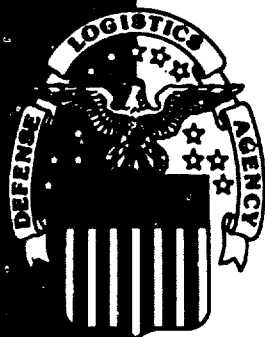


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DEPARTMENT OF DEFENSE

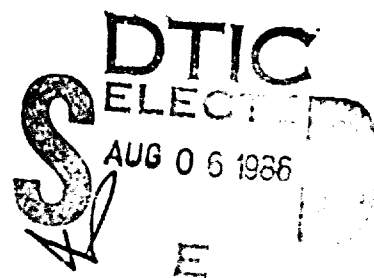
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# PRELIMINARY FIRST DESTINATION GUARANTEED TRAFFIC COST ANALYSIS

Operations Research and Economic Analysis Office



**MARCH 1986**

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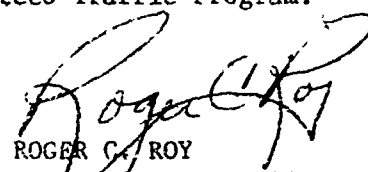
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### FOREWORD

This report documents an analysis of transportation costs for vendor source shipments. This analysis examined the charges to move supplies throughout the Continental United States using surface freight modes of transportation. Data were obtained from the Freight Information Systems for FY 84, and the Military Traffic Management Command's Mileage Data File.

Comparisons were made of the actual first destination transportation costs and the transportation costs that might be realized using carrier rates associated with the Guaranteed Traffic Program. These comparisons determined the primary savings achieved by DLA using this program, the average savings based upon alternate carrier rates, and the savings using this program for various shipment weight categories.

This analysis identifies to DLA's Supply Operations Directorate, the potential primary dollar savings made possible by the Guaranteed Traffic Program. This analysis also determines regional cost trends and possible rate modifications for future carrier solicitations for the Guaranteed Traffic Program.

  
ROGER C. ROY  
Acting Assistant Director,  
Policy and Plans

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## I. INTRODUCTION

The Transportation Division of the Directorate of Supply Operations (DLA-OT), Defense Logistics Agency, requested a study be conducted by the Operations Research and Economic Analysis Office (DLA-LO) to compare government transportation costs for procurement of supplies under historical cost structures (actual first destination transportation costs) to carrier costs associated with the Guaranteed Traffic Program (GTP) agreements.

A. Background. The procurement of commodities of volume shipment quantities are solicited on alternate free on board carrier equipment (FOB) origin/destination basis. FOB origin evaluations include government transportation costs in effect as of bid opening date. Award is made on whichever produces the lower laid-down cost to the Government. Often, transportation costs used in the evaluation of FOB origin bids/offers expire prior to the shipment date and, therefore, usually higher Government transportation costs are assessed. In some instances, the higher transportation cost would displace other lower offers.

B. Purpose. To determine if the Guaranteed Traffic Program could maintain a constant level of FOB origin Government transportation cost throughout the total procurement cycle at no appreciable increase of cost. GTP transportation costs should not exceed the standard commercial rates and charges used by the bidders in determining their FOB destination bid.

C. Objectives. The objective of this study was to analyze the transportation cost benefits and liabilities of the GTP as applied to first destination vendor shipments. A comparison of the actual cost of shipments to the contract rates used in GTP will show the primary dollar savings made possible by GTP. This comparison will assist management in determining regional cost trends and possible rate structure modifications for the GTP carrier solicitations.

D. Scope And Project Limitations. The study examined only vendor shipments transported within the continental United States (CONUS) by closed van or trailer-on-flat-car. Data used to calculate the shipment's first destination charges were taken from the Freight Information Systems Contractor Shipments File (DFINs) for FY 1984. The DFINs file consists of vendor shipment data extracted from the Freight Information System. To compute the GTP costs, data were merged with a mileage data file, furnished by the Military Traffic Management Command (MTMC). When aggregating data files, many shipment cases are usually omitted from the resulting data file due to unmatched fields in the record. Fortunately, 99% of the original data from the DFINs file were retained by applying a method of computing the total number of miles for which a shipment was hauled. Shipment cases were not considered when the shipment's exact origin or destination was not known.



## II. STUDY APPROACH

The analysis of first destination guaranteed traffic costs for closed van and trailer-on-flat-car shipments was performed in three phases. The first phase of the analysis compared the actual first destination transportation charges with the transportation costs associated with GTP. The second phase examined the "what if" question concerning primary GTP costs and alternate GTP rates. In other words, if the primary GTP rates are not available, would applying an alternate GTP rate result in transportation charges that would exceed other Government rate tenders. Generally, Government rate tenders are less than standard commercial rates.

The primary GTP rate is considered the most desirable/economical rate to use, the first alternate rate being the second most desirable, etc. Third alternate rates were not available for all shipment cases; therefore, only primary, first alternate, and second alternate rates were used in this analysis.

The final phase involved a breakdown of vendor shipments by weight categories, examining those shipments within specific weight boundaries.

### A. First Phase: Actual Charges vs. GTP Primary Carrier Costs

Selection of vendor shipment cases used in this study was based upon the shipment's origin, destination, tonnage, and mode of transportation. The transportation modes are contained in the following sets of transportation movement category codes:

Closed Van = [AA, AG, AR, AV, AX]  
Trailer-on-Flat-Car = [KW].

The shipment had to have a total weight of 10,000 lbs. or more. Shipment tonnages above 20,000 lbs. designate the Truckload weight category. There was no ceiling placed on shipment weights for the first two phases of the study. Later the effects of the GTP rates applied to shipments of 50,000 lbs. or less will be discussed. The shipments' origins were determined by the Defense Contract Administration Office preparing government bills of lading and identified by the Government Bill of Lading Location Code (GBLOC) for each shipment case. An 'SK', found in the last two positions of the GBLOC, indicates a vendor shipment. The first two positions of the GBLOC identify the geographical location of the supply source. Shipment origins were divided into nine CONUS regions. Table 1 lists the nine regions established as shipment origins and the GBLOCs represented by these origins.

TABLE 1

Shipment Origins and Their Corresponding GBLOCs

<u>Region</u>	<u>Origins</u>	<u>GBLOCs</u>
1	Los Angeles	JESK, LKSK, LLSK, LHSK, LGSK, LESK, LJSK
2	St. Louis	GASK, GISK, KASK, KISK, GTSK, GVSU, GUSK
3	Dallas	KDSK, HASK, HDSK, HOSK, HBSK
4	Chicago	GKSK, GMSK, GOSK, GESK
5	Atlanta	FGSK, CGSK, CFSK, CLSK
6	Cleveland	EASK, EBSK, EISK, ELSK, EKSK, EJSK
7	New York	DDSK, DCSK, DBSK, AOSK
8	Philadelphia	DPSK, DMSK, DOSK, DNSK, BASK
9	Boston	DHSK, AHSK, AGSK, AMSK, DGSK, ANSK, DESK

Abbreviated state/city codes are characteristics of the DFINS data file.  
For example:

Alameda, California is represented by "CAALAMED",  
Mechanicsburg, Pennsylvania is represented by "PAMECHAN",  
New Orleans, Louisiana is represented by "LANEWORL".

The vendor shipments' destinations were established from the following set  
of abbreviated state/city codes found in the DFINS data file:

[CAALAMED, PAMECHAN, PANECUM, OHCOLUMB, VARICHMO, VABELLBL,  
TNMEMPHI, UTOGDEN, CATRACY, CALYOTH, VANORFOL, VANORFLO,  
CAOAKLAN, SCCHARLE, MDBALTIM, NJELIZAB, NJPTeliz, NJBAYONN,  
LANEWORL, CALONBEA, CASANDIE, WASEATTL, UTHILL].

These 23 destination depots and port areas were divided into the 12 depot  
labels listed in Table 2.

TABLE 2

Destination Depot Labels and Corresponding State/City Codes

<u>Depot Labels</u>	<u>State/City Codes</u>
CALONBEA	CALONBEA, CASANDIE
CAOAKLAN	CAALAMED, CAOAKLAN
CATRACY	CALYOTH, CATRACY
LANEWORL	LANEWORL
NJELIZAB	NJBAYONN, NJELIZAB,
	NJPTTELIZ
OHCOLUMB	OHCOLUMB
PAMECHAN	MDBALTIM, PAMECHAN,
	PANEWCUM
SCCHARLE	SCCHARLE
TNMEMPHI	TNMEMPHI
UTOGDEN	UTHILL, UTOGDEN
VARICHMO	VABELLBL, VANORFLO,
	VANORFOL, VARICHMO
WASEATTL	WASEATTL

Upon selection of each shipment case, the distance in miles between the origin and destination was appended in order to compute the GTP costs. The Standard Point Location Codes (SPLC) for the origins and the destinations of the shipment cases were compared to pairs of SPLCs given in the mileage data file. Approximately 82% of the DFINS' shipment cases contained SPLC pairs which could be matched exactly to the mileage file. Matches were arranged in nearly every case of the remaining shipments as follows.

The SPLC is designed to provide each point originating freight and each point receiving freight with a unique code number which will identify the point with its geographical location. The format of the SPLC is: State-County-City, using two digits to identify each. To establish the mileage for the remaining 18% of the shipment cases, partial matches of the SPLCs were made.

When partial matches were possible, the following logic was employed in order to obtain a mileage figure.

1. If distances were known to be available for at least two SPLCs within the same state (sequenced both before and after the SPLC in question) an average of the two mileages was recorded to be the "correct" distance for that shipment.

2. If the distance was known to be available for only one 'neighboring' SPLC for the same state (i.e., mileage in question involved a highest or lowest known SPLC for a particular state) that distance was recorded as the "correct" mileage for that shipment.

3. Otherwise, no mileage figure could be obtained for the shipment case and the shipment was not included in the analysis.

In almost 7% of the cases used in this procedure, one SPLC matched exactly and the first four digits of the other matched the second SPLC. In 11% of the cases, one SPLC matched exactly and the first two digits of the other matched the second SPLC. In 67 out of 9,286 cases (or 0.72%), no such matches were possible, these cases were omitted from our analysis.

Once mileages were obtained, shipping charges were computed for each shipment case. The actual cost of each shipment was extracted from the DFINs file. The GTP costs were calculated by multiplying the distance the shipment was hauled by the appropriate GTP carrier charge per mile. GTP rates are based on a combination of mileages and shipment weights. If the charge for transporting a shipment to a greater distance is lower than the charge for shipping to the actual distance, the lower charge is assessed to the shipment. These possible changes in the carrier charges may affect the simple "Mileage times Charge-per-Mile equals Cost" formula.

A table, included in Appendix A, was created showing the nine shipment origin areas and the 12 depot labels used for shipment destinations. The shipment cases were compared on a bottom line basis (actual charges vs. computed GTP costs). The table lists actual shipping costs in FY 84 from one origin to each of the 12 depot areas, the costs to haul the same shipments had GTP been employed, and the primary savings or negative savings by using GTP. The primary savings is the difference between the actual cost and the GTP cost. In the instances where a destination depot is omitted from the lists of depots, it is assumed that no shipments were sent to that depot by trailer-on-flat-car or closed van.

#### B. Second Phase: Actual Costs vs. GTP Primary and Alternate Rates

The methodology used to aggregate data for the first phase, including how mileages were obtained and GTP costs were computed, was also used for the second phase. However, the second phase of this analysis included a comparison of actual costs, GTP rates, and first and second GTP alternate rates for shipping. The actual costs were characteristics of the DFINs file; all other rates were supplied by MTMC.

GTP costs were calculated in the same method as in the first phase for each of the three rates (primary, first alternate, and second alternate). The primary savings were established between the actual costs and the primary GTP costs. Since there is no ratio of freight tonnage which would move under primary GTP rates and alternate GTP rates, an average GTP cost was determined by dividing the sum of the primary GTP rate and the alternate rates by three. The average GTP cost was then subtracted from the actual cost to determine the average savings encountered by using GTP.

### C. Third Phase: Analysis of Specific Weight Categories

Upon review of the results of the second phase, a re-evaluation of carrier cost factors based on cubic and weight capacity of each vehicle was initiated. The first two phases of this analysis did not consider the number of vehicles needed to transport a shipment weighing over 50,000 lbs. If the maximum loading capacity of a trailer is 50,000 lbs., it would require more than one trailer to haul a shipment of 80,000 lbs. This would greatly affect the transportation costs applied to the shipment. A third cost analysis was needed to isolate all shipments which would require one vehicle, and to compare the actual rates and GTP rates for those shipments.

Cost data were produced on the basis of the physical loading capacity of a trailer. Shipments exceeding truckload capacity (over 50,000 lbs. or 1,800 cu. ft.) were eliminated from the analysis since more than one truck would be required for tonnages above 50,000 lbs. In such instances, less-than-truckload rates may apply to the excess weight but were not considered for the purpose of this study.

Using the three GTP rates from the second phase of this analysis, shipment costs were computed for vendor shipments weighing between 20,000 lbs. and 50,000 lbs. The costs of these shipments were compared to the actual costs of shipments to determine the primary and average savings. The assumption is made that the same truckload rates will be applied to each vehicle used for shipments weighing over 50,000 lbs. The results of this comparison were tabulated in the same format as in the second phase.

An analysis of less-than-truckload capacity shipments was then performed to show the affects of GTP rates on shipments of minimum capacity. Shipment cases were selected on the same basis as in the first phase, except shipment tonnages did not exceed 20,000 lbs. Rates on less-than-truckload tonnages are designated for truckload capacity shipments.

## III. FINDINGS

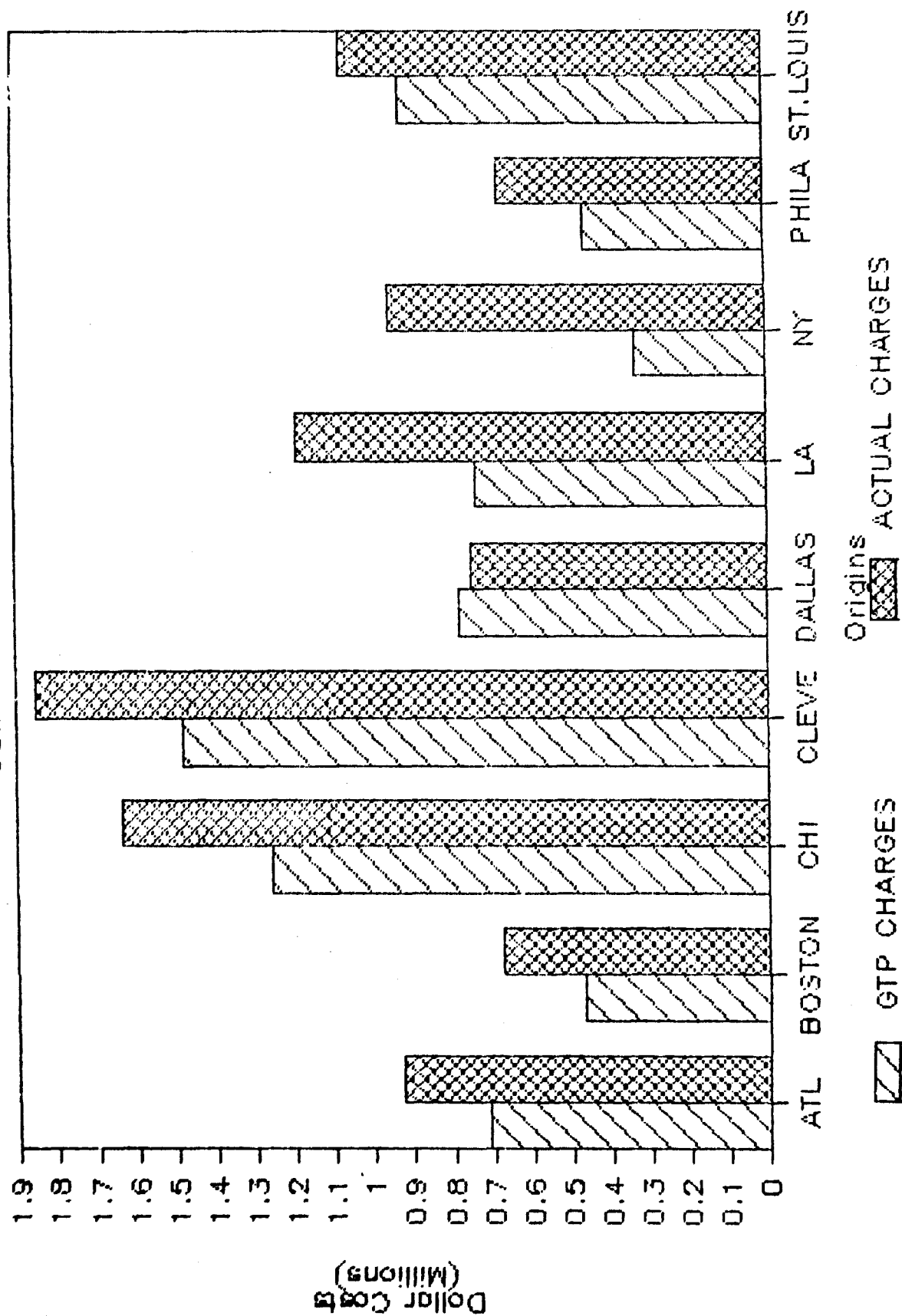
### A. Bottom Line Comparison of Costs

A total of 8,710 vendor shipments hauled by trailers-on-flat-car or closed vans in FY 84 were examined in the first phase of this study. The total GTP cost for these shipments would have been \$7,133,404.80. When the charges for these shipments were compared on a bottom line basis, the actual charges were \$2,592,562.70 greater than the charges calculated for the GTP. This states that the Guaranteed Traffic Program would have been 27% more economical to use than the actual carrier cost of \$9,725,967.50. The results of the first phase of this analysis are found in Appendix A. The results did not take into consideration truck loading capacity (weight or cube).

Figure 1 plots the actual costs of shipping from each region versus the costs using GTP. Note that Dallas is the only region where the actual cost was less than the GTP cost.

Figure 1

# ALL VENDOR SHIPMENTS COMPARISON OF COSTS



## B. Comparison of Average Savings to Primary Savings

The results of the second phase, comparison of actual costs and average GTP costs, show an average savings of \$2,188,545.00 in FY 84 using GTP. This suggests that the average GTP transportation rate - be it primary carrier, first alternate carrier, or second alternate carrier - would reduce transportation costs for vendor shipments. Average GTP cost savings were cited for all regions except the Dallas area. As in the first phase, the transportation costs tabulated in this comparison did not take into account the number of trucks required to haul shipments over 50,000 lbs. Therefore, the bottom line and average savings determined in these two phases may not represent the obtainable dollar savings to the Government using GTP.

## C. Costs for Truckload/LTL Weight Categories

### 1. Shipments Weighing 20,000 lbs., Not More Than 50,000 lbs.

The final phase of this study examined vendor shipments in specific weight categories. Freight weighing more than 20,000 lbs., but less than 50,000 lbs. was analyzed to determine the bottom line savings and the average savings for the Truckload weight category. When the actual transportation costs were compared to the primary GTP costs, it was determined that as much as \$963,358.10 could be saved in one year by using GTP rates on trailer-on-flat-car or closed van shipments. This represents a 17% decrease in Government costs for transporting commodities in shipments of this weight category. Using GTP primary, first or second alternate rates, savings of \$765,789.40 was noted. In both cases, these savings were for the 5,784 shipment cases included in this weight category. The comparison of primary costs for truckload capacity shipments is illustrated in Figure 2. Charges for shipments from the Dallas area are not as close as they appear on the graph. Table 3 lists the exact dollar costs of the truckload capacity vendor shipments and the percentage difference between the actual cost and the primary GTP cost. Note from this table the actual difference in charges for Dallas area shipments was \$4,766.90, favoring the actual transportation charges. The results of the comparison of primary savings versus average GTP savings for this weight category are found in Appendix B.

Figure 2

# SHIPMENTS 20K THRU 50K LBS. COMPARISON OF COSTS

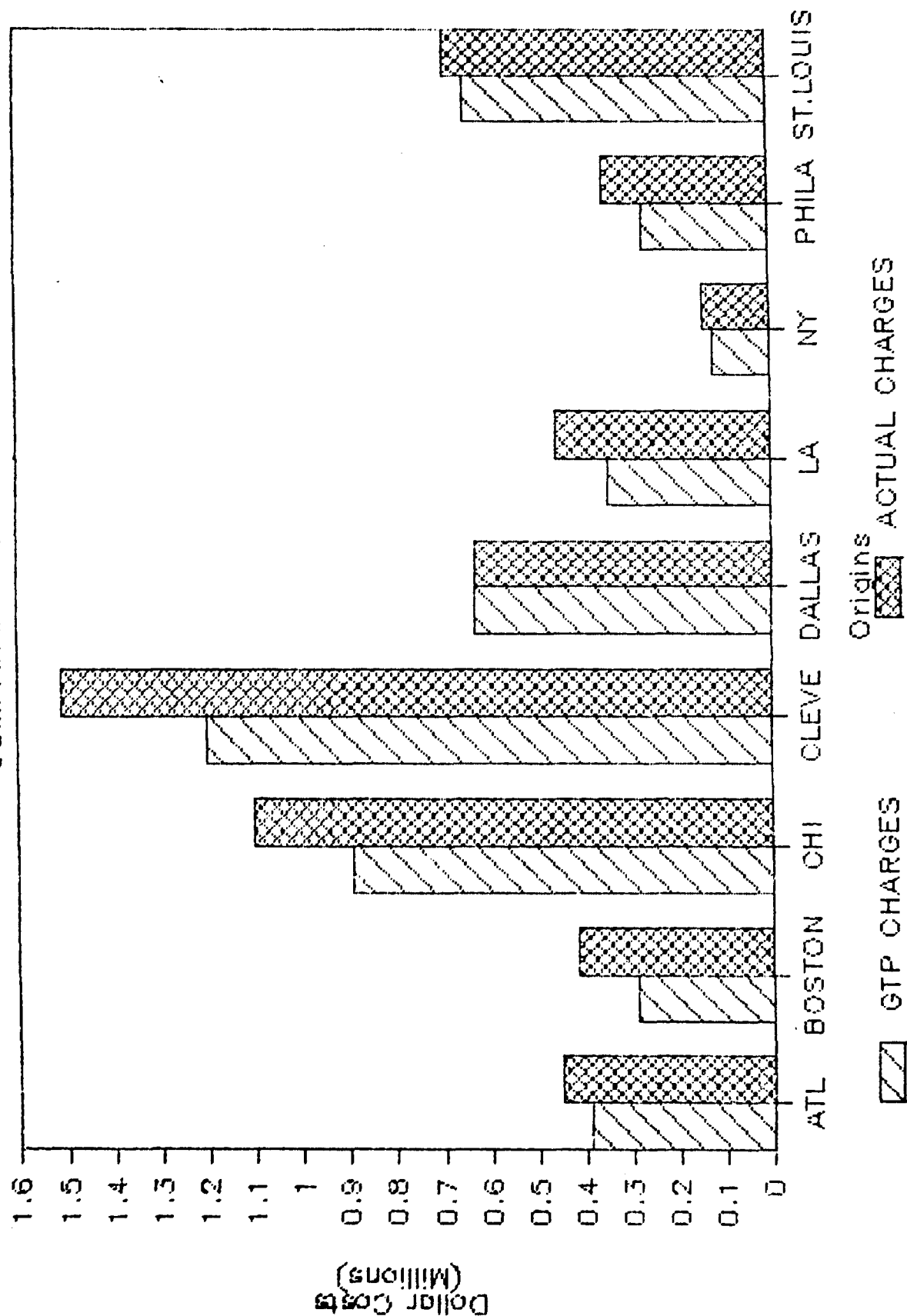




TABLE 3

Shipments Between 20,000 Lbs. and 50,000 Lbs.

<u>Origin Region</u>	<u>Primary GTP Charges</u>	<u>Actual Charges</u>	<u>Difference</u>	<u>% Difference</u>
Atlanta	\$ 388,107.14	\$ 453,932.15	\$ 65,825.01	15%
Boston	\$ 289,891.09	\$ 417,204.21	\$127,313.12	31%
Chicago	\$ 890,887.90	\$1,100,563.00	\$209,675.10	19%
Cleveland	\$1,196,901.10	\$1,510,240.70	\$313,339.60	21%
Dallas	\$ 631,850.35	\$ 627,083.45	\$ -4,766.90	.8%
Los Angeles	\$ 347,841.98	\$ 454,399.48	\$106,557.50	24%
New York	\$ 121,477.98	\$ 142,840.53	\$ 21,362.55	15%
Philadelphia	\$ 271,098.55	\$ 352,356.59	\$ 81,258.04	23%
St. Louis	\$ 637,847.86	\$ 680,641.94	\$ 42,794.08	6%
TOTAL	\$4,775,903.95	\$5,739,262.10	\$963,358.10	17%

A more indepth examination was made on those vendor shipment traffic patterns where higher transportation charges were incurred using GTP. The analysis was made to determine the exact geographical location of the negative savings arcs. (A negative savings arc is the traffic pattern from the shipment's point of origin to its destination where excessive costs are incurred using GTP. These costs result in negative savings, or greater cost, to the Government.)

Negative savings occurred in several depot areas for shipments within the 20,000 lbs. through 50,000 lbs. weight category. There were 17 negative savings arcs noted throughout the shipment cases; the largest percentage of the negative savings arcs (41% or 7 shipment arcs) originated in the Dallas area. A summary of the negative savings incurred for vendor shipments originating in the Dallas area is included in Appendix C. This appendix may be useful as the discussion of negative savings incurred in the transportation charges continues.

The detailed listings of negative savings arcs give the exact origin point and destination depot for each shipment case, as opposed to the origin regions and depot labels given in the comparisons. The listings also give the GBL number, carrier, weight, costs (both actual and GTP), miles intransit, and mode of transportation used. The "DIFFERENCE" column represents the difference in cost between the actual charges and the primary GTP charges.

Examining the savings arcs for Dallas shipments, three traffic patterns noted extremely high negative savings using GTP rates and recurring traffic. Appendix C includes the negative savings calculated for shipments hauled from Phoenix, AR to New Cumberland, PA. A total of \$7,272.25 could have been lost by using the GTP rates on the 25 shipments traveling that

arc. The average rate-per-mile for the actual costs of these shipments was \$.75. One carrier, Roadway (RDWY), even charged as low as \$.39 per mile for two shipments. This is very low compared to GTP's rate of \$.92 per mile negotiated with the primary carrier, Schneider National Transcontinental. The two alternate GTP carriers, United Cargo Express and Double "M" Transport, negotiated transportation rates of \$.98 per mile and \$.97 per mile, respectively.

Note in Appendix C (page C-3), 14 other shipments with identical origin, destination, carrier, and approximately the same weight were charged twice as much as the \$.39-per-mile shipments. This is a billing error on the part of the carrier. The actual charges should have been greater than \$.39 per mile.

The greatest negative savings encountered by the Dallas area shipments involved freight shipped from Roanoke, TX. A total of \$16,364.70 would have been lost by using GTP rates on the 181 shipments destined to New Cumberland, PA. The average rate for the actual transportation charges was \$.86 per mile. Appendix C lists the savings for these shipments. Many of the shipments from Roanoke, TX were high volume shipments (denoted by a "V" in the fourth position of the Standing Route Order Number) which required special rate negotiations with the carriers. The special rates applied to these shipments were the cause of the negative savings.

Vendor shipments originating in Waco, TX showed a large negative savings value, \$3,348.48. As in the two previous cases, these shipments were destined for New Cumberland, PA. These shipments were all transported by Consolidated Freightway carrier service with an average rate of \$.71 per mile. Appendix C includes the results of the detailed negative savings analysis for these shipments.

## 2. Shipments Less Than 20,000 lbs.

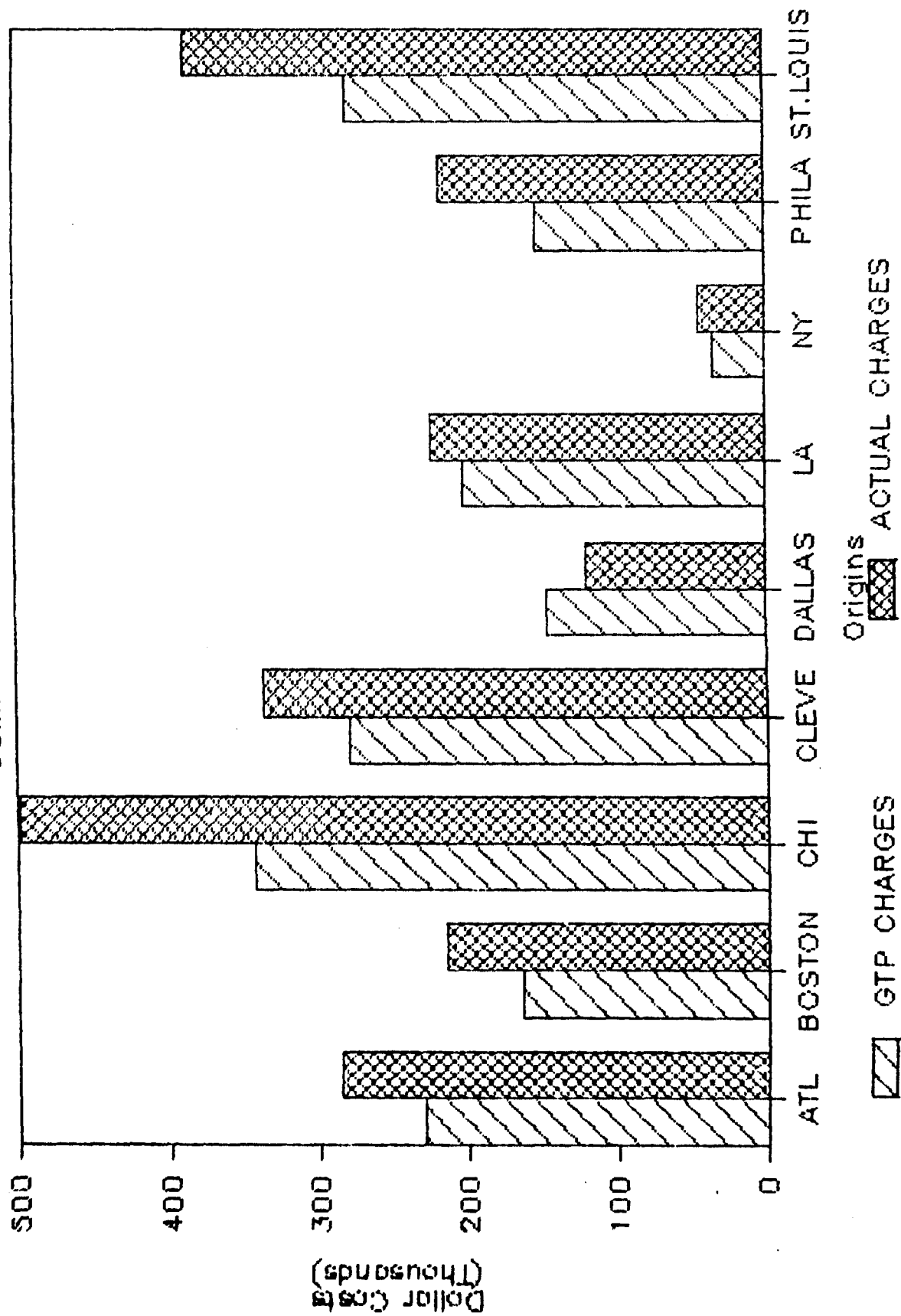
A breakdown of vendor shipments weighing less than 20,000 lbs. was examined to note the affects of GTP rates on LTL freight. The bottom line savings for LTL shipments totalled \$499,447.00. The total primary GTP cost would have been \$1,826,335.20, and the total actual cost equalled \$2,325,782.20. The primary GTP charge was 21% less than the actual transportation charge. The comparison of costs for LTL shipments for each origin region is illustrated in Figure 3. The greatest bottom line savings was achieved in vendor shipments from the Chicago area (\$156,527.10) and the St. Louis area (\$109,926.00).

There was a total of 22 destination depots with negative savings using GTP rates. As in previous research of negative savings, the Dallas area noted the greatest excess in GTP charges, a total of \$25,114.45. This represents 72% of the total negative dollar savings for LTL shipments. The average rate-per-mile for the actual charges was \$.87. The GTP primary rate-per-mile was the same as the truckload shipment rate, \$.92.

**Figure 3**

# SHIPMENTS LESS THAN 20K LBS.

COMPARISON OF COSTS



#### IV. CONCLUSIONS AND RECOMMENDATIONS

##### A. Conclusions

Based on the results of this study, the Guaranteed Traffic Program would reduce transportation costs when applied to trailer-on-flat-car and closed van shipments. It was determined that on a bottom line basis (primary GTP rates vs. actual rates), as much as \$1.5 million could have been saved on transportation costs if primary GTP rates were used for vendor shipments instead of the actual rates. (The \$1.5 million savings includes the bottom line savings obtained for shipments under 20,000 lbs. (\$499 thousand), plus the bottom line savings obtained for shipments weighing 20,000 lbs. to 50,000 lbs. (\$963 thousand), and any negative savings obtained in either analysis.) Without the negative savings values, a savings of \$1.6 million could have been achieved. The average savings (average of three GTP carrier rates vs. actual rates), totalled over \$1.1 million.

Shipments weighing under 20,000 lbs. (LTL shipments) would produce an average savings of over \$320 thousand each year if any of the three GTP rates were applied as opposed to the actual rates used in FY 84. The primary savings for these shipments totalled over \$499 thousand. A large percentage of depots receiving shipments in this weight category noted an excess in cost using GTP. This is because in GTP these shipments, regardless of their actual tonnages, are designated for capacity (truckload) shipment rates. Although most shipments do not occupy the full visible capacity of the vehicle, additional carrier freight could be loaded. Thus, a potential reduction of less-than-truckload rates could be achieved for shipments in the 10,000 to 19,999 lb. category.

The study of trailers-on-flat-car and closed van shipments reveals an average savings of over \$765 thousand using GTP rates on shipments weighing between 20,000 lbs. and 50,000 lbs. The primary savings for these shipments exceeded \$963 thousand per year.

The greatest number of negative savings arcs occurred among shipments originating from the Dallas area. The average savings for shipments originating in this area showed an excess cost of over \$32 thousand using GTP. Dallas was the only origin region which reported excessive costs using GTP. The total excess cost using GTP for all shipments analyzed was over \$65 thousand. This is small when compared to the overall savings of \$1.1 million.

B. Recommendation. Pursue the Guaranteed Traffic Program for all surface freight modes of transportation applying to vendor source shipments. Since savings were significant for shipments under 50,000 lbs., the GTP would also be beneficial for multiple vehicle shipments weighing over 50,000 lbs.

APPENDIX A

RESULTS OF COMPARISON OF ACTUAL SHIPMENT CHARGES  
AND PRIMARY GTP CHARGES

Listed in this Appendix are the cost comparisons of the primary GTP cost and the actual transportation charges. Shipments used in this comparison do not take into consideration the number of trailers used or the physical loading capacity of the trailer.

**MULTIPLE TRUCKLOAD SHIPMENTS**

REGION	DEPOT	ACTUAL COST	GTP COST	DIFF
ATLANTA	CALONBEA	38052.84	19901.76	18151.08
	CAOAKLAN	243705.28	180276.51	63428.77
	CATRACY	115520.05	105763.50	9756.55
	LANEWORL	7803.78	5602.85	2200.93
	NJELIZAB	12291.69	5845.30	6446.39
	OHCOLUMB	1101.45	828.40	273.05
	PAMECHAN	271374.08	213760.91	57613.17
	SCCHARLE	31321.84	16527.56	14794.28
	TNMEMPHI	60794.28	38782.63	22011.65
	UTOGDEN	25661.20	21892.90	3768.30
	VAR ICHMO	118296.03	102232.10	16063.93
SUM		925922.52	711414.42	214508.1
BOSTON	CALONBEA	55857.00	35740.48	20116.52
	CAOAKLAN	63486.34	51604.00	11802.34
	CATRACY	40678.20	35269.08	5389.12
	NJELIZAB	31291.57	22948.25	8343.32
	OHCOLUMB	10021.43	8394.20	1627.23
	PAMECHAN	209264.71	107390.50	101874.2
	SCCHARLE	29736.80	22825.28	7111.52
	TNMEMPHI	60631.10	55201.92	5429.18
	UTOGDEN	84158.70	65464.21	18694.49
	VAR ICHMO	60673.61	47604.42	13069.19
	WASEATTL	24851.34	15397.56	9453.78
SUM		670650.80	467739.90	202910.9
CHICAGO	CALONBEA	103327.60	68550.02	34777.58
	CAOAKLAN	178141.35	168357.71	9783.64
	CATRACY	123673.80	99514.02	24159.78
	LANEWORL	3508.00	3132.56	375.44

MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	DIFF
	NJELIZAB	97884.55	84614.37	13270.18
	DHCOLUMB	12509.41	7565.60	4943.81
	PAMECHAN	501949.43	344408.52	157540.9
	SCCHARLE	25293.37	24036.65	1256.72
	TNMEMPHI	163302.70	131325.55	31977.15
	UTOGDEN	136425.91	74821.58	61604.33
	VARICHMO	284788.25	241892.00	42896.25
	WASEATTL	7380.40	5781.02	1599.38
SUM		1638184.8	1253999.6	384185.2
CLEVELAND	CALONBEA	25522.88	25009.00	513.88
	CAOAKLAN	126813.39	100783.68	26029.71
	CATRACY	100986.97	94843.25	6143.72
	LANEWORL	2914.00	2049.05	864.95
	NJELIZAB	38312.26	30606.81	7705.45
	DHCOLUMB	15530.73	6926.03	8504.70
	PAMECHAN	1126292.4	889005.74	237276.6
	SCCHARLE	28886.44	23930.80	4955.64
	TNMEMPHI	121421.67	88205.41	33216.26
	UTOGDEN	183219.52	141679.25	41540.27
	VARICHMO	84060.00	73771.85	10288.15
	WASEATTL	2687.00	1956.31	730.69
SUM		1856637.2	1478767.2	377870.1
DALLAS	CALONBEA	18625.92	21117.00	-2491.08
	CAOAKLAN	37086.61	40606.20	-3519.59
	CATRACY	21212.60	22981.76	-1769.16
	LANEWORL	17712.99	10307.60	7405.39
	NJELIZAB	3280.45	2096.00	1182.45

MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	DIFF
	OHCOLUMB	3175.84	2636.78	539.06
	PAMECHAN	413585.81	440839.16	-27253.3
	SCCHARLE	39587.66	38381.48	1206.18
	TNMEMPHI	49863.38	44610.05	5253.33
	UTOGDEN	59795.04	68966.70	-9170.66
	VARICHMO	77391.19	76096.88	1294.31
	WASEATTL	8053.66	10832.87	-2779.21
SUM		749372.15	779474.48	-30102.3
LOS ANGELES	CALONBEA	16995.89	3481.40	13514.49
	CADAKLAN	85864.21	51265.29	34598.92
	CATRACY	169655.56	90318.96	79336.60
	LANEWORL	11255.80	9735.95	1519.85
	NJELIZAB	4572.64	4046.49	526.15
	PAMECHAN	371180.38	275265.05	95915.33
	SCCHARLE	20814.70	19988.82	825.88
	TNMEMPHI	130206.16	70509.05	59697.11
	UTOGDEN	167449.82	99682.75	67767.07
	VARICHMO	169273.40	100667.77	68605.63
	WASEATTL	43340.20	9288.12	34052.08
SUM		1190608.8	734249.65	456359.1
NEW YORK	CALONBEA	8799.68	5505.62	3294.06
	CADAKLAN	18352.63	10917.36	7435.27
	CATRACY	20150.47	15773.70	4376.77
	NJELIZAB	14255.98	1088.60	13167.38
	OHCOLUMB	1634.46	1501.44	133.02
	PAMECHAN	51088.12	31398.75	19689.37
	SCCHARLE	20120.00	8512.28	11607.72



MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	DIFF
	TNMEMPHI	188374.27	63941.16	124433.1
	UTOGDEN	504430.33	131360.12	373070.2
	VARICHMO	127320.57	62099.44	65221.53
SUM		954526.91	332098.47	622428.4
PHILADELPHI	CALONBEA	25065.09	14756.26	11308.81
	CAOAKLAN	109037.16	85029.92	24007.24
	CATRACY	103425.60	81567.64	21857.96
	NJELIZAB	3674.20	1281.11	2393.09
	OHCOLUMB	11699.16	10962.64	736.52
	PAMECHAN	165190.75	57800.55	107390.2
	SCCHARLE	5165.55	4641.96	523.59
	TNMEMPHI	75579.04	54902.31	20676.73
	UTOGDEN	85953.99	52634.51	33319.48
	VARICHMO	80125.55	88352.85	-8227.30
	WASEATTL	4492.32	3701.24	791.08
SUM		670408.41	455631.01	214777.4
ST. LOUIS	CALONBEA	10601.90	12762.24	-2160.34
	CAOAKLAN	41508.94	37449.31	4059.63
	CATRACY	73701.16	61128.00	12573.16
	LANEWORL	8005.61	7002.76	1002.85
	NJELIZAB	12993.30	7471.48	5521.82
	OHCOLUMB	19718.42	11713.10	8005.32
	PAMECHAN	535169.31	483518.39	51650.92
	SCCHARLE	15301.50	14671.51	629.99
	TNMEMPHI	39748.75	29439.04	10309.71
	UTOGDEN	172514.54	134213.70	38300.84
	VARICHMO	140392.47	120660.60	19731.87

# MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	DIFF
SUM		1069655.9	920030.13	149625.8
TOTAL		9725967.5	7133404.8	2592563

## APPENDIX B

### COMPARISON OF PRIMARY SAVINGS VS. AVERAGE SAVINGS

The table of the cost comparisons of the average GTP savings and the primary savings are included in this Appendix. The following table lists the shipment origin region, destination depot label, actual cost, GTP cost, first and second alternate GTP charges, primary savings, and the average GTP savings. The sums of the charges and savings for each origin region and the total for all origin regions combined are included on the table.

MULTIPLE TRUCKLOAD SHIPMENTS

PAGE

REGION	DEPOT	ACTUAL COST	GTP COST	1ST ALT. COST	2ND ALT. COST	PRIMARY SAVINGS	AVERAGE SAVINGS
ATLANTA	CALONBEA	6051.44	3583.24	4217.38	4599.40	2408.00	1918.10
	CADAKLAN	84944.06	74478.17	74257.44	68134.32	10465.89	12634.08
	CATRACY	63596.31	64887.46	64565.78	72808.22	1291.15	-3824.18
	LANEWORL	540.00	822.50	855.40	921.20	-282.50	-325.37
	NJELIZAB	4716.87	1993.50	2017.70	1922.80	2723.37	2738.87
	OHCOLUMB	1101.45	828.40	1133.60	1144.50	273.03	65.95
	PAMECHAN	148410.90	117733.18	127843.85	123438.75	30677.72	25405.64
	SCCHARLE	18156.94	9337.12	9755.20	9961.24	8819.82	9471.42
	TNMEMPHI	34669.97	28632.92	31039.90	31363.76	6037.05	4324.44
	UTOGDEN	14598.94	12502.30	13657.10	13557.10	2096.64	1326.77
BOSTON	VARICHMO	77145.27	73308.35	80499.30	81841.05	3836.92	1404.30
	SUM	453932.15	388107.14	409842.65	409755.34	35823.01	51350.44
	CALONBEA	12345.00	10747.12	11746.24	12754.76	1597.88	595.63
	CADAKLAN	53297.21	41599.60	41599.60	41599.60	11697.61	11697.61
	CATRACY	7534.80	7540.32	7212.48	7838.32	-5.52	4.43
	NJELIZAB	24072.62	19559.55	21613.92	23049.80	4513.07	2664.86
	OHCOLUMB	9027.43	7288.76	6273.02	7233.85	1738.67	2095.55
	PAMECHAN	163674.90	83657.05	85419.15	95421.90	80017.85	75508.87
	SCCHARLE	14586.80	11879.04	12374.00	12621.48	2707.76	2295.29
	TNMEMPHI	24656.18	23717.76	23871.90	23593.96	938.42	928.31
CHICAGO	UTOGDEN	50245.08	41621.21	42599.62	55845.25	8623.87	3556.39
	VARICHMO	46196.72	36179.40	39017.00	40182.10	10017.32	7737.22
	WASEATTL	11567.47	6101.28	7064.64	7599.84	5466.19	4645.55
	SUM	417204.21	289891.09	298791.57	327740.86	127313.11	111729.7
	CALONBEA	72278.60	41519.66	42367.00	43302.08	30758.94	29882.35
	CADAKLAN	106668.32	109091.36	113265.46	115577.00	-2423.04	-5976.29
	CATRACY	77453.98	69726.41	72114.28	73586.00	7727.57	5645.08
	LANEWORL	2329.00	1951.40	2040.10	2128.80	377.60	288.90
	SUM						
	CHICAGO						

## MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	1ST ALT. COST	2ND ALT. COST	PRIMARY SAVINGS	AVERAGE SAVINGS
CLEVELAND	NJELIZAB	89820.86	80809.05	76540.80	82287.55	9011.81	9941.73
	OHCOLUMB	11732.77	6892.20	6999.14	7405.70	4840.57	4633.76
	PAMECHAN	268640.64	213903.45	225610.15	235234.20	54737.19	43724.71
	SOCCHARLE	19934.37	17611.70	17468.35	17889.60	2322.67	2277.82
	TNMEMPHI	117324.80	100843.66	103607.55	119441.12	16481.14	9360.69
	UTOGDEN	151346.56	69555.43	76306.95	84922.70	61791.13	54418.20
	VARICHMO	197494.74	175106.70	172992.15	177055.20	22388.04	22443.39
	WASEATTL	5538.40	3876.88	3956.00	4114.24	1661.52	1556.03
	SUM	1100563.0	890887.90	913267.93	962944.19	209675.1	178196.4
	CALONBEA	18522.88	18095.00	18728.30	19361.65	427.88	-205.44
	CADAKLAN	88858.12	73354.24	80395.16	85354.08	15502.85	9156.96
	CATRACY	69004.22	63502.77	67062.38	68431.00	5504.45	2572.17
	LANEWORL	1730.00	1009.05	1105.15	1297.35	720.95	592.82
	NJELIZAB	23320.64	17447.83	20775.00	19782.85	5872.81	3985.41
	OHCOLUMB	9977.93	3495.66	3567.00	3923.70	6482.27	6315.81
DALLAS	PAMECHAN	972773.07	763367.70	789614.00	864315.89	209405.4	167007.2
	SOCCHARLE	22714.44	19806.40	19741.00	20637.60	2906.04	2652.77
	TNMEMPHI	107206.13	76814.82	98090.40	104209.20	30391.31	14167.99
	UTOGDEN	129545.99	100928.00	107524.32	116733.40	28617.99	21150.75
	VARICHMO	63900.27	57123.70	56902.35	59744.65	6776.57	5376.70
	WASEATTL	2687.00	1956.31	2309.86	2357.00	730.69	179.28
	SUM	1510240.7	1196901.5	1265814.9	1366148.4	313339.2	233952.4
	CALONBEA	14553.12	15587.00	16366.35	16678.09	-1023.82	-1657.36
	CADAKLAN	24701.60	25928.10	26730.00	26787.15	-1226.50	-1780.15
	CATRACY	14888.63	15168.86	15638.00	15346.04	-280.23	-495.67
	LANEWORL	11612.42	5980.64	6888.00	7803.80	5631.78	4721.61
	NJELIZAB	3280.45	2098.00	2265.84	1930.16	1182.45	1182.45

## MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPOT	ACTUAL COST	GTP COST	1ST ALT COST	2ND ALT. COST	PRIMARY SAVINGS	AVERAGE SAVINGS
LOS ANGELES	OHCOLUMB	916.08	974.70	902.88	943.92	-58.62	-24.42
	PAMECHAN	359129.80	374306.60	388186.90	394649.35	-15176.8	-26584.5
	SCCHARLE	38677.66	37490.00	39120.00	39120.00	1187.66	100.99
	TNMEMPHI	41443.15	37970.43	37011.18	39565.13	3472.72	3260.80
	UTODDEN	48443.51	52068.50	51179.70	54435.25	-3624.99	-4117.64
	VARICHMO	67337.85	61980.40	64556.28	68360.34	5357.45	2372.08
	WASEATTL	2099.18	2297.12	2297.12	2344.00	-197.34	-213.57
	SUM	627083.45	631850.35	651142.25	667963.83	-4766.90	-23235.4
	CALONBEA	9210.00	2302.10	2040.95	1897.50	5907.90	7129.78
	CADAKLAN	16824.09	17681.40	18233.15	18373.05	-857.31	-1271.78
	CATRACY	49270.09	36379.32	42147.08	44582.50	12890.77	8233.79
	LANEWORL	8177.42	6483.01	6545.34	7063.76	1694.41	1480.05
	PAMECHAN	149755.71	122621.71	152060.80	139802.32	27134.00	11594.10
NEW YORK	SCCHARLE	11281.70	9452.00	10564.00	10230.40	1829.70	1199.57
	TNMEMPHI	53698.35	40940.78	42315.21	47890.80	12757.57	9982.75
	UTODDEN	97454.41	65207.40	64121.70	64121.70	32247.01	32970.81
	VARICHMO	55842.11	45475.80	51114.75	46451.32	10366.31	8161.49
	WASEATTL	2885.60	1298.46	1527.60	1654.90	1587.14	1391.95
	SUM	454399.48	347841.98	390670.58	382058.35	196557.5	20872.51
	CALONBEA	6599.68	4345.16	4372.56	4810.08	2254.52	2090.41
	CADAKLAN	7634.64	5185.80	5301.04	5070.56	2448.84	2448.84
	CATRACY	13108.47	12568.02	12827.20	11844.08	540.45	695.37
	NJELIZAB	6554.77	777.70	768.00	960.00	5777.07	5710.54
	OHCOLUMB	445.65	463.68	488.88	504.00	-18.03	-39.87
	PAMECHAN	16390.23	14758.00	14284.80	15109.20	1632.23	1672.90
	SCCHARLE	1460.00	725.20	732.60	740.00	734.80	727.40
	TNMEMPHI	22354.57	21258.54	22638.50	22930.56	1096.03	78.70

## MULTIPLE TRUCKLOAD SHIPMENTS

REGION	DEPT	ACTUAL COST	GTP COST	1ST ALT. COST	2ND ALT. COST	PRIMARY SAVINGS	AVERAGE SAVINGS
SUM	UTOGDEN	39669.33	36821.72	39234.52	40139.82	2847.51	937.31
	VARICHMO	28623.19	24574.16	28354.80	29320.35	4049.03	1206.75
		142840.53	121477.98	129002.90	131428.63	21362.55	15537.35
PHILADELPHI	CALONBEA	13889.09	7812.80	9386.84	9986.05	6076.29	4827.21
	CADAKLAN	63814.67	55707.48	61503.98	65535.07	8107.19	2898.89
	CATRACY	55331.22	43614.80	49214.46	52086.00	11716.42	7026.13
	NJELIZAB	979.70	379.12	391.80	391.02	600.58	592.39
	OHCOLUMB	9343.26	8623.30	8250.28	8527.01	719.96	876.40
	PAMECHAN	83773.61	34134.90	34728.88	43861.10	49638.71	46198.65
	SCCHARLE	2631.95	2335.12	2408.37	2695.53	296.83	152.27
	TNMEMPHI	26871.62	22820.80	24448.40	24419.22	4050.82	2975.81
	UTOGDEN	45161.65	31422.28	32541.88	43006.16	13739.37	9478.21
	VARICHMO	50559.82	64247.95	63720.45	63720.45	-13688.1	-13336.5
SUM		352356.59	271098.55	286595.24	314307.38	81258.04	61689.50
ST. LOUIS	CALONBEA	2247.90	1943.10	1943.10	2476.50	304.80	127.00
	CADAKLAN	18201.74	15126.26	16336.32	16336.32	3075.48	2268.77
	CATRACY	37651.36	31766.65	34264.86	34264.86	5884.71	4219.24
	LANEWDR	5245.66	4561.56	4745.40	4386.60	684.10	681.14
	NJELIZAB	1671.00	1210.00	1150.00	1180.00	461.00	491.00
	OHCOLUMB	650.00	706.80	632.40	855.60	-56.80	-81.60
	PAMECHAN	343359.89	362061.13	338784.84	321823.72	-18701.2	2469.99
	SCCHARLE	13613.50	13264.67	11674.11	11577.92	348.83	1441.27
	TNMEMPHI	21861.75	18232.09	19933.80	20838.32	3629.66	2173.68
	UTOGDEN	112106.70	82701.05	81981.50	89962.15	29405.65	27225.13
SUM	VARICHMO	124032.44	106274.55	109141.36	112639.05	17757.89	14680.79
		680641.94	637847.86	620587.69	616401.04	42794.08	55696.41
TOTAL		5739262.1	4775904.3	4965715.8	5178798.0	963357.7	765789.4

## APPENDIX C

### NEGATIVE SAVINGS ANALYSIS OF VENDOR SHIPMENTS

This Appendix presents a summary of the examination of negative primary savings for vendor shipments. The complete listings of negative savings arcs were forwarded to the sponsor of this study, DLA-OT. The listings give the exact origin point and destination depot of each shipment, as opposed to the origin regions and depot labels given in the comparisons. The listings also show the GBL number, carrier, weight, costs (both actual and GTP), miles intransit, and mode of transportation used. The "DIFFERENCE" column represents the difference in cost between the actual charges and the primary GTP charges.

Negative savings for shipments originating in the Dallas area were encountered using GTP for closed van shipments to the following destination depots: Lyoth, CA; Oakland, CA; San Diego, CA; New Cumberland, PA; Hill AFB, UT; Norfolk, VA; and Seattle, WA. Trailer-on-flat-car shipments noted negative savings in the following destination depots: Oakland, CA; New Cumberland, PA; and Hill AFB, UT.



# APPENDIX C

## Summary of Negative Savings Arcs

ORIGIN REGION: Dallas to -

DEST DEPOT	WEIGHT	ACTUAL COSTS	GTP COSTS	DIFFERENCE
Alameda,CA.	48,140	\$3,243.30	\$2,816.01	\$427.29
Lyoth,CA.	413,850	\$19,634.24	\$21,290.08	(\$1,655.84)
Oakland,CA.	614,319	\$32,062.47	\$35,645.52	(\$3,946.88)
San Diego,CA.	489,740	\$18,625.92	\$21,117.00	(\$2,491.08)
Tracy,CA.	42,100	\$1,578.36	\$1,691.68	(\$113.32)
New Orleans,LA.	524,067	\$17,712.99	\$10,307.60	\$7,405.39
Bayonne,NJ.	31,200	\$3,280.45	\$2,098.00	\$1,182.45
Columbus,OH.	80,000	\$3,175.84	\$2,636.78	\$539.06
Mechanicsburg,PA.	982,013	\$63,360.89	\$57,512.88	\$5,848.01
New Cumberland,PA.	8,997,096	\$323,178.42	\$351,448.28	(\$33,101.36)
Charleston,SC.	1,724,025	\$39,587.66	\$38,381.48	\$1,206.18
Memphis,TN.	2,407,002	\$49,863.38	\$44,610.05	\$5,253.33
Hill AFB,UT.	423,197	\$23,391.20	\$27,079.80	(\$3,396.75)
Ogden,UT.	921,166	\$35,344.79	\$40,535.00	(\$5,190.21)
Bellbluff,VA.	1,061,006	\$57,057.94	\$54,465.84	\$2,592.10
Norfolk,VA.	392,613	\$17,737.25	\$19,301.60	(\$1,564.35)
Richmond,VA.	42,064	\$2,596.00	\$2,329.44	\$266.56
Seattle,WA.	85,527	\$8,053.66	\$10,832.87	(\$2,779.21)

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 86050 1429 PAG1

ORIGIN	DESTINATION	SQL NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	MILES
>>> TOTALS						0		0		0
PHOENI	PA NEWCUM	57283587	5VXX02976	CFAR	24,480	2,004.00	DAAE0783C	2,044.24	40.24	2222
PHOENI	PA NEWCUM	57283371	5VXX01039	LEFJ	22,684	2,415.85	LEEW0811	2,044.24	371.61	2222
PHOENI	PA NEWCUM	57284057	5VXX06624	TCOM	24,000	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57294058	5VXX06624	RDWY	24,000	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57293077	5VXX18535	RDWY	36,453	1,780.80	RDWY2096	2,044.24	263.44	2222
PHOENI	PA NEWCUM	57284505	5VXX10202	RDWY	21,440	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284749	5VXX08623	TCOM	33,800	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284069	5VXX06986	RDWY	24,000	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284061	5VXX06624	TCOM	24,000	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284060	5VXX06624	RDWY	24,000	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284612	5VXX11585	TCOM	46,700	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284748	5VXX08623	TCOM	33,800	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57294059	5VXX46244	TCOM	24,000	1,777.60	TCOM1244	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284070	5VXX06986	RDWY	24,000	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284071	5VXX06986	RDWY	24,000	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57283186	5VXX19007	MCET	21,312	2,027.38	MCET8100	2,044.24	16.86	2222
PHOENI	PA NEWCUM	57283079	5VXX18535	RDWY	36,366	1,780.80	RDWY2096	2,044.24	263.44	2222
PHOENI	PA NEWCUM	57293303	5VXX05264	RDWY	26,400	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57283798	5VXX05264	RDWY	26,400	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57284072	5VXX06986	RDWY	31,200	878.23	RDWY2096	2,044.24	1,166.01	2222
PHOENI	PA NEWCUM	57283780	5VXX05060	RDWY	33,360	949.88	RDWY2096	2,044.24	1,094.36	2222
PHOENI	PA NEWCUM	57284220	5VXX07771	RDWY	33,850	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57293779	5VXX05059	RDWY	26,400	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57283778	5VXX05059	RDWY	26,400	1,777.60	RDWY2096	2,044.24	266.64	2222
PHOENI	PA NEWCUM	57283777	5VXX05059	RDWY	26,400	1,777.60	RDWY2096	2,044.24	266.64	2222
>>> TOTALS					699,545	43,833.74		51,106.00	7,272.26	
ROANOK	PA NEWCUM	56214025	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56214024	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56214439	1VXX60427	CFWY	41,786	1,091.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56214838	1VXX60427	CFWY	41,786	1,248.30	CFWY1168	1,275.12	26.82	1386
ROANOK	PA NEWCUM	56213919	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56214023	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56214022	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	56213920	1VXX92557	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	57278487	1SXV01952	CFWY	28,267	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	57394952	1SXV01952	NAVC	41,786	1,279.80	NAVC0079	1,275.12	4.68	1386
ROANOK	PA NEWCUM	57393662	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
ROANOK	PA NEWCUM	57393277	1SXV01952	CFWY	41,786	1,083.42	CFWY1168	1,275.12	191.70	1386
ROANOK	PA NEWCUM	57394334	1SXV01952	NAVC	41,786	1,279.80	NAVC0079	1,275.12	4.68	1386
ROANOK	PA NEWCUM	57394343	1SXV01952	NAVC	41,786	1,282.80	NAVC0079	1,275.12	7.68	1386
ROANOK	PA NEWCUM	57393276	1SXV01952	CFWY	41,786	1,399.83	CFWY1168	1,275.12	124.71	1386
ROANOK	PA NEWCUM	57393275	1SXV01952	CFWY	41,786	1,399.83	CFWY1168	1,275.12	124.71	1386
ROANOK	PA NEWCUM	57394338	1SXV01952	NAVC	41,786	1,279.80	NAVC0079	1,275.12	4.68	1386
ROANOK	PA NEWCUM	57393661	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
ROANOK	PA NEWCUM	57393660	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386

\* GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 96050 1429 P1

PTGIN	DESTINATION	GRL NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	MILES
TX	ROANOK PA NEWCUM	57394344	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394941	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393669	15XV01952	CFWY	41,786	1,120.08	CFWY1168	1,275.12	155.04	1386
TX	ROANOK PA NEWCUM	57393659	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393786	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393679	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393671	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393670	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393274	15XV01952	CFWY	41,786	1,399.83	CFWY1168	1,275.12	124.71	1386
TX	ROANOK PA NEWCUM	57393270	15XV01952	CFWY	41,786	1,305.66	CFWY1168	1,275.12	30.54	1346
TX	ROANOK PA NEWCUM	57393672	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393657	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394351	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393287	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393284	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393285	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394337	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393289	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393674	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393673	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393658	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394950	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394949	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393288	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394335	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393272	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393675	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393290	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393676	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393278	15XV01952	CFWY	41,786	1,399.83	CFWY1168	1,275.12	124.71	1386
TX	ROANOK PA NEWCUM	57393678	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394946	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394357	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394947	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394355	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394354	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393279	15XV01952	CFWY	41,786	1,399.83	CFWY1168	1,275.12	124.71	1386
TX	ROANOK PA NEWCUM	57393273	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393291	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393271	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394948	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393677	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393675	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393288	15XV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57394353	15XV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393280	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393659	15XV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393267	15XV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57393266	15XV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57394945	15XV01952	NAVC	41,786	1,279.80	NAVC00799	1,275.12	4.68	1386

\* GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 06050 1429 PA

ORIGIN	DESTINATION	GBL NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	MILES
TX	ROANOK PA NEWCUM	57394332	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393684	1SXV01952	CFWY	41,786	2,444.08	CFWY1168	1,275.12	1,168.96	1386
TX	ROANOK PA NEWCUM	57394340	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393282	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393681	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393668	1SXV01952	CFWY	41,786	1,083.42	CFWY1168	1,275.12	191.70	1386
TX	ROANOK PA NEWCUM	57394329	1SXV01952	CFWY	41,786	2,444.08	CFWY1168	1,275.12	1,168.96	1386
TX	ROANOK PA NEWCUM	57394350	1SXV01952	NAVC	41,786	1,773.19	NAVC00798	1,275.12	498.07	1386
TX	ROANOK PA NEWCUM	57393667	1SXV01952	CFWY	41,786	1,083.42	CFWY1168	1,275.12	191.70	1386
TX	ROANOK PA NEWCUM	57393264	1SXV01952	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	1386
TX	ROANOK PA NEWCUM	57393263	1SXV01952	CFWY	41,786	1,303.69	CFWY1168	1,275.12	28.57	1386
TX	ROANOK PA NEWCUM	57393283	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393265	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57394342	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393269	1SXV01952	CFWY	41,786	1,083.42	CFWY1168	1,275.12	191.70	1386
TX	ROANOK PA NEWCUM	57394345	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394346	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394994	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393685	1SXV01952	CFWY	41,786	2,444.08	CFWY1168	1,275.12	1,168.96	1386
TX	ROANOK PA NEWCUM	57393680	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393663	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57394331	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57393665	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57393664	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57393666	1SXV01952	CFWY	41,786	1,186.72	CFWY1168	1,275.12	88.40	1386
TX	ROANOK PA NEWCUM	57394347	1SXV01952	NAVC	41,786	1,276.80	NAVC00798	1,275.12	1.68	1386
TX	ROANOK PA NEWCUM	57393262	1SXV01952	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	1386
TX	ROANOK PA NEWCUM	57394341	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57393281	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	57394348	1SXV01952	NAVC	41,786	1,773.19	NAVC00798	1,275.12	498.07	1386
TX	ROANOK PA NEWCUM	57394333	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394356	1SXV01952	NAVC	41,786	1,282.80	NAVC00798	1,275.12	7.68	1386
TX	ROANOK PA NEWCUM	57394336	1SXV01952	NAVC	41,786	1,276.80	NAVC00798	1,275.12	1.68	1386
TX	ROANOK PA NEWCUM	57394349	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394339	1SXV01952	NAVC	41,786	1,279.80	NAVC00798	1,275.12	4.68	1386
TX	ROANOK PA NEWCUM	57394330	1SXV01952	CFWY	41,786	2,444.08	CFWY1168	1,275.12	1,168.96	1386
TX	ROANOK PA NEWCUM	11558327	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558522	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558401	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558533	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558523	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558326	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558324	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11570870	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558322	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558404	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558325	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558400	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558534	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26	1386
TX	ROANOK PA NEWCUM	11558396	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26	1386

GTP COST SAVINGS ON THE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCK LOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 86050 1429 P.

ORIGIN	DESTINATION	GBL NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	NOTE
ROANOK	PA NEWCUM	T1558398	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558395	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558316	1SXX01995	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558392	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558315	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570905	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558394	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558393	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570908	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570909	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570910	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570911	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570912	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570913	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570914	1SXXV0195	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	138
ROANOK	PA NEWCUM	T1570915	1SXXV01952	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	138
ROANOK	PA NEWCUM	T1570916	1SXXV01952	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	138
ROANOK	PA NEWCUM	T1570917	1SXXV0195	CFWY	41,786	1,303.72	CFWY1168	1,275.12	28.60	138
ROANOK	PA NEWCUM	T1558323	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558321	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558320	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558319	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558318	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558317	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558528	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558526	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558527	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558530	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558529	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558525	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558524	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558388	1SXX01952	CFWY	41,786	1,084.86	CFWY1168	1,275.12	190.26-	138
ROANOK	PA NEWCUM	T1558403	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558390	1SXX01952	CFWY	41,786	1,084.86	CFWY1168	1,275.12	190.26-	138
ROANOK	PA NEWCUM	T1558389	1SXX01952	CFWY	41,786	1,084.86	CFWY1168	1,275.12	190.26-	138
ROANOK	PA NEWCUM	T1558402	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558391	1SXX01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	57278554	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558537	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558531	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558538	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558539	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1558540	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570907	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570906	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570904	1SXXV0195	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570903	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570879	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570878	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138
ROANOK	PA NEWCUM	T1570877	1SXXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	138

GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 86050 1429 PAGE

ORIGIN	DESTINATION	GRI NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	MILES
ROANOK	PA NEWCUM	T1570876	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1558541	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1558536	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1558535	1SXX01952	CFWY	40,557	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570875	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570874	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570873	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570872	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570871	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570869	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570868	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
ROANOK	PA NEWCUM	T1570867	1SXV01952	CFWY	41,786	1,081.86	CFWY1168	1,275.12	193.26-	1386
>>> TOTALS >>>>					7,503,045	214,492.02		230,796.72	16,304.70-	
WACO	PA NEWCUM	S6213688	1VXX92091	CFWY	32,650	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	S6213687	1VXX92091	CFWY	32,650	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	S6213686	1VXX92091	CFWY	33,079	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	S6213876	1VXX92091	CFWY	35,576	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	S6213685	1VXX92091	CFWY	34,368	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	S7278749	1VXX91313	CFWY	22,797	939.24	CFWY0936	1,330.32	391.08-	1446
WACO	PA NEWCUM	S7278918	1VXX84597	CFWY	30,468	1,120.08	CFWY0936	1,330.32	210.24-	1446
WACO	PA NEWCUM	S7278917	1VXX84597	CFWY	30,250	1,120.08	CFWY0936	1,330.32	210.24-	1446
WACO	PA NEWCUM	S7278919	1VXX84597	CFWY	31,552	1,120.08	CFWY0936	1,330.32	210.24-	1446
WACO	PA NEWCUM	S7278915	1VXX84597	CFWY	30,250	1,120.08	CFWY0936	1,330.32	210.24-	1446
WACO	PA NEWCUM	S7278916	1VXX84597	CFWY	30,250	1,120.08	CFWY0936	1,330.32	210.24-	1446
WACO	PA NEWCUM	T1534389	1VXX60271	CFWY	41,241	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	T1534391	1VXX60271	CFWY	41,241	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	T1534390	1VXX60271	CFWY	41,241	1,118.52	CFWY1168	1,330.32	211.80-	1446
WACO	PA NEWCUM	T1534392	1VXX60271	CFWY	41,241	1,118.52	CFWY1168	1,330.32	211.80-	1446
>>> TOTALS >>>>					508,854	16,606.32		19,954.80	3,348.48-	

GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 86050 1324 PAGE

ORIGIN	DESTINATION	GRL NO	RT.	ORDER	CARRIER	WEIGHT	CHARGES	TARIFF	AUTH	GTP COST	DIFFERENCE	NTCS
>>> TOTALS							0			5	0	
1	LITROC PA NEWCUM	57279211	1VXX87875	MEAJ		19,840	984.06	MEAJ0097		966.00	18.06	1350
1	LITROC PA NEWCUM	57278557	1VXX77367	MEAJ		15,774	892.80	MEAJ0097		966.00	73.20	1050
>>> TOTALS						35,614	1,876.86			1,932.00	55.14	
2	COTPPD PA NEWCUM	57275178	5VXX14875	BJEP		17,600	1,714.02	BJEP0054		2,033.20	319.18	2210
>>> TOTALS						17,600	1,714.02			2,033.20	319.18	
12	PHCENI PA NEWCUM	57283482	5VXX02071	CFAR		14,356	2,004.00	CFAR0002		2,044.24	40.24	2222
12	PHCENI PA NEWCUM	57283290	5VXX20000	INFY		19,099	2,200.50	INFY0362		2,044.24	156.26	7222
12	PHCENI PA NEWCUM	57283288	5VXX20000	INFY		19,099	2,200.50	INFY0362		2,044.24	156.26	2222
12	PHCENI PA NEWCUM	57283660	5VXX34445	RDWY		15,750	1,777.60	RDWY0100		2,044.24	266.64	2222
12	PHCENI PA NEWCUM	57283579	5VXX92975	CFAR		15,750	2,048.00	CFAR0002		2,044.24	5.76	2222
12	PHCENI PA NEWCUM	57283190	5VXX19006	MCET		19,099	2,040.14	MCET8100		2,044.24	4.10	2222
12	PHCENI PA NEWCUM	57283211	5VXX19367	CFAR		14,325	1,688.92	CFAR0002		2,044.24	355.32	2222
12	PHCENI PA NEWCUM	57283037	5VXX18410	RDWY		19,099	1,713.25	RDWY2096		2,044.24	330.99	2222
12	PHCENI PA NEWCUM	57284506	5VXX10203	TCUN		15,750	1,929.39	TCUN1244		2,044.24	114.85	2222
12	PHCENI PA NEWCUM	57283086	5VXX18675	IMLF		19,099	1,775.20	IMLF0762		2,044.24	269.04	2222
12	PHCENI PA NEWCUM	57283580	5VXX02975	CFAR		15,750	2,048.00	CFAR0002		2,044.24	3.76	2222
12	PHCENI PA NEWCUM	57284091	5VXX07491	RDWY		15,750	1,777.60	RDWY2096		2,044.24	266.64	2222
12	PHCENI PA NEWCUM	57283036	5VXX19410	RDWY		19,099	2,050.00	RDWY2096		2,044.24	5.76	2222
12	PHCENI PA NEWCUM	57283289	5VXX20000	IMLF		19,099	1,784.00	IMLF0762		2,044.24	260.24	2222
>>> TOTALS						241,124	27,037.09			28,619.36	1,582.27	
12	TFNPE PA NEWCUM	56215387	5VXX05140	CFWY		11,400	1,150.24	CFWY1130		2,035.04	884.78	2212
12	TFNPE PA NEWCUM	56216314	5VXX11737	IMLF		14,804	1,570.70	IMLF0762		2,035.04	464.34	2212
12	TFNPE PA NEWCUM	57283028	5VXX17594	RDWY		15,750	1,856.93	RDWY2096		2,035.04	178.11	2212
>>> TOTALS						41,954	4,577.89			6,105.12	1,527.23	
12	JACONE PA NEWCUM	57279546	1VXX86091	TCUN		12,000	804.00	TCUN1340		1,022.12	218.12	1111
>>> TOTALS						12,000	804.00			1,022.12	218.12	
12	ARLING PA NEWCUM	56214455		IMLF		10,370	483.24	IMLF0850		1,271.44	788.20	1382
>>> TOTALS						10,370	483.24			1,271.44	788.20	
12	AUSTIN PA NEWCUM	57281298	1VXX08237	CFWY		16,904	784.00	CFWY0936		1,405.76	621.76	1528
>>> TOTALS						16,904	784.00			1,405.76	621.76	
12	HIGSPR PA NEWCUM	57392045		YPSY		10,720	596.03	YCC2228		1,512.48	916.45	1644
>>> TOTALS						10,720	596.03			1,512.48	916.45	

\* GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 55,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.

## GTP DETAIL LISTING OF NEGATIVE SAVINGS ARCS

DATE 86050 1324 PAGE

ORIGIN	DESTINATION	GBL NO	RT. ORDER	CARRIER	WEIGHT	CHARGES	TARIFF AUTH	GTP COST	DIFFERENCE	MILES
TX FTWORT	PA NEWCUM	57279523	15XV01990	CRSL	16,440	1,398.00	CRSL0142	1,280.64	117.36	1392
>>> TOTALS >>>>>					16,440	1,398.00		1,280.64	117.36	
TX ARANDK	PA NEWCUM	56214575	1VXX92557	CFWY	17,206	1,026.00	CFWY1168	1,275.12	249.12-	1386
>>> TOTALS >>>>>					17,206	1,026.00		1,275.12	249.12-	
TX WACO	PA NEWCUM	55213589	1VXX92091	CFWY	13,461	825.16	CFWY1168	1,330.32	505.16-	1446
TX WACO	PA NEWCUM	56213877	1VXX92091	CFWY	17,675	1,046.00	CFWY1168	1,330.32	284.32-	1446
TX WACO	PA NEWCUM	TL534393	1VXX60271	CFWY	17,616	1,046.00	CFWY1168	1,330.32	294.32-	1446
>>> TOTALS >>>>>					48,732	2,917.16		3,990.96	1,073.80-	

\* GTP COST SAVINGS ON ONE TRUCK. WEIGHTS IN EXCESS OF 50,000 LBS ARE SUSPECT OF MULTIPLE TRUCKLOADS.