

# Transportation Challenges of Mid-Market Companies

Presented by:



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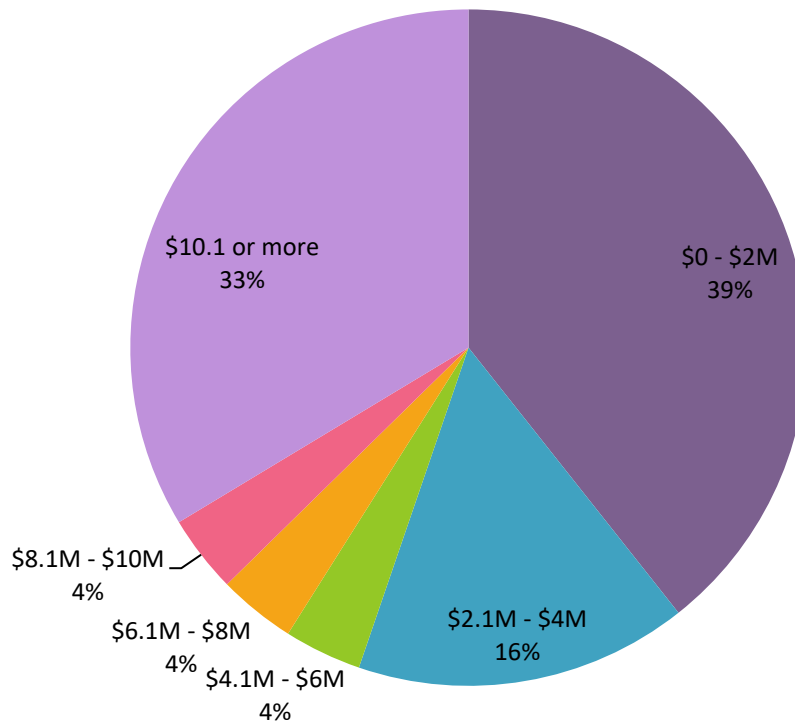
*Dependable People. Exceptional Logistics.*

August 2017

## Response Statistics

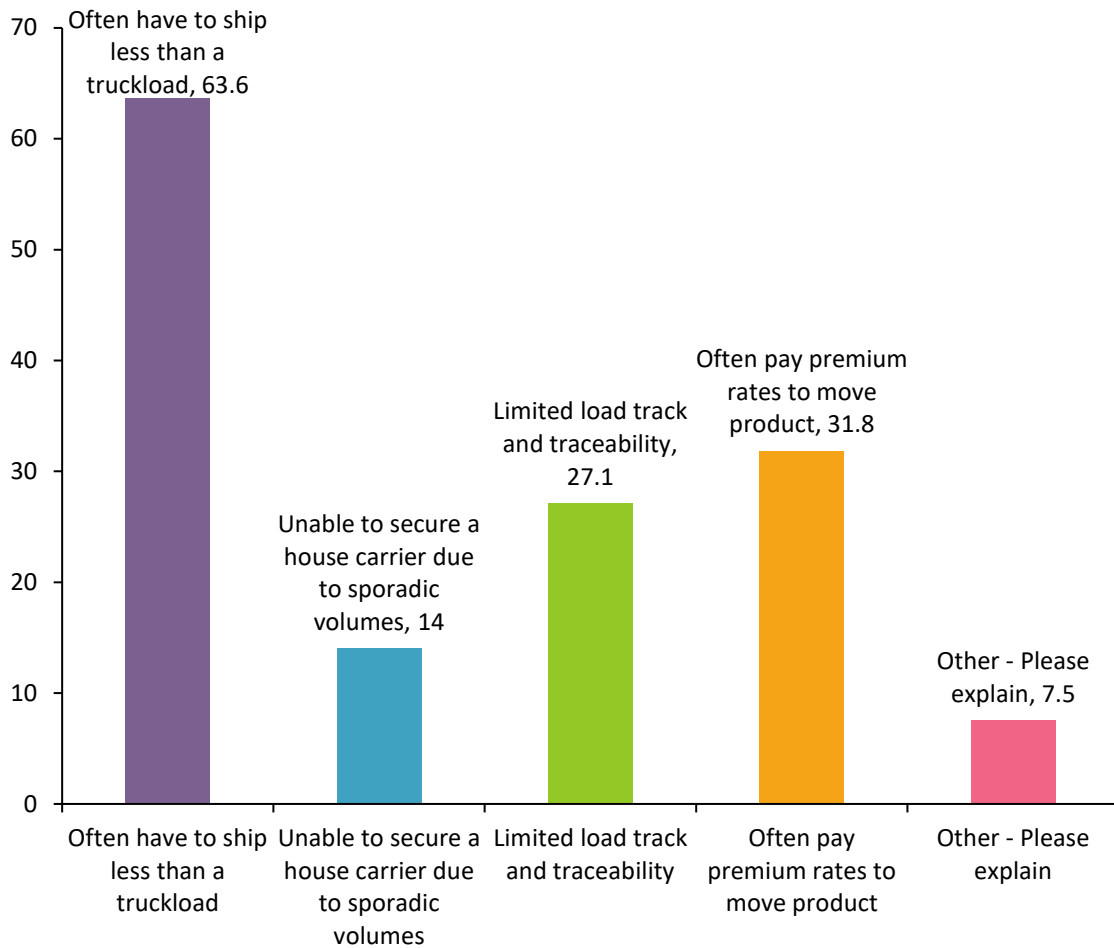
	<u>Count</u>	<u>Percent</u>
Complete	104	96.3 %
Partial	4	3.7%
Disqualified	0	0.0%
Totals	108	100.0%

## What is your average annual transportation spend?



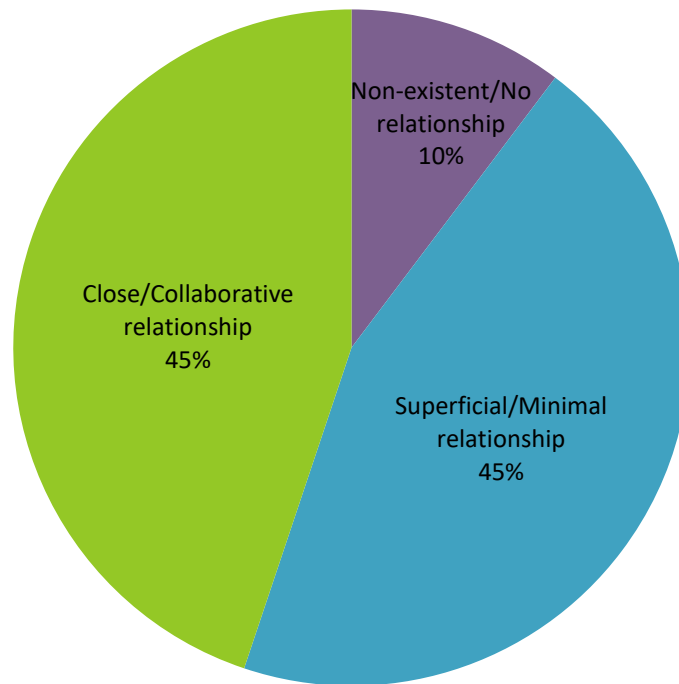
Value	Percent	Count
\$0 - \$2M	39.3%	42
\$2.1M - \$4M	15.9%	17
\$4.1M - \$6M	3.7%	4
\$6.1M - \$8M	3.7%	4
\$8.1M - \$10M	3.7%	4
\$10.1M or more	33.6%	36
	Totals	107

**What are the biggest transportation challenges you face as a shipper versus your larger competitors? Please check all that apply.**



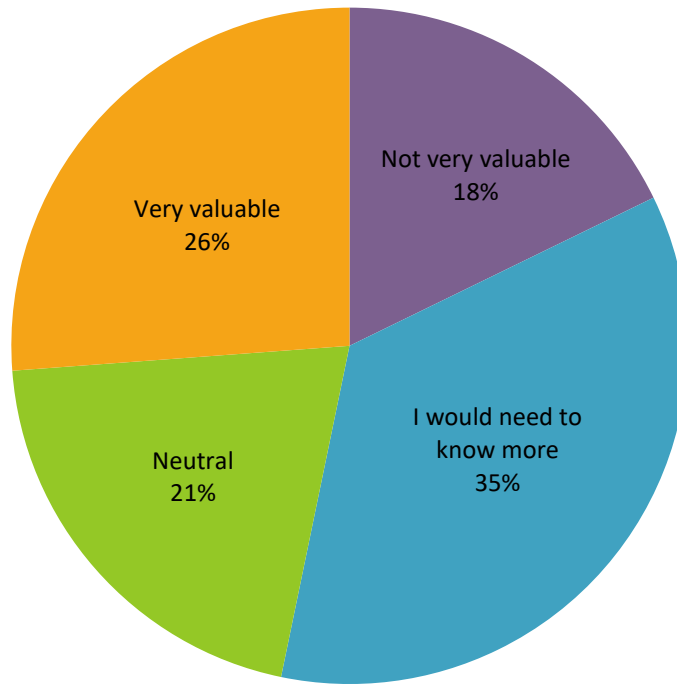
Value	Percent	Count
Often have to ship less than a truckload	63.6%	68
Unable to secure a house carrier due to sporadic volumes	14.0%	15
Limited load track and traceability	27.1%	29
Often pay premium rates to move product	31.8%	34
Other - Please explain	7.5%	8

**What best describes your relationship with the retailers to whom you ship?**



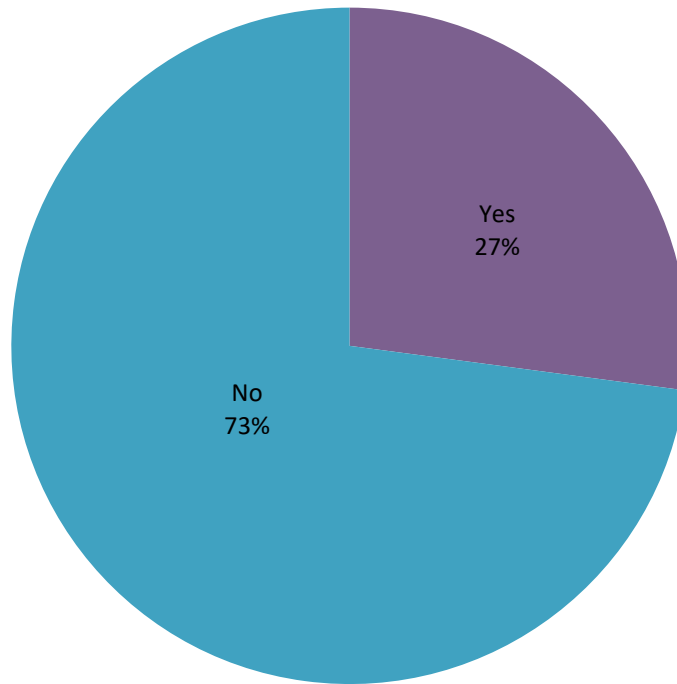
Value	Percent	Count
Non-existent/No relationship	10.3%	11
Superficial/Minimal relationship	44.9%	48
Close/Collaborative relationship	44.9%	48
	Totals	107

**How valuable would it be for your company to consolidate loads with other small and/or mid-tier shippers in order to reduce LTL costs?**



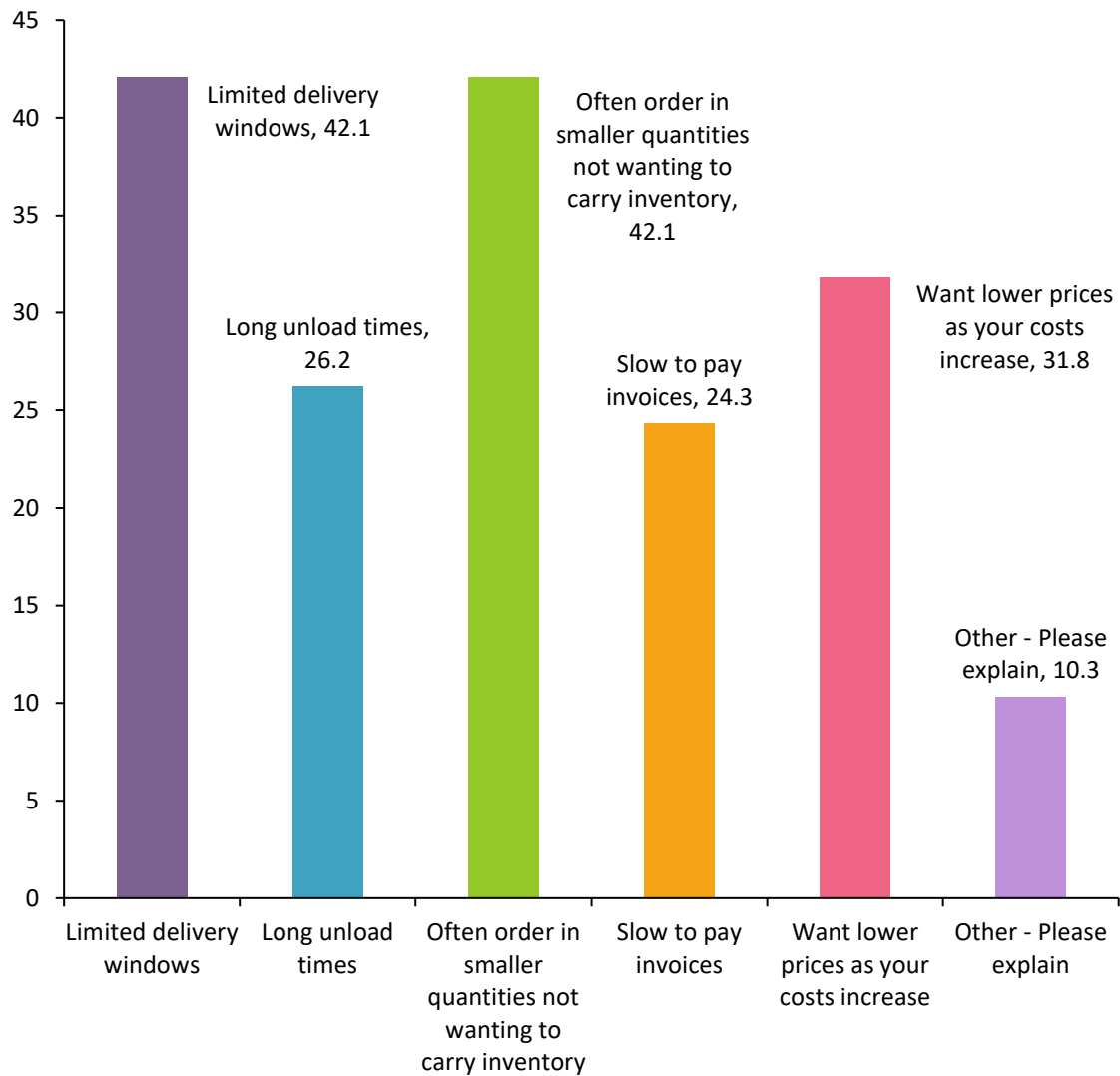
Value	Percent	Count
Not very valuable	17.8%	19
I would need to know more	35.5%	38
Neutral	20.6%	22
Very valuable	26.2%	28
	Totals	107

**Are you currently consolidating loads with other small and/or mid-tier shippers?**



Value	Percent	Count
Yes	27.1%	29
No	72.9%	78
	Totals	107

**What are your biggest frustrations with retailers? Please check all that apply.**



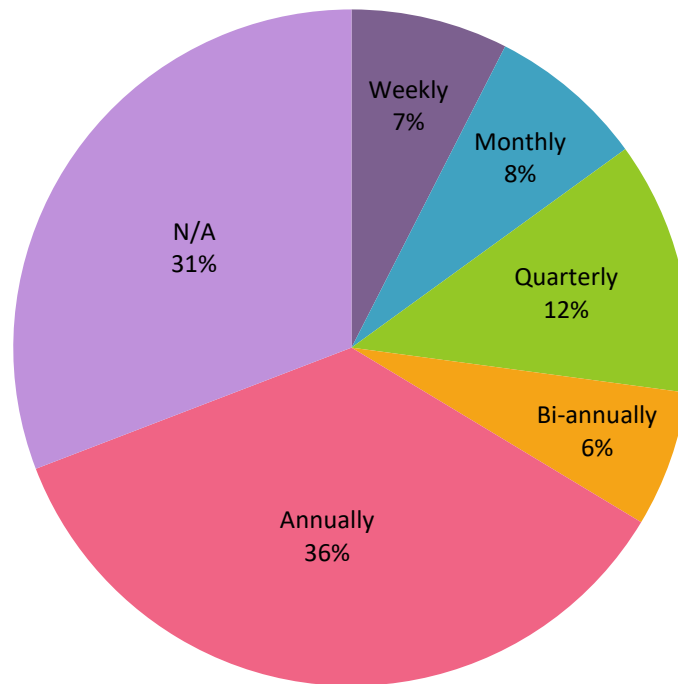
Value	Percent	Count
Limited delivery windows	42.1%	45
Long unload times	26.2%	28
Often order in smaller quantities not wanting to carry inventory	42.1%	45
Slow to pay invoices	24.3%	26
Want lower prices as your costs increase	31.8%	34
Other - Please explain	10.3%	11



**When choosing a transportation provider, which factors are most important to you? (1 = most important)**

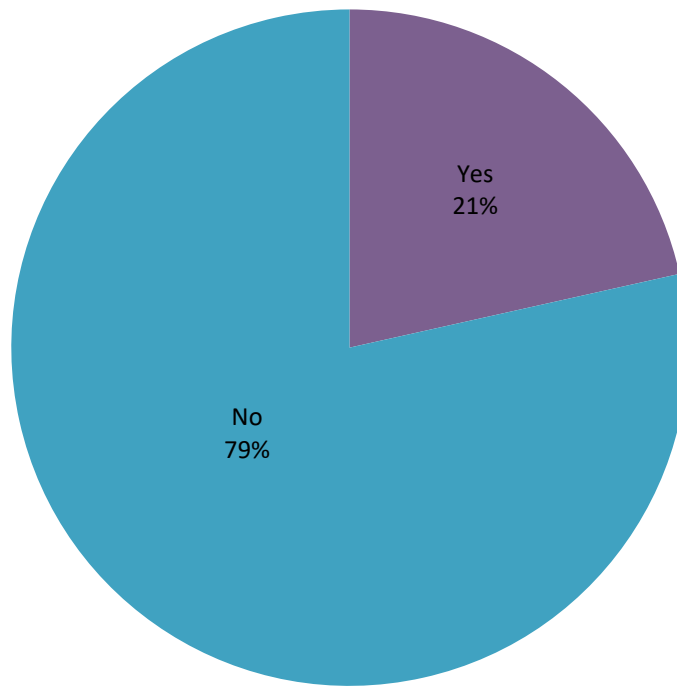
<b>Overall Rank</b>	<b>Item</b>	<b>Score</b>	<b>Total Respondents</b>
1	Service	445	107
2	Cost	396	107
3	Load Tracking Capabilities	286	106
4	Safety Record	242	106
5	Innovation	232	107

## How often do you go to market with a transportation RFP?



Value	Percent	Count
Weekly	7.5%	8
Monthly	7.5%	8
Quarterly	12.1%	13
Bi-annually	6.5%	7
Annually	35.5%	38
N/A	30.8%	33
	Totals	107

## Does your company run its own fleet?



Value	Percent	Count
Yes	21.5%	23
No	78.5%	84
	Totals	107

**If yes, please rank the following in order of importance, with 1 being the most important factor, that would make you consider outsourcing.**

<b>Overall Rank</b>	<b>Item</b>	<b>Score</b>	<b>Total Respondents</b>
1	Cost savings	86	21
2	Improved service	66	21
3	Predictive expenditure	54	20
4	Ability to shift liability	53	21
5	Driver retention	49	19