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Headlines

Midland Courier signs with Transportation Costing Group

By CCJ Staff

Transportation Costing Group, specialists in Profitability Management Tools and activity-based cost analysis for the transportation industry, recently announced that Midland Courier has adopted its Less Than Truckload Cost Information System (LTL/CIS).

A member of the Irving Group of companies, Dieppe, New Brunswick-based Midland Courier handles two million shipments annually, ranging from packages to palletized loads, within and between Atlantic Canada and the provinces of Ontario and Quebec. The companies say the integration of the advanced TCG costing solution with Midland's enterprise management system will provide the Canadian next-day ground and air carrier with the ability to enhance profitability through more effective analysis of its business, and by reducing costs.

"We chose the TCG LTL/CIS system to benefit from better profitability measurement for each customer's business," says Brian Matthews, Midland pricing manager. "The ability to use this rigorous costing solution to access information easily by lane, service type and customer grouping, and to analyze new business more quickly, allows us to develop the most profitable sectors. Better operational reports and understanding of our business also allows us to find ways to reduce costs and provide superior quality service."

The accuracy and high level of credibility associated with TCG's advanced activity-based costing software is leading to its ongoing and widespread acceptance among all types of transportation operations, says Ken Manning, president of Bethesda, Md.-based TCG. "Our CIS solutions are currently the only systems that offer a complete, accurate and fully replicable costed traffic database that ties back to the general ledger," Manning says. "For Midland Courier, the capabilities provided by integrating LTL/CIS will further enhance their ability to effectively analyze profitability. We are very pleased to be able to count them as a customer."

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