



Customer &



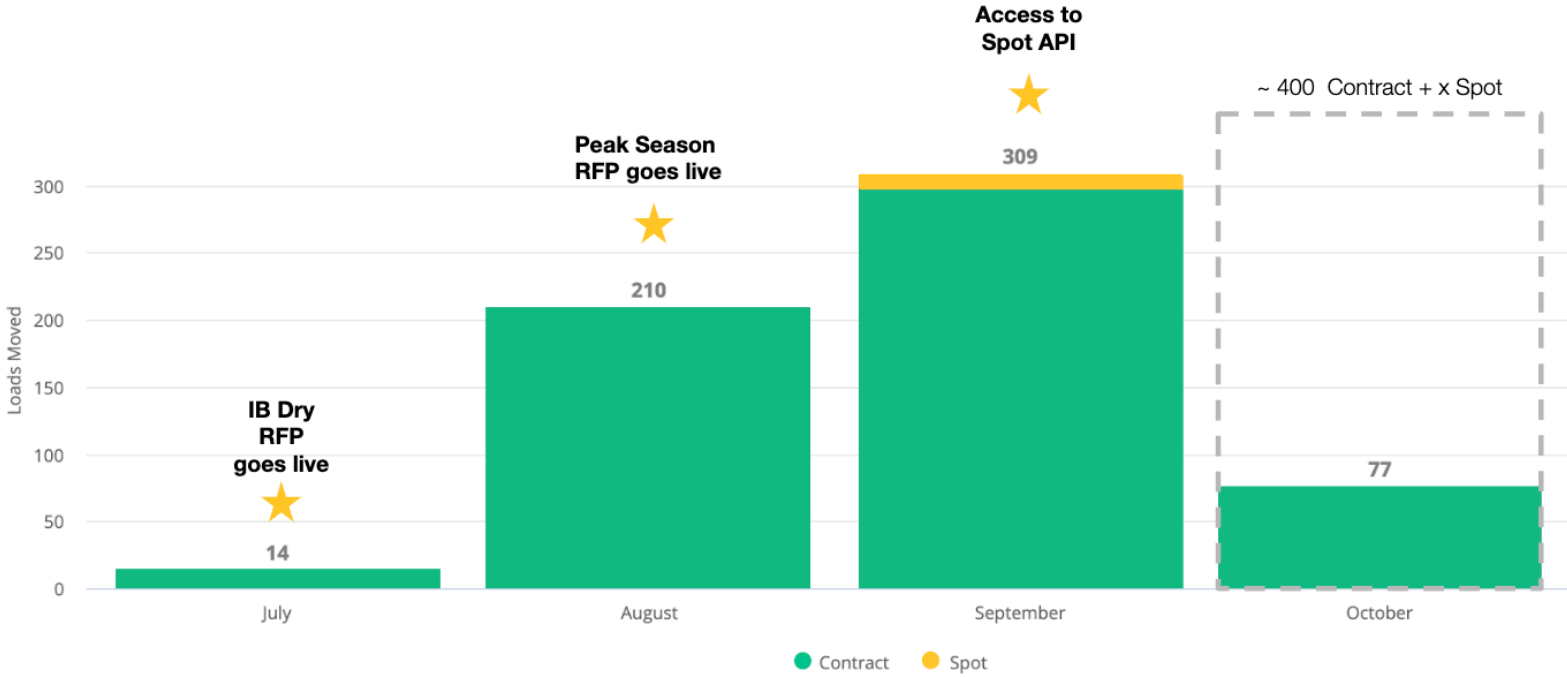
YTD Volume

Time period: 7/30/19 - 10/10/19

YTD Volume:

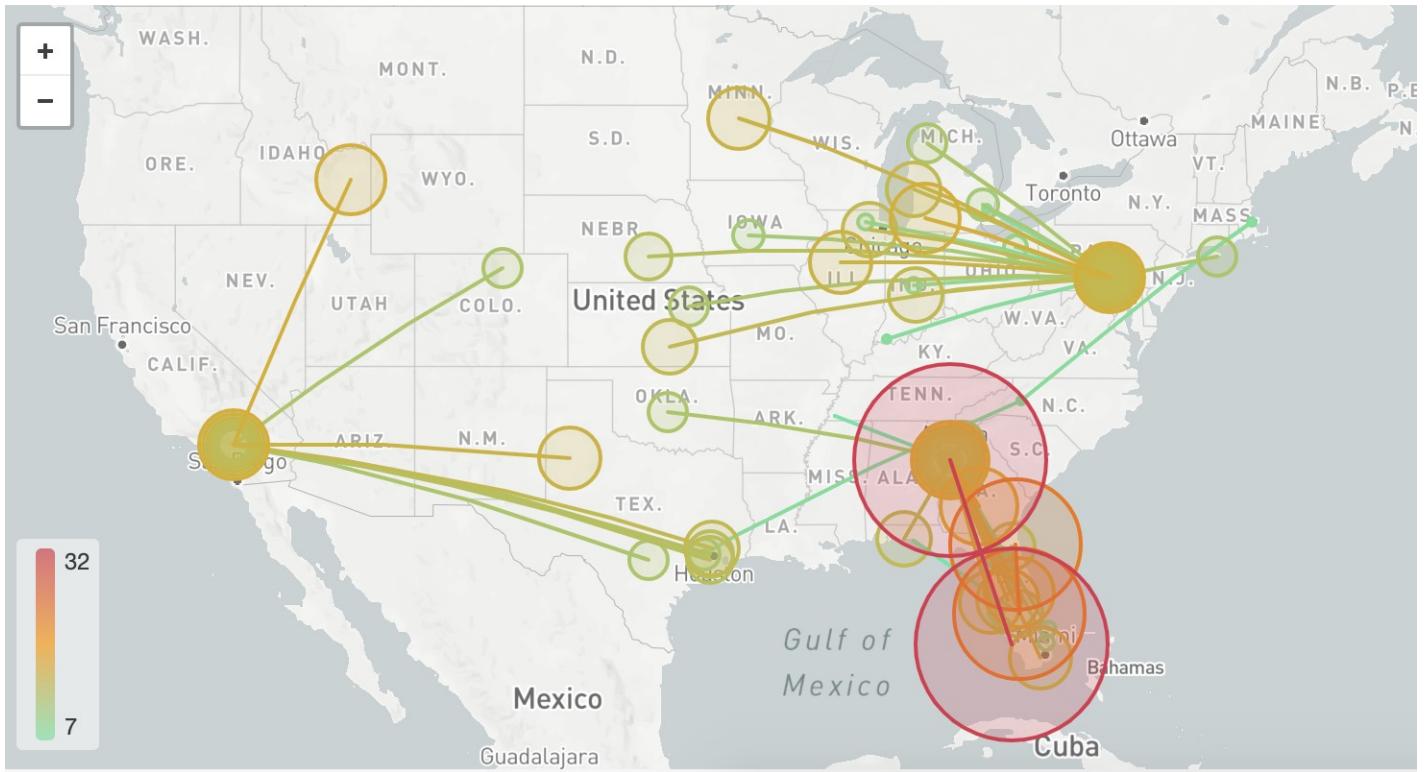
Primary volume: **439** (72%)
Backup volume: **154** (25%)
Spot volume: **13** (2%)

of Loads Moved = 606



Lanes in our Carrier Network

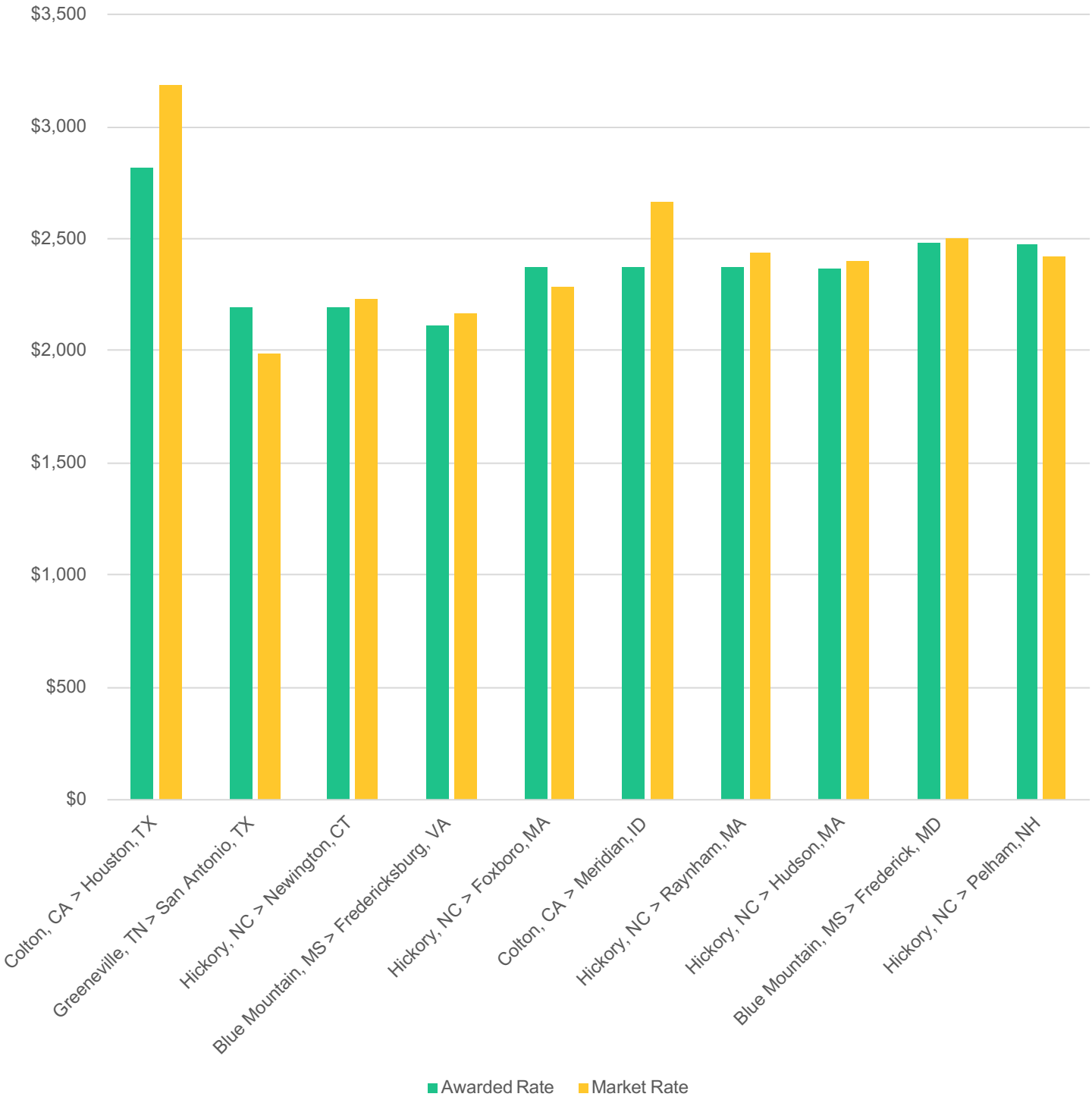
Awarded Lanes



Transfix Network

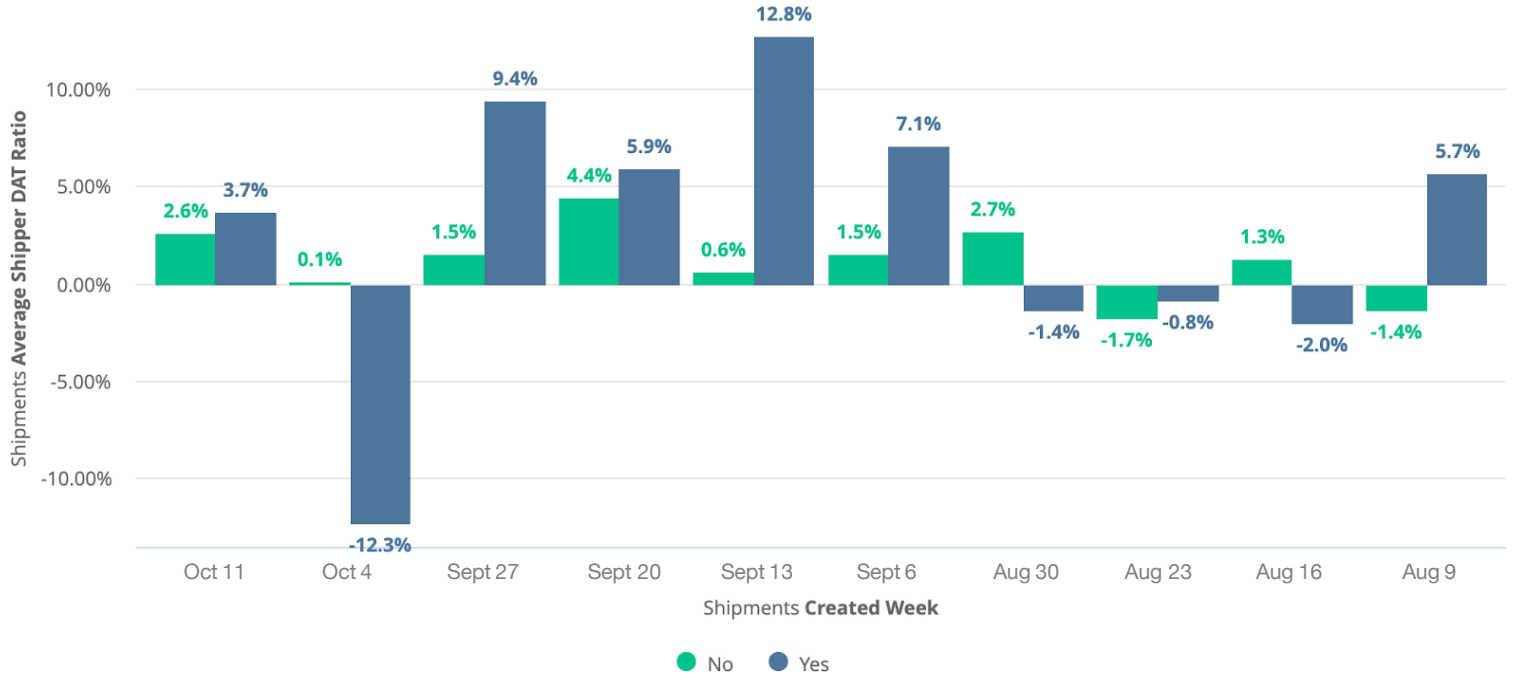


Awarded Rate vs Market Rate



Same Day vs. Non Same Day Pricing Ratios

Same Day vs Non Same Day – Price Ratio



-0.81%
Non Same Day – Price Ratio

5.27%
Same Day – Price Ratio

Performance Metrics

Ongoing effort to improve LOS to above 95%:

- Request delivery appointment 1 day prior to CDD
- EDI status updates
- Review carrier report card and escalate any mistakes immediately
- Request appointments as soon as tenders are received
- Assign best performing carriers for KPIs

METRIC	GOAL	TRANSFIX WK: 36	Rolling 4 Weeks
Vendor to DC (PTA)	96%	100%	96.2%
Delivery Compliance	95%	96.4%	92.41%
PTA - Lane Compliance	100%	100%	91.18%
PTA - # of Lanes Above Goal		31 out of 34	24 out of 34

Accessorial Spend Review

Accessorial Spend by Type



Facility Detention

Pickup | Bottom 10

	Facility Name	Loads Picked Up	Max Loading Hour	Median Loading Hours	Detention Charged
1	ABC	18	2	0.93	\$0
2	DEF	18	1.91	0.08	\$0
3	GHI	15	1.81	0.83	\$0
4	JKL	8	3.33	1.68	\$0
5	MNO	7	3	0.5	\$0
6	PQR	4	2.42	1.54	\$0
7	STU	3	2.08	0.58	\$0
8	V12	2	1.75	0.87	\$0
9	W34	1	1.03	1.03	\$0
10	XYZ	1	2	2	\$0

Delivery | Bottom 10

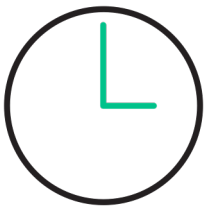
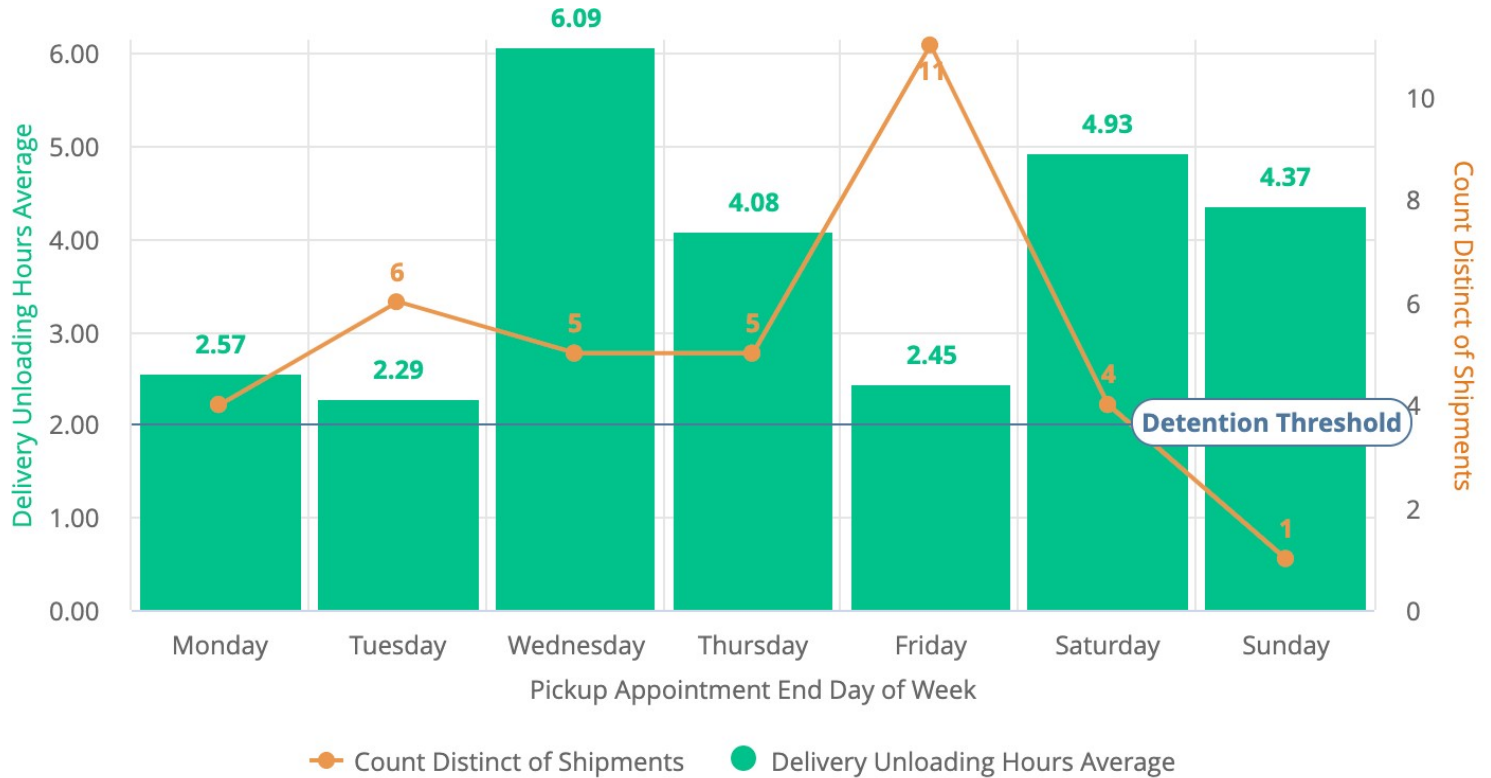
	Facility Name	Loads Delivered	Max Unloading Hour	Median Unloading Hours	Detention Charged
1	Supply 26	5	1	0.5	\$0
2	Supply 461	3	2.13	0.83	\$0
3	Supply 706	2	0.75	0.63	\$0
4	Supply 489	2	0.25	0.12	\$0
5	Supply 575	2	0.8	0.4	\$0
6	Supply 72	2	1	0.5	\$0
7	Supply 104	2	1.61	1.56	\$0
8	Supply 441	2	1.28	0.77	\$0
9	Supply 757	2	0.02	0.01	\$0
10	Supply 736	2	1.02	0.87	\$0

****Excluding Elizabeth NJ, more details on the next page**

Deep Dive: Elizabeth, NJ

Hours detained as a function of accessorial spend

Volume: 36 shipments
Avg time to load: 4.05 hrs



75 hrs
Hours Detained
from July-Oct



\$4.5k
Total Detention
Charges

Recommendation:

Investigate warehouse staffing on Wednesdays and Saturdays!

Thank you!