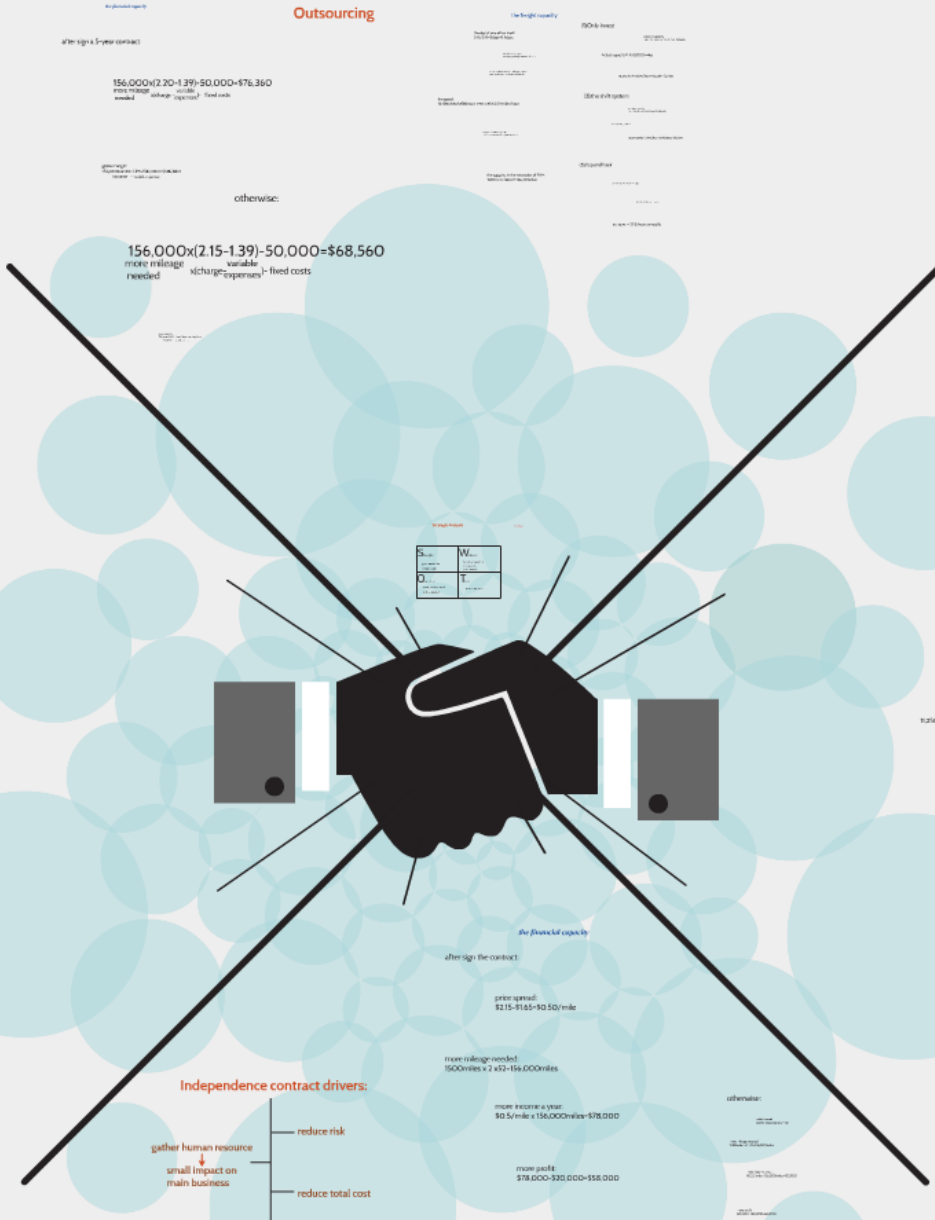


Outsourcing



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Our Goal:
In unity there is strength



Capacity at What Cost?
Accept FHP's order?

1. Was it possible to squeeze out more capacity from an already fully utilized fleet?

2. Could Starfire shift trucks from another account?

3. Was taking on more debt to buy new tractors truly risky given the profit potential of this new route?

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Outsourcing

after sign a 5-year contract:

156,000 x (2.20 - 1.39) - 50,000 = \$68,360

otherwise:

156,000 x (2.15 - 1.39) - 50,000 = \$68,560

more mileage needed

variable charge expenses - fixed costs

the freight capacity

the financial capacity



Our Goals:
In unity there is strength



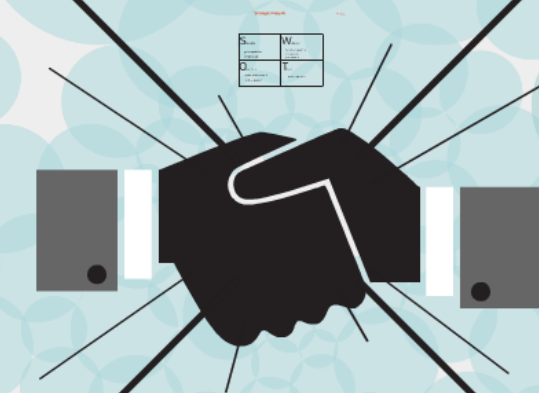
Industry background and cost structure
Revenue Sources — Drivers
Capacity Issues —

Capacity at What Cost?
Accept FHP's order?

1. Was it possible to squeeze out more capacity from an already fully utilized fleet?

2. Could Starfire shift trucks from another account?

3. Was taking on more debt to buy new tractors truly risky given the profit potential of this new route?



S	W
D	E

Independence contract drivers:

gather human resource
small impact on main business
reduce risk
reduce total cost

after sign the contract

price spread \$2.15 - \$1.85 = \$0.30/mile

more mileage needed 1500trucks x 2 x 450 = 135,000miles

more income a year \$0.30/mile x 135,000miles = \$40,500

more profit \$78,000 - \$30,000 = \$48,000

otherwise:

Shift System:

the freight capacity

the financial capacity

before accept FHP's offers

the financial capacity

original profit \$3,619,810

adding number of cars in a circulation

4028miles/3122=1294.25units

adding number of cars in a circulation

4028miles/3122=1294.25units

adding number of cars in a circulation

4028miles/3122=1294.25units

adding number of cars in a circulation

4028miles/3122=1294.25units

profit after sign the contract

\$14,830 - \$16,340 = -\$1,510

otherwise

\$336,016 - \$216,840 = \$119,176

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王好为 赵京晶 杨曦

张晴

章涵

肖睿敏

石明心

蔡嘉俊

毛远东

The Minions



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Our Goal:

In unity there is strength

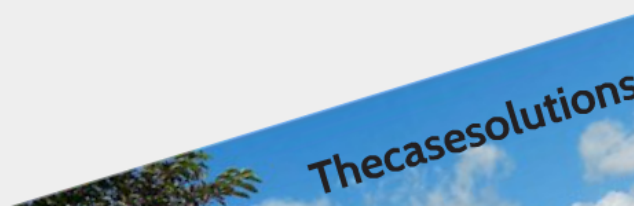
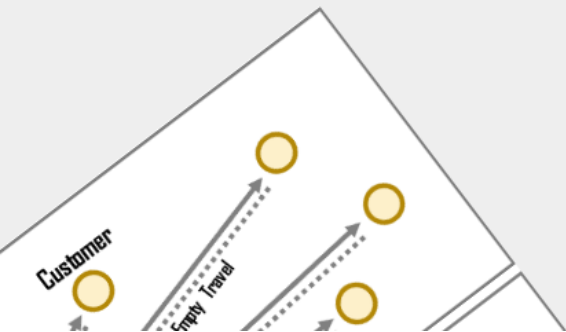


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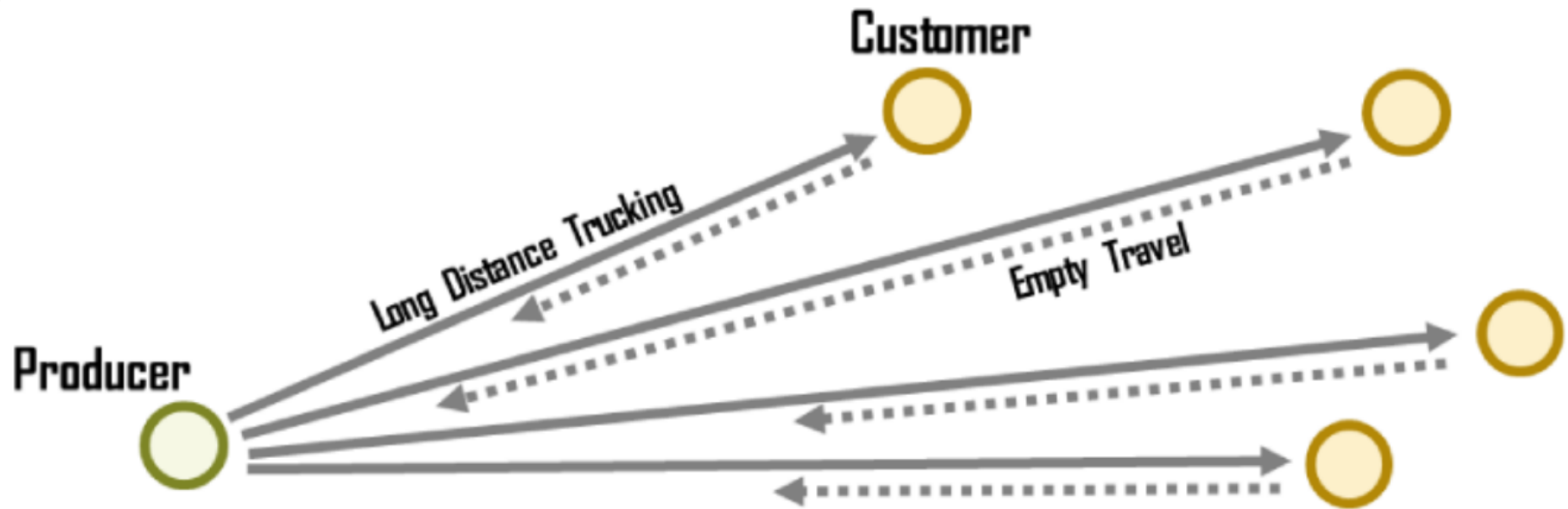
Brief Introduction of Company

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industry terms



A



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Dry Van
Full / LTL Service

Our Life is the Highway



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