

Six Ways Improved Capacity Utilization Reduces FTL Transportation Costs

Full-truckload (FTL) shipping creates a quiet problem for many shipping networks: you can do everything “right” operationally and still waste money.

FTL is priced by the trailer, not by what’s inside it. So, when planners build loads with extra “just in case” space, incomplete stackability details, or rough pallet estimates — those gaps turn into paid-for capacity that never moves product.



When shippers improve capacity utilization with pallet stacking intelligence, transportation savings follow. Better capacity utilization is one of the most direct ways to **reduce freight costs** without renegotiating rates.

These savings show up in six predictable places:

1

Fewer loads for the same volume

When shippers fit more product into every truck, they need fewer trucks.

For example, increasing average pallets per truck from **22 to 34**

lets a shipper cut about **61 loads per year** from a **3,800-pallet** network

At **\$2,400 per load**, that reduction delivers about

\$145K

in annual savings

These savings come before carrier rates are considered; they’re unlocked through better planning and stackability logic.



2

Lower linehaul spend

For FTL shippers, linehaul is the dominant cost driver.

When utilization is increased by even a small percentage, the impact compounds quickly:

Consolidation and optimization routinely deliver load utilization improvements that translate directly into

5-10%

transportation savings in broader assessments

This is why TMS-driven load optimization frequently ranks among the highest ROI levers in value assessments.



3

Better carrier and mode selection

When a load consumes fewer pallet spaces, it may qualify for:

- ✓ Cheaper routing guide tiers
- ✓ Different service levels
- ✓ More competitive carriers



4

More accurate rating

If a logistics planner estimates high and a load is rated as using more space than it actually does (known as “phantom space”), the shipper overpays. Capturing actual pallet utilization removes discrepancies between estimated and real space usage by:



- ✓ Recording pallet spaces at the order, shipment, and equipment levels
- ✓ Ensuring the TMS applies the correct rate based on true consumption
- ✓ Reducing manual estimation errors and overpayments that inflate transportation costs



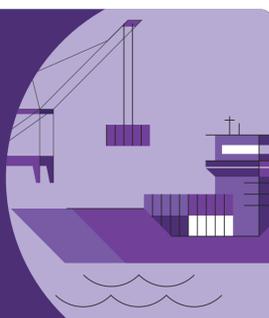
5

Reduced accessorials and fewer handling events

Higher utilization reduces:

- ✓ Loading/unloading events
- ✓ Touch points
- ✓ Dock congestion

This leads to fewer handling-related charges and better on-time performance, which helps avoid penalties.



6

Sustainability + operational efficiency

Fewer trucks mean:



- ✓ Lower emissions per shipped pallet
- ✓ Less dock and yard activity
- ✓ More efficient use of carrier capacity



The simple value story: From pallet space to carrier selection



The takeaway is simple: better capacity utilization turns hidden waste into real, repeatable savings.

When pallet space is planned well and aligned with routing logic, FTL costs decrease automatically, through fewer loads, lower linehaul spend, and better carrier decisions.

Ready to reduce transportation spend using the capacity you already pay for?

Contact us today to learn if pallet stacking intelligence is right for your operation.

Contact us

