

TC-01 ~ March 2018

Customer Capacity

PRIME inc.

Commitment Tracking

Track Average Load Counts vs. Actual Loads

Customers	8 Week Avg	Current Week	Difference	Next Week	Difference
SALES AREA 1	1050.65	1001	-49.65	371	-679.65
CUST A	218.33	203	-15.33	32	-186.33
CUST B	197.44	191	-6.44	92	-105.44
CUST C	119.70	125	5.3	40	-79.7
CUST D	95.19	96	0.81	28	-67.19



Commitment Tracking

Update Multiple Times Daily

Customers	8 Week Avg	Current Week	Difference	Next Week	Difference
SALES AREA 1	1050.65	1048	-2.65	401	649.65
CUST A	218.33	220	-1.67	40	178.33
CUST B	197.44	201	-3.56	112	85.44
CUST C	119.70	128	-8.30	42	77.70
CUST D	95.19	100	-4.81	38	57.19



Commitment Tracking

Break Down by Customer, Origin and Destination

Customers	8 Week Avg	Current Week	Difference	Next Week	Difference
SALES AREA 1	1050.65	1001	-49.65	371	-679.65
CUST A	218.33	203	-15.33	32	-186.33
Origin ST					
Customer Origin Location					
	62.90	45	-17.9	3	-59.9
DEST ST A	0.00	1	1	0	0
DEST ST B	3.14	3	-0.14	0	-3.14
DEST ST C	2.40	0	-2.4	0	-2.4
DEST ST D	0.52	0	-0.52	0	-0.52



Commitment Tracking

Goal for Real Time Updates Integrated With Auto Accept

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Commitments Awarded Master Update
Input Information, then press ENTER.
Award ID #...: 420 Status: _ ( =Active; C=Cancel; E=Err; I=Inactive)
EDI Code.....: _ SCAC: PRIJ Div: 001
From/To Date..: 02/26/2018 03/04/2019
Period Type...: W (S=Single; W=Weekly; M=Monthly)
Period Start..: 3 (Sun=1; Mon=2; Tue=3; Wed=4, Thu=5; Fri=6 Sat=7; All=8)
Period Date...: 0E
Description...: _____
Cust ID#.....: _____
Mult Stops...: Y (N=No Do Not Process; Y=Yes Process)
EDI A/A Load..: _ (N=Do Not Load; Y=Load EDI Auto-Accept)
EDI A/A Sched.: 3 (Sun=1; Mon=2; Tue=3; Wed=4, Thu=5; Fri=6 Sat=7; All=8)
Salesman #...: 25 Sales-Rep: _____
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Commitment Tracking

Goal for Real Time Updates Integrated With Auto Accept

PRIME INC.

Commitments Detail Lanes Update

Award #	Cd	EDI Code Name	SCAC	DIV	Eff-From	Eff-To	SM	Rep	Sts		
420			PRIJ	001	02/26/2018	03/04/2019	25				
2=Change; 3=Copy-To-EDI; 4=Delete; 8=Periods; 9=Extended Lanes;											
? Ln-Cur#	Ln-Pro#	Ln-Bal#	E-Auto#	E-Max#	E-Acc#	E-Skp#	S/U/E	Day	Sm	Rep	Lane#
18		18	1	1			U	3 3	25		96
3 Origin Location A											
3 Destination Location B											
62	2	60	2	2			U	3 3	25		65
3 Origin Location A											
3 Destination Location B											



Which Way to Go...

Spot Market?

- 60 loads/wk with a \$600 surcharge
- \$36,000 increase in revenue/wk
- 10-wk purchase of capacity would be \$360,000 increased revenue

Increase Rates?

- 450 trucks X 2.6 loads/week = 1170 loads/wk
- 1170 loads x \$1,500/load = \$1,755,000 rev/wk
- 6% increase in rates = \$1,860,000 rev/wk
- \$105,000 increase in rev/wk or \$5,460,000 for a year

*****Decrease of \$690,000 in revenue over 10 weeks in spot market vs. increase rates***



Main Sales Role

- Account Management – status quo?
- Network Discipline and needed freight where identified
- Discovering New Opportunities-Regional/Dedicated
- Process used successfully in the past for addressing changed circumstances with Customers.
- Have your target and/or compensation plans adjusted from straight L/H Revenue quotas (for those sales organizations that still rely heavily on growth of L/H revenue as base of incentive-commission plans) to more dedicated/specialized service opportunities where those contracts are more of a take or pay arrangement paid on a revenue per truck per week basis?

