

UTS Freight Study: The Benefits To You



Universal Traffic Service, Inc.

Universal Solutions for Transportation Management

Benefits Of a Freight Study

Shipment Pricing Comparison

The freight study categorizes and lists each shipment you provide to us. It compares the price you actually paid with the price you would have paid if UTS had managed the same shipments on your behalf.

Financial Analysis

The freight study analyzes the impact of your logistics operation on your financial performance.

Logistics Analysis

The freight study highlights key data within your logistics operation. It may inspire improvements to how you purchase materials and ship freight!

Freight Study Also Includes:

Information About UTS Logistics Services

The freight study describes the logistics services UTS provides to clients as part of our transportation management service. The aggregate value of these services sometimes rivals the cost savings we provide to clients.

User Guide for UTS Online Services

This multi-page user guide describes and demonstrates the transportation management tools available online for UTS clients.

UTS Implementation Overview

The freight study describes the process of implementing our transportation management program with new clients.

Shipment Pricing Comparison

Pictured right: The shipment pricing comparison categorizes and lists the shipments you provide to us. It compares your actual pricing with the pricing available to you from UTS. This information helps you evaluate the competitiveness of your current pricing.

Pictured below: The shipment pricing comparison ends with a summary of your pricing information.

Freight Study Pricing Analysis				
ABC Industries, Inc.				
Shipper	Consignee	Weight	Paid Amount	UTS Charge
Non Expedite Shipments				
LTL Shipments				
VENDOR MFG CORP HOUSTON, TX	ABC INDUSTRIES LOS ANGELES, CA	3,000	\$478.42	\$440.68
XYZ DISTRIBUTING PORTLAND, OR	ABC INDUSTRIES UNION CITY, CA	1,902	\$290.88	\$184.84
ABC INDUSTRIES LOS ANGELES, CA	CUSTOMER ONE ELMHURST, IL	3,000	\$360.00	\$333.09
ABC INDUSTRIES UNION CITY, CA	CUSTOMER TWO SYRACUSE, NY	500	\$178.24	\$102.60
AAA STEEL CORP CERRITOS, CA	ABC INDUSTR HOUSTON , TX	2,000	\$282.07	\$295.06

Total for All Shipments	138 Shipments	Weight	Paid Amount	UTS Charge	Savings
	17.64% Savings	<u>213,412</u>	<u>\$52,987.56</u>	<u>\$43,640.55</u>	<u>\$9,347.01</u>

The Financial Impact Summary summarizes the financial results of the shipment pricing comparison.

It also extrapolates this information to provide an estimated annual summary of your logistics expense.

Financial Impact Summary

ABC Industries, Inc.

Freight Study Results For ABC Industries

Actual Amount Paid	\$52,987.56
Actual UTS Pricing For Amount Paid	\$43,640.55
Gross Savings With UTS (Dollars)	\$9,347.01
Gross Savings With UTS (Percent)	17.6%
UTS Management Fee (Monthly)	\$0

Net Savings With UTS (Dollars)	\$9,347.01
Net Savings With UTS (Percent)	17.6%

Estimated Annual Results For ABC Industries

Annual Transportation Cost (Extrapolated From Study)	\$211,950.24
UTS Pricing (Extrapolated From Study)	\$174,562.20
Annual Gross Savings With UTS	\$37,388.04
UTS Management Fee	\$0

Estimated Annual Net Savings With UTS (Dollars)	\$37,388.04
Estimated Annual Net Savings With UTS (Percent)	17.6%

The Freight Study Summary digs deeper into the shipment data you provided to expand your logistics profile.

Freight Study Summary

ABC Industries, Inc.

Freight Study For ABC Industries

Total Invoices	138
Time Period Of Invoices (Weeks)	13
Total Study Weight (Pounds)	263,412
Average Weight Per Shipment (Pounds)	1,909
Actual Cost (Per Pound)	\$0.2012
UTS Proposed Cost (Per Pound)	\$0.1657

Shipment Cost Analysis By Type

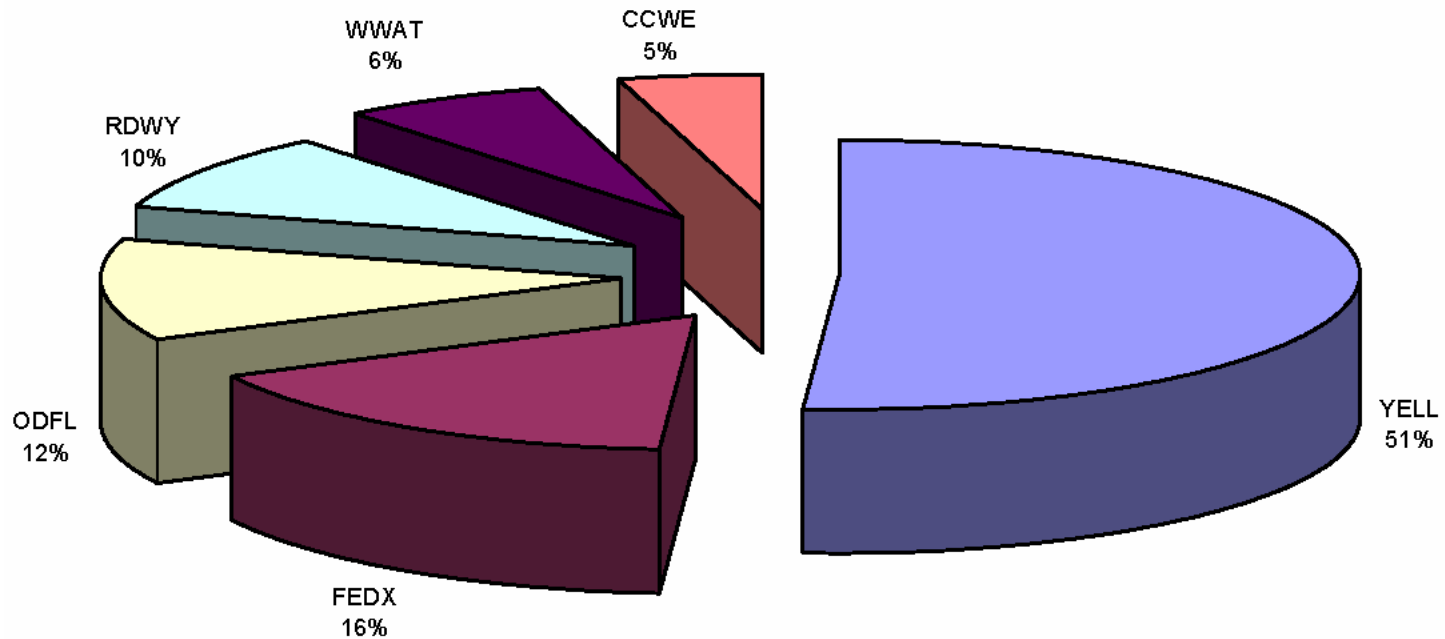
	<u>LTL</u>	<u>TL</u>
Actual Amount Paid	\$41,523.83	\$11,463.73
UTS Pricing	\$33,219.06	\$10,421.49
Gross Savings With UTS	\$8,304.77	\$1,042.24

Shipment Number By Type

LTL	Inbound	48
	Outbound	62
	3rd Party	2
TL	Inbound	17
	Outbound	9
	3rd Party	0
Total Shipments		138

Carrier Cost Distribution

Freight Study For ABC Industries, Inc.



The Carrier Cost Distribution charts your carrier selection by dollar volume. Your UTS account executive may use this information to demonstrate how carrier selection affects service performance and logistics finances.

Pictured right is a portion of the inbound “fun facts” we provide with your freight study. A sample of outbound “fun facts” appears on the following page.

Our “fun facts” analyze your inbound shipments from vendors and outbound shipments to customers based on frequency, weight, cost, and other factors.

Fun Facts - Inbound

ABC Industries, Inc.

Interesting tidbits from the inbound data you provided to UTS.

- Most Frequent Shipper:** XYZ Distributing, Inc.
Portland, OR
12 of 65 inbound shipments (18.4%)
- Highest Cost Per Pound:** Vendor Manufacturing Corporation
Houston, TX
Cost per pound = \$0.42
- Lowest Cost Per Pound:** AAA Steel Corporation
Phoenix, AZ
Cost per pound = \$0.09
- Largest Savings (\$):** XYZ Distributing, Inc.
Portland, OR
Freight study savings: \$779.58 (18.4%)
- Largest Savings (%):** Industrial Supply Company
Atlanta, GA
Freight study savings: \$256.78 (30.3%)

“Fun facts” add an interesting dimension to your logistics profile – and may help you improve the way you ship freight and purchase materials.

Companies sometimes overlook mode selection, frequency, weight, and distance in their purchasing and shipping decisions.

“Fun facts” may reveal data you can use to source and ship with greater efficiency.

Fun Facts - Outbound

ABC Industries, Inc.

Interesting tidbits from the outbound data you provided to UTS.

Most Frequent Consignee: Customer One
Elmhurst, IL
14 of 71 outbound shipments (19.7%)

Highest Cost Per Pound: Customer Two
Syracuse, NY
Cost per pound = \$0.35

Lowest Cost Per Pound: Customer Three
Denver, CO
Cost per pound = \$0.07

Largest Savings (\$): Customer One
Elmhurst, IL
Freight study savings: \$503.39 (19.1%)

Largest Savings (%): Customer Three
Miami, FL
Freight study savings: \$272.55 (33.4%)

Freight Study Requirements

- Copies of freight invoices covering 2-3 months of shipping activity.
- A sample bill-of-lading for each of the primary products you transport inbound and outbound.
- A list of any special shipping requirements.