



CASE STUDY

KUEBIX COMMUNITY LOAD MATCH HELPS BROKERAGE SOURCE NEW OPPORTUNITIES

Show Me Global Logistics Leverages Kuebix Community Load Match to Fill Available Capacity and Find New Shipper Opportunities

About Show Me Global Logistics

Show Me Global Logistics is a national broker and logistics provider with over 5,000 vetted carriers within their network of partners. They help pair freight with available capacity for any mode, including LTL, TL, intermodal, international shipping, and even expedited shipping.

Located in the heart of the USA in Springfield, Missouri, the company's mission is to provide innovative supply chain solutions on a grand scale while still being flexible enough to handle every customer service need on a personal level.

Getting Ready for Game Day

In order to continue to grow their business, Show Me Global Logistics has sales professionals nationwide who source opportunities with shippers that have supply chain and logistics needs. The company also works with some customers on a transactional basis before establishing a full logistics strategy. This is often a great way to bring in new customers while ensuring they get exactly what they need.

When Show Me Global Logistics' team of industry experts first heard about Kuebix's built-in spot market feature, they knew that it would be a highly efficient way to both fill capacity while at the same time discovering shippers with long-term logistics needs. The brokerage became an early adopter of the program and has been seeing the benefits ever since.

CHALLENGE

Connecting with shippers who otherwise may not be aware of Show Me Global Logistics' array of services. Filling available capacity on a spot basis.

OBJECTIVE

- Quickly and easily connect with hundreds of shippers without adding to headcount
- Save time finding freight to fill empty assets

SOLUTION

By leveraging Kuebix Community Load Match, Show Me Global Logistics is able to easily connect with shippers who are looking for truckload spot volume.



“Kuebix Community Load Match has been a tremendous solution for us! When a Kuebix user posts to Community Load Match, we get the opportunity to bid on their freight. Once we’ve been awarded the load, we get the opportunity to prove ourselves to the shipper, do our due diligence to identify their needs, and continue to win their business. It’s like having another salesperson on the street!”

- DAVE AUSBURY, SHOW ME GLOBAL LOGISTICS CO-FOUNDER



“Community Load Match is fantastic and we plan to continue to leverage it to fill capacity and find new opportunities. To date, we’ve fulfilled well over 100 shipments. Some are with repeat customers and some turn into long-term, mutually beneficial relationships. Without Community Load Match, these opportunities might never have come our way.”

- ROBBIE BREWER, SHOW ME GLOBAL LOGISTICS CO-FOUNDER



“The Community Load Match technology is great! We receive email notifications when a shipper requests a spot quote and all we need to do is click on the link and we can bid on the shipment! There’s even a place for special requests, which is really helpful. I can look at the shipment at a glance and know what kind of solution I can provide to the customer. It makes it easy for me to provide appropriate solutions quickly!”

- KARRY BAKER, SHOW ME GLOBAL LOGISTICS HEAD OF PRICING

HOW DOES KUEBIX COMMUNITY LOAD MATCH WORK?

Any Kuebix TMS user can search for truckload capacity and compare spot quotes in Community Load Match from a vast network including brokers, carriers and freight marketplaces. By posting a load to the community, shippers receive spot quotes and can book and track their shipments directly in the technology.