



VDM



Summary Savings Statistics

LTL Mins and Non-Mins

Time Period: December, 2013

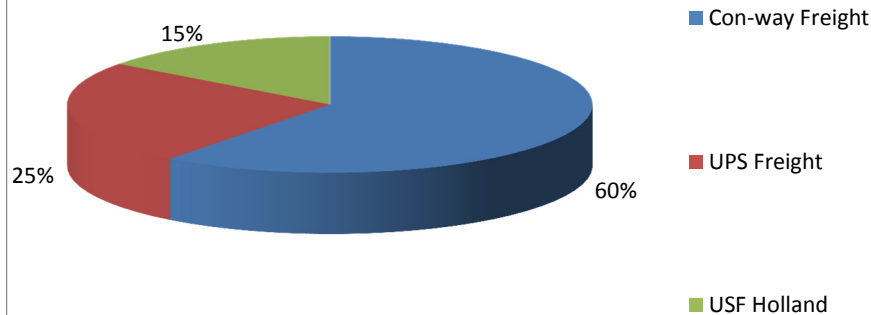
	Sample	Annualized
Months of Data	1.00	12
Bills	2,795	33,540
Current Expense	\$ 249,709	\$ 2,996,502
New Cost	\$ 207,019	\$ 2,484,231
Target Savings	\$ 42,689	\$ 512,271
Target Savings %	17.1%	17.1%

Key Statistics

Average Shipment Size (lbs.):	514
Average Paid Per Bill:	\$89
Average Class (Estimate):	92.5
Overall CWT:	\$17.37
Fuel Table	Contracted

Scenario	1	2	3	4	5	6	7	8
Current Spend	\$2,996,502	\$2,996,502	\$2,996,502	\$2,996,502	\$2,996,502	\$2,996,502	\$2,996,502	\$2,996,502
New Spend	\$2,663,526	\$2,637,912	\$2,612,298	\$2,586,685	\$2,561,071	\$2,535,458	\$2,509,844	\$2,484,231
% Utilization	65%	70%	75%	80%	85%	90%	95%	100%
Potential Savings	\$332,976	\$358,590	\$384,204	\$409,817	\$435,431	\$461,044	\$486,658	\$512,271

CARRIER REVIEW



New Carrier Mix

