Reduce Empty Miles with Spot Market Loads

CargoCrush automatically matches available truck capacity with spot market loads

Empty miles and unused truck capacity reduce profitability in road freight transportation, even though millions of loads are available on digital freight exchanges. For dispatchers, the challenge is finding loads that fit an existing route under tight time constraints. CargoCrush from EPG (Ehrhardt Partner Group) addresses this challenge: The application searches listings from connected freight exchanges such as Trans.eu and identifies suitable loads and load combinations within seconds. For example, if a truck has been fully unloaded in Brussels and needs to return to Stockholm, CargoCrush searches for suitable loads for the return trip. The application also considers two-stop routes: The truck might carry a load from Brussels to Hanover, then pick up another load in Celle for delivery to Stockholm. CargoCrush evaluates which combination is most efficient based on the additional empty miles required and vehicle utilization. CargoCrush is ready to use immediately, with no implementation required, regardless of whether a company already uses the Greenplan route planning and optimization solution.

In day-to-day operations, dispatchers often have to decide at very short notice how to use available capacity through backhauls, follow-on loads, or two-stop routes. Digital freight exchanges offer millions of potential spot market loads, but the real work lies in evaluating them: Which shipment fits the existing route? Which combination of loads will actually improve utilization? And how will it affect the remainder of the route? In addition to pickup and delivery locations, dispatchers must consider time windows, available capacity, and the financial impact. “Digital freight exchanges bring together a vast number of available loads every day. To make these listings actionable in daily operations, they need to be matched quickly with a company’s specific route plans,” says Ewa Węgorkiewicz, Chief Commercial Officer at Trans.eu Group. “Connecting spot market data with intelligent route optimization provides an important foundation for this.” CargoCrush automatically evaluates these factors together. The solution searches available loads from connected freight exchanges, matches them against the existing route, and

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assesses which individual loads, load combinations, and two-stop routes make the most profitable use of available capacity.

Faster Analysis for Better Decisions

Speed is critical when evaluating available spot market loads: Attractive loads are often available only briefly, and dispatchers must actively inquire about them, negotiate rates, and secure them. The goal is not to optimize every individual freight rate down to the last dollar. What matters is identifying which load or combination fits the existing route and makes financial sense. “The challenge goes beyond finding available loads. The key is identifying, among the many possible combinations, those that actually fit an existing route when accounting for routing, time windows, and capacity,” says Dr. Clemens Beckmann, CEO of Greenplan. “Our mathematical optimization logic automatically evaluates these options and identifies sequences of follow-on loads that would be difficult to spot reliably through manual searches in day-to-day operations.” To do this, CargoCrush considers factors including pickup and delivery locations, time windows, available capacity, the remainder of the route, and the vehicle’s planned destination area. This reveals which combinations can help reduce empty miles and make better use of available capacity on return trips or individual route segments. For a return trip from Brussels to Stockholm, for example, CargoCrush also identifies combinations involving multiple successive loads: The truck first takes a load from Brussels to Cologne, then picks up another load in Düsseldorf for delivery to Stockholm. Manually identifying these follow-on loads and combinations on spot market platforms is rarely feasible during daily operations.

Turn Available Capacity into Additional Revenue

“Many transportation companies already have the capacity to handle additional loads. The challenge is recognizing these opportunities in time and using them profitably,” explains Florian Merget, CEO of Greenplan. “CargoCrush helps dispatchers make these decisions much faster and on a more informed basis. This enables companies to improve capacity utilization, unlock additional revenue opportunities, and reduce manual research in dispatching. Anyone interested in trying the application in their own daily operations can access a free trial directly through the CargoCrush website and start using it immediately, with no implementation required.”

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EPG – Smarter Connected Logistics

EPG is an internationally leading provider of a comprehensive supply chain execution suite, EPG ONE, and employs more than 1,000 people at 23 locations worldwide. More than 1,600 customers use EPG solutions to optimize their logistics processes in manual, semi-automated, and highly automated environments, including ground and cargo handling at airports. The portfolio includes a warehouse management system (WMS), warehouse control system (WCS), workforce management (WFM), transportation management system (TMS), multi-carrier shipping software, voice-directed processes with LYDIA Voice, and specialized software solutions for the aviation industry.

In addition to the EPG ONE Suite, EPG offers EPG AURA, an AI-native environment with modular AI services and capabilities, including AURA Agents and Capabilities, that intelligently extends operational supply chain execution. AURA can be used in combination with the EPG ONE Suite or independently with third-party systems, such as ERP systems, warehouse software, and automation solutions. AURA connects and synchronizes data, events, and processes across the individual areas of the supply chain, including warehouse, transportation, and production processes, and supports and orchestrates the control of logistics operations in day-to-day execution. On this basis, decisions can be prepared, supported, or executed fully autonomously. Consulting, cloud and managed services, and the EPG Academy complement the portfolio with comprehensive services for the planning, operation, and further development of modern logistics environments.

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