AccelefrateSM is a multi-vendor freight consolidation program designed to give customers the benefit of significantly reduced transportation costs with the convenience of dealing with one quality logistics provider. It is a combined warehouse and transportation service where customers maintain an inventory in one of our facilities and use our transportation service to deliver their orders to retail, foodservice, and club-store distribution centers on a regional or national basis. The AccelefrateSM Consolidation Program will offer customers more competitive rates than our traditional LTL program.

How does AccelefrateSM work?

1. Inbound- Customers send product into one of our facilities to maintain an inventory that will be used to fill their customers' orders. While it is not required to use our shuttle services, RLS is able to handle all shuttles into our facility and with a drop trailer program if needed.
2. Outbound- When building manifests, RLS' load planners will attempt to build truckloads with stop-offs first (with one customer's freight only) and the customer will then be invoiced AccelefrateSM truckload with stop-off rates. If the customer does not have enough volume to build a truckload, then their orders will ship via a consolidated manifest and be rated according to their AccelefrateSM pool rates. RLS must handle 100% of the customer's controlled freight, unless agreed upon prior to starting, in order for the program to be most effective.
3. Combined service- AccelefrateSM is a combined transportation and warehousing program. Therefore, this program will only apply to those customers storing product at our facilities. LTL "only" customers will not be a part of this program.

Where is AccelefrateSM offered?

RLS' consolidation program is offered at all three of our facilities in Malaga, NJ, Vineland, NJ, and Pittston, PA. These three distribution centers offer a combined capacity of over 43,000 pallet positions. All three facilities offer RF scanning/barcode inventory control, EDI transactions, and our NetView online inventory access program. Other value-added services at our AIB audited facilities include blast freezing, tempering, USDA inspection, customized packaging services, and many others.

What makes AccelefrateSM different from other consolidation programs?

1. National coverage- Many consolidation programs only offer service on a *regional* basis. RLS AccelefrateSM offers reduced transportation rates on a *regional* and *national* basis. That means you can distribute your products to any of your customers anywhere in the United States in an economical way.
2. Guaranteed sailing schedule- While some consolidation programs offer inconsistent delivery schedules, AccelefrateSM has a defined delivery schedule that is consistent week to week. We go to every point in the U.S. at a minimum of once per week, while certain regional areas get serviced twice per week. So while other consolidators may “hold” the truck if there is not enough volume to a particular area, RLS will ship all orders every week in order to meet your customers’ due dates.
3. Guaranteed rates- Other consolidation programs offer “average” rates that will only be attained if the service provider has enough volume for a particular delivery zone. AccelefrateSM offers guaranteed rates that you will have prior to the start of the program. You will know exactly what your transportation costs will be so you can budget properly.
4. Unlimited consignee base- While other consolidators restrict their program to only the larger foodservice and retail distributors, AccelefrateSM is offered to all consignees, no matter how big or small.

What kind of savings can I expect?

Depending on where and to whom your shipments are consigned to, we currently have customers saving anywhere from 20% to 40% off of traditional LTL rates. In addition, if a customer has a sizable inventory, you can expect to save up to 10% off of your warehouse rates.

Besides reducing my transportation costs, are there other benefits to being a part of AccelefrateSM?

Yes, many of our customers enjoy the benefit of not having to worry about coordinating an outside carrier to pick up. Once the order is sent to our warehouse we handle the rest internally until the shipment is delivered. Another advantage is the seamless integration between our warehouse and transportation systems. With our NetView system, customers can view each shipment online from the time we receive the order until it is delivered to the consignee.

What are some of RLS’ key performance indicators?

Saving money is not our customers’ only request. Our customers demand top quality service as part of what we do. In order to continuously improve our quality, we grade ourselves according to a list of key performance indicators. Our KPI’s include our on-time delivery %, OS&D frequency, inventory accuracy, and many others. We consistently achieve our goals of 98% on time delivery, 99.95% shipping accuracy, and 99.50% inventory accuracy.

How do I find out more about this program?

Please contact John Gaudet, Vice President of Business Development, at 203-623-2504 or jgaudet@rlslogistics.com.