



## **MatchBack Systems Software Adds New Dimension To Planning Arsenal at Container Port Group**

### **The Problem**

“Let’s face it, there is a tremendous shortage of independent owner operators in our industry, and-we want to maximize utilization of our capacity,” said Bob Leef, Sr. Vice President for East Coast, Container Port Group (CPG). “When we heard about MatchBack Systems software to capitalize on matchbacks earlier this year, it sounded like a great idea. After all, empty miles mean lost revenue, and customer moves so if there’s an opportunity to effectively identify opportunities and fill those containers, I’m all for it.”

A new study by the American Trucking Association confirms that Leef’s problem is universal, reporting that trucking companies need to bring on an additional 47,500 drivers this year to keep the supply chain running smoothly. A recent story by Brian Baskin in the Oct. 6, 2015 *Wall Street Journal* noted the surplus of drivers and trucks available immediately following the recession has largely dried up due to an expanding U.S. economy. And, the study notes the problem is likely to worsen in coming years due to an aging workforce, so companies like CPG are turning to technology to optimize their existing resources.

### **The MatchBack Systems Difference**

“We use many different tools for equipment planning, so this new software adds an extra dimension to help us quickly and easily match CPG imports with CPG exports,” said Leef. “We’re using it a little differently than other companies, using only our own data. We have definitely discovered matches we wouldn’t have found without the software.” This turns into savings for our customers.

For instance, when the Auto Match component of the MatchWerks™ software was turned on it evaluated thousands of potential pairs to present 26 immediate matches. The MatchBack Systems software discovered some matches within a terminal and one match between terminals that would not have been found by the existing (manual) process. That one matchback saved them approximately \$300.

#### **Matchback Systems Inc**

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MatchBack Systems is a customer-focused company that listens and learns from its customers as evident with Leef. One of the things that Leef and his teams appreciate most is the collaboration between CPG and MatchBack Systems. “Todd Ericksrud and his team are tremendous, really responsive,” said Leef. “They listen to us, and are improving the software to help us get exactly the information we need, when we need it. You might say, we’re teaching them as much as they’re helping us. It’s a great relationship.”

### **About MatchBack Systems**

MatchBack Systems, Inc. is a Software as a Service (SaaS) organization with an innovative approach to street-turn (matchback) containers. The company has designed a unique optimization technology to automate the street-turn process on a neutral, collaborative portal for shippers, steamship lines, truckers, forwarders and other supply chain participants who are motivated to street-turn containers. The MatchBack Systems’ solutions are on a common platform (MatchWerks™) to lower overall supply chain costs, improve planner efficiency and reduce emissions. For more information visit [matchbacksystems.com](http://matchbacksystems.com).

### **About Container Port Group**

Container Port Group, Inc. headquartered in Cleveland, Ohio, is a leading provider of services to the container shipping industry and is celebrating its 44th year of operation. CPG provides both motor carrier services and terminal services (depot, CY, equipment maintenance, rail ramp operations) to shipping lines, railroads, shippers/receivers, and freight intermediaries with concentration on international cargoes. CPG operates facilities and terminals in 17 distinct geographic markets throughout the Midwest, Ohio Valley, Northeast and Southeast regions.

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