



*Titan Transfer, Inc. Improves Operating Ratio with Transportation Costing Group  
 Transportation Costing Group's activity-based cost analysis and profitability forecasting tool is driving down costs and boosting profits*



Transportation Costing Group



Titan Transfer, Inc., based in Shelbyville, Tennessee, is a full service truckload carrier with dedicated operations in the Midwest, Southeast and Northeast regions of the U.S. and in Southern California. The company fields a fleet of 280 tractors and dry freight trailers.

**Need**

**Improving Operating Ratio through more effective pricing** — For Titan Transfer, a more comprehensive view of costs was needed to address rates with customers in specific lanes, and in the process drive down the fleet's Operating Ratio to enhance profitability.

**Solution**

In early 2010, Titan Transfer integrated TCG's Cost Information System, the activity-based costing solution from TCG, with its Innovative Computing Access Plus enterprise management system. The Innovative

Enterprise Software (IES) application from TMW Systems is used by the carrier in a software-as-a-service (SAAS) version.

Today, the features and capabilities of TCG's system in use by the carrier are enabling effective pricing, load and lane decisions based on highly accurate data from the company's general ledger. TCG's extensive and advanced reporting capabilities are also in use by the company to more effectively analyze profitability and costs.



*"Transportation Costing Group has enabled us to better understand our costs and profitability. Over the past few years, due to higher costs and the impact of a slow economy, we've seen our Operating Ratio rise. With the TCG analysis tools we have been able to quickly reverse that trend, and significantly lower our Operating Ratio by more effectively pricing lanes, loads and customer freight."*

**Chris Stephens**  
 CFO & VP of Finance  
 Titan Transfer, Inc.



## Results

**Boosting profitability by improving Operating Ratio** — With TCG, Titan Transfer is able to benchmark its profitability and target lanes that offer the greatest bottom line value for the company. The advanced capabilities of the solution have already enabled the carrier to enhance profitability by significantly lowering its Operating Ratio, an improvement over the eroded profitability caused by higher costs and the economic downturn. The savings are the result of pricing lanes, loads and customer freight more efficiently by looking at accurate costs.

## About TCG

Transportation Costing Group (TCG) is the provider of the most widely used suite of profitability management tools and Activity-Based Costing models to the motor carrier industry. TCG provides models tailored to specific carrier operations. Information on services offered by TCG can be obtained by contacting g (800) 328-9700 or [info@tcgcis.com](mailto:info@tcgcis.com). For general product information please visit [www.tcgcis.com](http://www.tcgcis.com).

*“We had discussed the potential benefits of utilizing TCG for several years before we decided to adopt the solution. In the relatively short time we’ve used the software, we have not only realized a return on our investment from the ability to quantify costs and make improvements to our operation but we have also found a true business partner in TCG, a company that resolves problems quickly and effectively and stands behind its product.”*

## Chris Stephens

CFO & VP of Finance  
Titan Transfer, Inc.



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