SAMPLE SPEND DIAGRAM

VENDORS

INT'L

75 vendors

SHIPMENTS
7,500 FOB/EXW
500 Delivered

TOP 3 COUNTRIES
China
Italy
Mexico

DOMESTIC

60% Collect
40% Prepaid

COLLECT SHIPMENTS
65,000 Non-Fleet
37,000 Fleet

TOP 3 STATES
California 21,000
New Jersey 12,000
New York 10,000

INBOUND

$115.70M / YEAR

INTERNATIONAL INBOUND
$40.60M

DOMESTIC INBOUND
$75.10M

Fleet $30.7M

Truckload $30.1M

IMDL $8M

Less than Truckload $5.3M

Parcel $1M

PPd

Cons

CONSOLIDATORS
• Location 1
• Location 2
$0.3M

TL

RETURNS

DISTRIBUTION CENTER

DC LOCATION 1
•Size
•In doors
•Out doors
•Pools size

DC LOCATION "n"
•Size
•In doors
•Out doors
•Pools size

3PL FACILITIES
•Staging Area
•Receive Constraints
•Ship Constraints

OUTBOUND

$43.15M / YEAR

NON-MERCHANDISE
$3M

FLEET $40M

•207 tractors
•653 trailers
•350 drivers
•25M loaded miles

Parcel $.1M

Less than Truckload $.05M

STORE RETURNS

•18M empty miles

NON-MERCHANDISE

STORES

STORES
•NY 801
•CA 756
•IL 739
•FL 661
•TX 552
•NJ 445

CUSTOMERS
•Format 1 – 20
•Format 2 – 15
•Format 3 – 5

METHOD
•# Drop & Hook
•# Live Unload

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