



Carrier Success Story



6X GROWTH BY DRIVING FOR FLOCK FREIGHT

How FillStorShip uses the power of human-centric relationships and pooled, multi-stop shipments to increase profitability as a carrier

Who is FillStorShip?

FillStorShip is a dry van carrier based out of Los Angeles, California conducting business throughout the Southwestern United States. Founded by Scott Thomas and Chad Junkin, FillStorShip offers a variety of turnkey supply chain services, including fulfillment, distribution, and shipping services with a business model that depends on the growth of e-commerce. They work directly with several high-velocity, rapid-growth brands to fuel the warehousing and distribution sectors of their business, while partnering with Flock Freight to grow their carrier operation.

True Carrier–Broker Partnerships Few & Far Between

Originally starting as a single-man carrier operation, FillStorShip faced the common challenge of working and communicating with freight brokerages. Often competing for business with many other carriers, Scott Thomas and his organization felt like most of the brokers he was working with treated him as little more than a means to an end. While searching online loads boards, FillStorShip sometimes had trouble even finding a phone number to call and learn more about a load.

“Brokerages aren’t even showing phone numbers anymore, just email addresses. It’s becoming less and less personal.”

Even after establishing communication with a broker, the matter of rates becomes an added layer of difficulty to booking a load. To Scott, most brokers seem cutthroat about their rates and sterile with their relationships—providing business to FillStorShip once or twice, then forgetting about them. The struggle of poor communication and razor-thin profit margins left Scott’s operation gasping for air until they came into contact with Flock Freight.

(All Quotes from Interview with Scott Thomas, Co-founder of FillStorShip)

The Flock Freight Difference

FillStorShip has been moving cargo with Flock Freight since August 2018 and has grown their fleet sixfold. Partnering with Flock Freight unlocked a team of logistics professionals who help FillStorShip book shipments and see them through to delivery, using a degree of communication that enables the load to run as smooth as possible.

“Other than Flock Freight, I have no relationship with the brokers I work with. I communicate well with them, and I give them the best service in return. Flock Freight has absolutely played a part in growing my business.”

Since partnering with Flock Freight, FillStorShip has had several Carrier Fulfillment Representatives and each experience has been extremely positive. FillStorShip’s Flock Freight Representative understands Scott’s capacity, what capital equipment he has, and how he operates, and contacts him when suitable loads become available. As a result, Scott is able to think strategically about his business and, in turn, profit more and grow his business.

“A lot of the pools I do are awesome, because you work about the same amount of hours and you increase the amount you make. Three pickups and three drops to fill your truck—you make a lot more.”

Simply put—Flock Freight’s unique ability to coordinate pooled, multi-stop shipments enables carriers to make a lot more money. Because the cargo at each pick is coming from different customers, the rate of a pooled shipment becomes much higher than a standard single pick-and-drop shipment. Flock Freight is able to accomplish this with a powerful, proprietary algorithm that intelligently pools freight headed in the same direction on an optimized, multi-stop route.

FillStorShip has experienced the pain of being a carrier amongst many. With Flock Freight, FillStorShip is keeping its trucks full. A powerful combination of real, personal relationships and high-efficiency pooling technology has built a mature partnership that both Scott, his business, and Flock Freight can lean on.