



Day In The Life of a Package

Tom Sheckler/
Towne Network Solutions

What is a Logistics Company?

- A company hired by a shipper to arrange transportation of goods.



Who Do We Service

 **Martinair CARGO**

American Airlines

Lufthansa Cargo

AIRFRANCE  


KLM
Royal Dutch Airlines

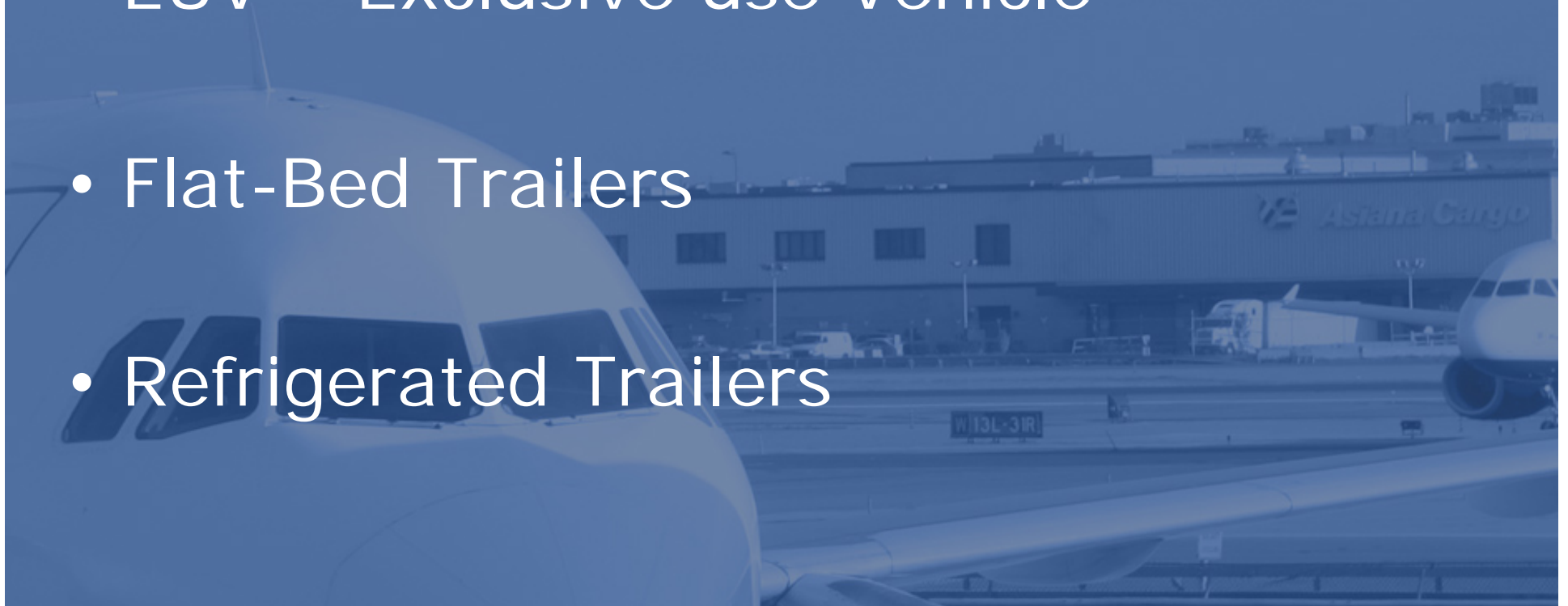
SAS **Cargo**

Who Is Towne Network Solutions

- A Non Asset Based Company
- Offices located in JFK, ATL, DFW, ORD and LAX
- Owned by TowneAir Freight
- Responsible for Moving Cargo Around the United States for Our Customers.

Different Types of Transportation

- LTL – Less Than Truck Load
- EUV – Exclusive use Vehicle
- Flat-Bed Trailers
- Refrigerated Trailers



What Are the Key Steps

- What is Manifested?
- Determining What Mode of Transportation is Needed?
- When Does it Have To Be There?



What is Manifested to Arrive

OWNER OR OPERATOR LUFTHANSA AIRLINES ISSUED BY
*
REGISTRATION DAIGC FLIGHT NO. LH444 DATE 04JUN09 WEIGHT IN KG
DEPARTURE 04JUN 12:16
POINT OF LADING FRANKFURT MAIN DE POINT OF UNLADING ATLANTA US
*
AIR WAYBILL NBR NATURE OF GOODS WEIGHT FOR USE BY FOR
OF OWNER OR OPERATOR OFFICIAL
PCS ONLY USE ONLY
.12 STANDARD SHIPMENTS
.21 LOCAL FREIGHT
.32 BULK
.41 DESTINATION ATL
020-44771064 2 CONSOL 469.0 NUEATL ZXFHEA*
020-44771112 1 CONSOL 35.0 NUEATL X ZXFCSL
020-46821482 7 CONSOLIDATED SH 64.0 STRATL X ZXF
020-45221595 1 CONSOL AS PER A 288.0 AMSATL X HEACSL*
020-19291613 122* SURGICAL INSTRU 2241.0 LHEATL T1 SLYBOA
020-44093140 1 CONSOLIDATED CA 2006.0 FRAATL X GCACSL*
020-44093184 1 CONSOLIDATED CA 1400.0 FRAATL X CPACSL*
020-20133330 2 PRODUCTION BUSH 72.0 BOMATL T1 VALXRY
020-44743333 2 NEW AUTOPARTS 184.0 FRAATL X SLYBOA
020-44743510 2 NEW AUTOPARTS 251.0 FRAATL X HEASLY
020-42603971 3 CONSOLIDATION 43.0 FRAATL X VAL
020-42604030 2 CONSOLIDATION 32.0 FRAATL X DGRRFL*
020-42604096 1 CONSOLIDATION 55.0 FRAATL X ZXFICE*
020-44244211 1* CONSOLIDATION 221.0 OTPATL X ZXFHEA*
020-58905011 16 CONSOLIDATION A 50.0 ADBATL T1 CSLSLY
020-97365144 6 CONSOLIDATION 35.0 FRAATL X DGRCSL*
020-43975260 1 CONSOL 105.0 FRAATL X CSLSLY
020-96395412 1 CONSOLIDATED CA 2.0 OSLATL T ZXFUFF*
020-43865441 2 CONSOL 423.0 HELATL HEACSL*
020-80815744 10 CONSOLIDATED CA 2025.0 GRZATL HEAOFF*
020-44446345 3 CONSOLIDATION 19.0 ZRHATL VALCSL*
020-42746421 48 SPORTGUNS FIREA 760.0 BIOATL X FIRVUN*
020-44096441 2 CONSOLIDATED CA 20.0 FRAATL T1 ZXFCSL
.
DESTINATION MEM
020-44400882 1 CONSOLIDATION 20.0 CDGMEM LH7859/05JUN DGRCSL*
DESTINATION MSY
020-45111054 1 SHIP PARTS NOT 5.0 GDNMSY LH7862/04JUN X SLY

Determining Factors of Who Gets What...

- Contract with truckers who run certain leg segments. Example ATL-CLT.
- Type of Commodity.
- Size of Shipment.



What Clients Want

- Fast and Reliable Service
- Open lines of Communication
- Various Options
- Accountability



Example 1 AirCraft Engine

- Arrives on An Airplane from Europe
- Stored in a Warehouse until cleared by U.S. Customs.
- The Crate the Engine is loaded in is 110 inches wide so a Flat-Bed trailer is required for Transport.
- Picked up at Warehouse and Transported to Ultimate consignee FedEx in MEM.

Example 3 : Normal Cargo

- Arrives on an Aircraft from Europe with final destination of TPA.
- Once cargo is offloaded from the Aircraft is handed over to local truck company for transport.
- Shipment arrives next morning in TPA.
- Shipment needs to be cleared by U.S. Customs.
- Shipment delivered to consignee.

Example 2 : Pharmaceuticals

- Shipment Arrives on An Aircraft from Europe
- Due to Temperature requirements it is stored in a temperature controlled area until cleared U.S.Customs
- Loaded on a Refrigerated Trailer with set temperature between 38-42F for transport to ultimate consignee Glaxo-SmithKline in RDU.

Next Steps.....

- Use Smartway Logistics Model
- Pilot in small and large companies
- Must Demonstrate Success Cost Savings
- Ease of Use – no time to loose- quick decisions
- Demonstrate Environmental Benefits- community stewardship