

MESCA FREIGHT SERVICES

SAMPLE FREIGHT CHARGE ANALYSIS FOR THE ACCOUNT OF:									
XYZ COMPANY									
RATES PROPOSED ARE BASED SOLELY ON INFORMATION PROVIDED BY CLIENT									
(Fuel surcharges have been omitted)									
DATE: 1/1/07									
LESS THAN TRUCKLOAD (LTL)									
Origin	Dest.	Date	Weight	Class	Amt. Paid	SCAC	Proposed	SCAC	Savings
29440	35137	12/6/04	200	85	\$ 63.00	XXXX	\$ 56.00	MESCA	\$ 7.00
35137	29440	11/6/04	104	85	\$ 63.00	XXXX	\$ 56.00	MESCA	\$ 7.00
12883	29440	12/6/04	300	70	\$ 170.79	XXXX	\$ 89.44	MESCA	\$ 81.35
38019	35137	12/14/04	500	77.5	\$ 156.38	XXXX	\$ 83.36	MESCA	\$ 73.02
01420	29044	11/4/04	650	85	\$ 370.01	XXXX	\$ 183.28	MESCA	\$ 186.73
38019	35137	11/4/04	850	70	\$ 151.90	XXXX	\$ 115.60	MESCA	\$ 36.30
29044	35137	12/12/04	600	85	\$ 153.99	XXXX	\$ 123.77	MESCA	\$ 30.22
29044	04210	12/12/04	600	85	\$ 263.58	XXXX	\$ 196.78	MESCA	\$ 66.80
35137	29440	12/28/04	481	85	\$ 136.20	XXXX	\$ 99.74	MESCA	\$ 36.46
35137	71601	10/25/04	423	85	\$ 134.17	XXXX	\$ 91.81	MESCA	\$ 42.36
38019	43228	12/18/04	400	85	\$ 184.27	XXXX	\$ 117.57	MESCA	\$ 66.70
42304	36904	12/21/04	2000	85	\$ 414.70	XXXX	\$ 260.40	MESCA	\$ 154.30
42301	04210	12/22/04	800	70	\$ 305.40	XXXX	\$ 227.58	MESCA	\$ 77.82
35137	04210	12/14/04	624	85	\$ 311.65	XXXX	\$ 230.48	MESCA	\$ 81.17
37774	04210	12/14/04	200	85	\$ 126.24	XXXX	\$ 73.10	MESCA	\$ 53.14
42301	04210	12/12/04	160	70	\$ 118.69	XXXX	\$ 70.85	MESCA	\$ 47.84
37774	04210	12/04/04	400	85	\$ 232.98	XXXX	\$ 146.19	MESCA	\$ 86.79
29440	38357	12/6/04	500	85	\$ 154.47	XXXX	\$ 121.70	MESCA	\$ 32.77
35137	29044	11/13/04	424	85	\$ 117.02	XXXX	\$ 95.10	MESCA	\$ 21.92
23851	38357	11/14/04	300	85	\$ 104.98	XXXX	\$ 82.52	MESCA	\$ 22.46
04210	29440	11/8/04	600	85	\$ 266.76	XXXX	\$ 195.96	MESCA	\$ 70.80
71611	08088	11/8/04	300	85	\$ 168.63	XXXX	\$ 117.73	MESCA	\$ 50.90
29044	71601	12/12/04	3155	85	\$ 719.97	XXXX	\$ 567.30	MESCA	\$ 152.67
35137	71601	12/28/04	2872	85	\$ 489.96	XXXX	\$ 367.73	MESCA	\$ 122.23
23851	38357	12/13/04	2800	85	\$ 548.66	XXXX	\$ 489.66	MESCA	\$ 59.00
					\$ 5,927.40		\$ 4,259.65		\$ 1,667.75
									28%
VOLUME									
Origin	Dest	Date	Weight	Class	Amount Paid	SCAC	Proposed	SCAC	Savings
35137	12883	11/16/04	7200	85	\$ 1,941.42	XXXX	\$ 1,250.00	MVD	\$ 691.42
35137	71601	11/4/04	5450	85	\$ 970.14	XXXX	\$ 775.00	MVD	\$ 195.14
04210	29044	11/4/04	3000	85	\$ 802.37	XXXX	\$ 450.00	MVD	\$ 352.37
					\$ 3,713.93		\$ 2,475.00		\$ 1,238.93
									33.0%
TRUCKLOAD									
Origin	Dest	Date	Weight	Class	Amount Paid	SCAC	Proposed	SCAC	Savings
77615	35137	12/30/04	15500	85	\$ 2,207.20	XXXX	\$ 1,385.00	MTSI	\$ 822.20
38019	71601	11/8/04	15000	100	\$ 1,858.50	XXXX	\$ 1,395.00	MTSI	\$ 463.50
38019	35137	11/11/04	35000	100	\$ 1,936.50	XXXX	\$ 1,295.00	MTSI	\$ 641.50
77615	29440	12/1/04	25500	85	\$ 2,982.97	XXXX	\$ 2,185.00	MTSI	\$ 797.97
77615	35137	12/11/04	16000	85	\$ 2,278.40	XXXX	\$ 1,385.00	MTSI	\$ 893.40
01545	04210	11/4/04	19620	85	\$ 1,432.00	XXXX	\$ 895.00	MTSI	\$ 537.00
					\$ 12,695.57		\$ 8,540.00		\$ 4,155.57
									32.7%

TOTAL PAID ON TWO MONTH SAMPLE:	\$	22,336.90		
TOTAL PROPOSED ON TWO MONTH SAMPLE:	\$	15,274.65		
PROPOSED SAVINGS:	\$	7,062.25	or 31.6%	
PROPOSED ANNUALIZED SAVINGS:	\$	42,373.50		
CURRENT COST PER SHIPMENT:	\$	656.97		
PROPOSED COST PER SHIPMENT:	\$	449.25		
CURRENT COST PER POUND:	\$	0.14		
PROPOSED COST PER POUND:	\$	0.09		

FREIGHT CHARGE ANALYSIS FOR THE ACCOUNT OF:					
	X Y Z COMPANY				
	CONCORD, NH. 03301				
Date: January 1, 2005					
	LTL SHIPMENTS				
Weight	Class	Amt. Paid	SCAC	Proposed	Savings
400	85	\$232.98	RDWY	\$146.19	\$86.79
600	85	\$266.76	CWSE	\$195.96	\$70.80
300	85	\$168.63	CWSE	\$117.73	\$50.90
3155	85	\$719.97	ABFS	\$567.30	\$152.67
2872	85	\$489.96	RDWY	\$367.73	\$122.23
2800	85	\$548.66	CWSE	\$489.66	\$59.00
		\$2,426.96		\$1,884.57	\$542.39
					22.35%
	TRUCKLOAD				
Weight	Class	Amount Paid	SCAC	Proposed	Savings
15500	85	\$2,982.97	CWSE	\$2,185.00	\$797.97
19620	85	\$1,432.00	CWSE	\$895.00	\$537.00
		\$4,414.97		\$3,080.00	\$1,334.97
					32.7%
	OVERALL CONCLUSION				
	Paid	Proposed	Savings	Percent	
	\$6,842	\$4,965	\$1,877	27.4%	
	Annualized Savings:		\$79,768		
NOTE:					
RATES PROPOSED ARE BASED ON INFORMATION PROVIDED BY CLIENT					
FOR COMPARISONS, FUEL SURCHARGES HAVE BEEN OMITTED.					
SCAC		Carrier			
ABFS		ABF Freight System			
CWSE		Con- Way Southern			
RDWY		Roadway Express			