

Your company's transportation requirements are as dynamic as the company itself.

Changes in product mix, supplier resources, customer base, market service requirements and internal staffing and procedures all impact the transportation program, as do changes in the transportation industry itself.

Report Card Time

What's the ratio of transportation expense to inventory turns?

Which inventory strategy is better - just-in-time or just-in-case?

How have freight costs impacted profit margins on each portion of the product line?

What variations are there from one division or location to the next?

Is our strategy performing as expected, or are there new factors to consider now?

Like performance reviews for your employees, a periodic logistics program audit provides a tool for staying on the optimum course.

Look Both Ways

The Banfield Group's Executive Review and Analysis mirrors the initial Traffic Audit and Operational Requirements Assessment.

The ongoing processes set in place by earlier efforts are much easier to monitor and adjust to maintain optimum effectiveness in the future.

The Executive Review points out changes in program effectiveness that have occurred since implementation or since the last Executive Review and Analysis.

The Faster You Go...

During periods of greater change, including the initial start-up of a new program, a quarterly review may be appropriate. During other times, a semi-annual or annual review may be sufficient.

The Banfield Group Executive Review & Analysis:

Because the effectiveness of your logistics program profoundly impacts every other area of your enterprise.

REVIEW DATE	June, 1997		
MODE	TL		
Total Number of Shipments	96	92%	of shipments were interstate
Total Weight	494,150	97%	of volume moved onboard
Average Weight per Shipment	13,904	50%	of shipments fell within 5,000 - 10,000 lbs.

**Transportation Program
Executive Review - Summary
July, 1997**

Period: 1/2/97
to 3/28/97

REVIEW DATE	June, 1997		
MODE	LAO		
Total Number of Shipments	1,278	93%	of shipments were interstate
Total Weight	1,424,474	77%	of volume moved onboard
Average Weight per Shipment	1,115	24%	of shipments fell within 501 - 500 lbs.
Total Spend	\$148,883.94	50%	of freight dollars were spent with ASR1 or savings factors were realized by your fleetside branch.
Total Savings	\$61,404.99	46%	improvement over old program.

REVIEW DATE	June, 1997		
MODE	LTL		
Total Number of Shipments	552	86%	of shipments were interstate
Total Weight	889,804	83%	of volume moved onboard
Average Weight per Shipment	1,571	43%	of shipments fell within 101 - 500 lbs.
Total Spend	\$ 101,813	70%	of freight dollars were spent with LTL1 or savings factors were realized by your fleetside branch.
Total Savings	\$ 49,366	55%	improvement over old program.

REVIEW DATE	June, 1997		
MODE	INTL		
Total Number of Shipments	33	36%	of shipments moved from WA to SK.
Total Weight	28,887	86%	of volume moved onboard
Average Weight per Shipment	899	39%	of shipments fell within 71 - 100 lbs.
Total Spend	\$ 4,874	40%	of freight dollars were spent with LTL1 or savings factors were realized by your fleetside branch.
Total Savings	\$ 1,525	98%	improvement over old program.