

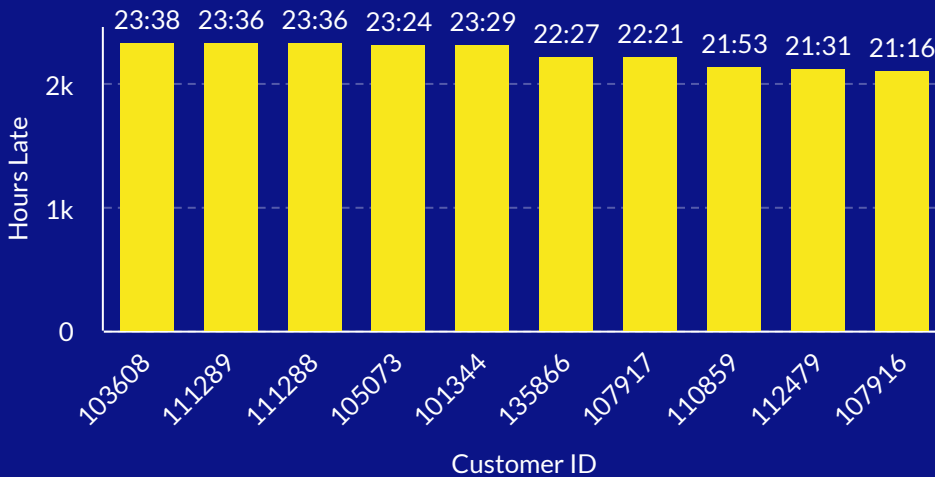
Greatest Savings Opportunities using Drop Trailer

Estimate of Average Savings (of Top 10)

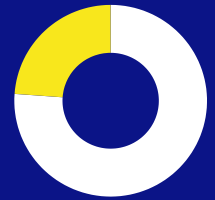
\$1,346.50



Top 10 Customer Hours Late

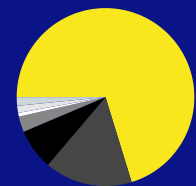


Late vs On Time



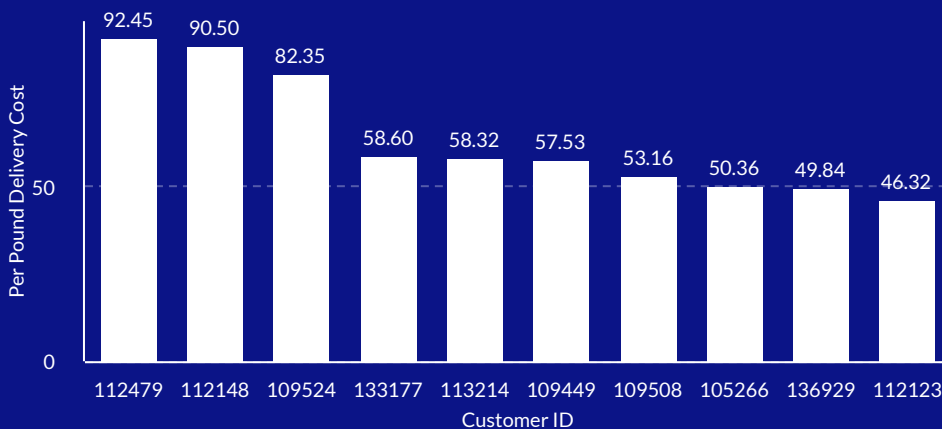
On Time (76.15%)
Late (23.85%)

Hours Late Percentage Breakdown



1<4 (70.26%)
4<7 (15.98%)
7<10 (7.39%)
10<13 (2.84%)
13<16 (0.69%)
16<19 (1.29%)
19<24 (1.55%)

Top 10 Customers Paying Highest Delivery Cost (Per lb)



Key Takeaways:

- Majority of drivers, if late, were less than 4 hours late
- The use of a drop trailer will significantly reduce held time, which in turn, would save money by the drivers increased on-time performance
- The dates that Purdue chooses to make the delivery has a significant impact on on-time performance

Influences Affecting Lateness

Variables	Late	Observations
SoldTo	-1.73e-06*** (3.83e-07)	8,835
SchedArriveDate	0.00159*** (0.000186)	R-squared 0.076
SchedArriveTime	-6.97e-09*** (2.78e-10)	Standard errors in parentheses
Constant	-13,240*** (526.3)	*** p<0.01, ** p<0.05, * p<0.1