

# Secured Logistics:

## A Customer Success Story

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Secured Logistics is an independently operated third-party logistics (3PL) provider that offers an array of

transportation and logistics solutions across all transportation modes. Serving the U.S., Canada and Mexico, Secured Logistics has six employees at their pipeline terminal facility in Ormond Beach, Florida. The company is focused on bringing measurable results, value and professionalism to their customers, with a focus on transparency and quality solutions. Part of the solution to achieving these goals is U.S Bank Freight Payment.

Since April 2014,  
Secured Logistics has  
processed 567 invoices  
with U.S. Bank Freight  
Payment for a total of  
\$709,346 and realized \$3,223  
in audit savings.

With 20 years in the 3PL business Benjamin Fricke knows what it takes to separate Secured Logistics from other logistics companies. Freight payment is an important part of that. “Especially with me starting my own company. I didn’t have to hold a million dollars capital in the bank to pay carriers, because I knew that U.S. Bank would be paying me within 3-5 days.”



**“Your credit is everything in this industry, and when you’re paying people quickly they want to haul your freight.”**

– Benjamin Fricke  
Secured Logistics



### **Accelerated Payment Drives Business Results**

Fricke started doing business with U.S. Bank Freight Payment through one of his main shipping customers, Star® Pipe Products. “We enjoyed being paid quickly, that’s obviously a big plus in the industry,” says Fricke. “Some of the big players like to stretch out [payments] to 30 or 60 days and beyond and that makes it tough.”

Getting paid quickly allows Fricke to pay his carriers quickly. “Your credit is everything in this industry, and when you’re paying people quickly, they want to haul your freight,” he says. “So that separates Secured Logistics from a lot of the other companies that tend to not be so proactive in sending money out the door.”

### **Accuracy Matters**

Early payment is only part of the equation. Fricke also appreciates the accuracy that U.S. Bank Freight Payment provides. 100% of invoices are audited automatically to eliminate payment errors. “You want to be accurate for your customer,” he says. “When the bill of lading is 42,000 pounds and we were told 40,000, it is great to resolve exceptions quickly. When

I want to do tonnage reports, it’s nice to have the accurate information readily available.”

That kind of reporting detail is easy to come by for Secured Logistics. “It’s very simple to do because U.S. Bank already has it out there for us; it’s just a couple clicks and you’re done,” says Fricke. And getting started was easy. “The training process was a pleasure. When I was starting my own business and had 20 things going on at once, and getting paid is one of them, I had to find time to figure out how to use the system. The customer service and training from U.S. Bank made it easy.”

### **Looking to the Future**

“My goals are to grow the business the right way, providing a value-added service with integrity, and take it from there,” says Fricke. “It’s been quite a journey; when you’re putting something together from the ground up, there are a lot of moving parts. U.S. Bank Freight Payment continues to be a big part of that. Since Star Pipe is a core customer, it was easy to start using U.S. Bank Freight Payment. It is a tremendous help. It frees my time so I can focus on other things.”

**To learn more U.S. Bank Freight Payment please contact us at 866.274.5898 or visit [bankonus.usbpayment.com](http://bankonus.usbpayment.com).**