

▶ CUSTOMER SATISFACTION

▶ COST

▶ PERFORMANCE

Distribution Benchmark study

"We found that both collecting the information and analyzing the results for SLC's Benchmark study was very useful. It clearly identified opportunities that L'Oreal would otherwise not have been aware of."

*George Blizard
Sr. VP of Supply Chain
L'Oreal*

Why Benchmark?

Business Logistics activities represent a cost of over **\$1.3 trillion** per year (equal to 8.5% of the US Gross Domestic Product) and are growing at an annual rate of over 3.4%. Business processes have a significant impact on your profitability, service levels, and customer satisfaction.

Improving overall productivity and maximizing resource effectiveness is essential to every company's survival. Benchmarking is an innovative and aggressive process that enables companies to quickly and easily identify critical opportunities

within their businesses. Leading companies from a broad base of industries use Benchmarking as a means for enhancing their annual and strategic planning processes.

For over a decade, Seber Logistics Consulting, Inc. (SLC) has emerged as the recognized early proponent and preeminent expert in Benchmarking and Supply Chain consulting. As a result of SLC's previous Benchmark Studies, our clients have made significant progress with improving operational performance.



**SEBER LOGISTICS
CONSULTING, INC.**
Proven solutions . . . delivered



▶ WAREHOUSING

▶ TRANSPORTATION

▶ NETWORK MANAGEMENT

study overview

The Distribution Benchmark Study focuses on Warehousing and Transportation performance. Input for the study is obtained from a cross-section of cooperating companies that service similar channels and market similar products. Participants receive a customized report that highlights the study's findings, their performance and the implications of the Benchmark Study's conclusions.

Participants

3M
ACCO
Alberto Culver
Alcoa
Avery Dennison
Barilla
Bausch & Lomb
Baxter Healthcare
Bayer
Becton Dickinson
BIC
Black & Decker
Boehringer Ingelheim
Bush Brothers
Cadbury Adams
Campbell Soup
Church & Dwight
Clorox
Colgate-Palmolive
ConAgra Foods
Coty
Del Monte
Diamond Foods
Dole
Eastman Kodak

Eli Lilly
Elizabeth Arden
Energizer
Estee Lauder
Fuji Photo Film
General Electric
General Mills
Gerber
GlaxoSmithKline
Heinz
Henkel (Dial)
Hershey's
Hewlett-Packard
High Ridge Brands
Hoffmann-La Roche
J.M. Smucker
Johnson & Johnson
Johnsonville Sausage
Kellogg's
Kimberly-Clark

Kraft
L'Oréal
Land-O-Lakes
Logitech
M&M Mars
Malt-O-Meal
Maybelline
Merck
Moen
Mott's
Nestlé
Newell
Novartis
Ocean Spray
Osram Sylvania
Perrigo
Pfizer
Pinnacle Foods

Procter & Gamble
Polaroid
Quaker Oats
Rayovac
Reckitt Benckiser
Revlon
Rich Products
S.C. Johnson
Sandisk
Sara Lee
TaTa Global Beverages
Unilever
Vistakon
Welch's
White Wave Foods
Wrigley
Wyeth
Xerox

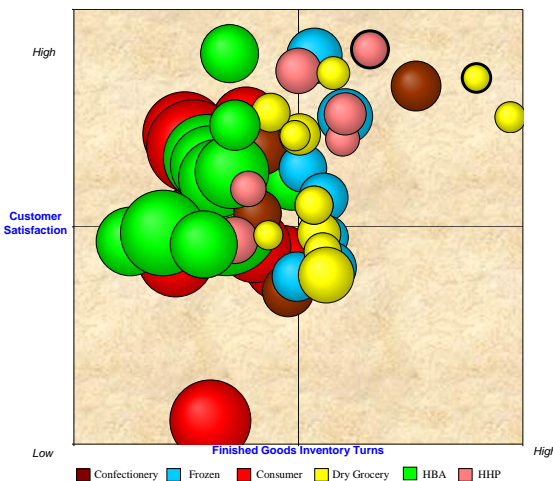




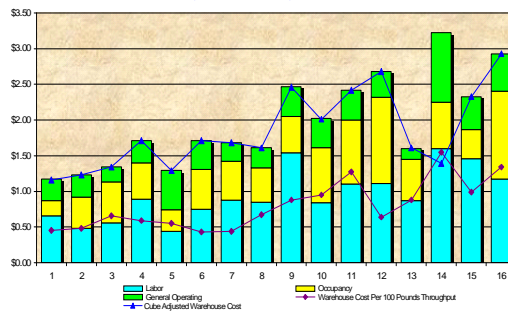
deliverables

The **SLC Benchmark Data Base™**, comprised of extensive supply chain best practices, provides a solid foundation for quickly identifying and implementing highly effective, pragmatic solutions. This powerful knowledge base has been developed over 20 years of supply chain consulting projects with leading, best-in-class companies representing a broad spectrum of products, channels and industries. Our partnerships consistently yield successful results.

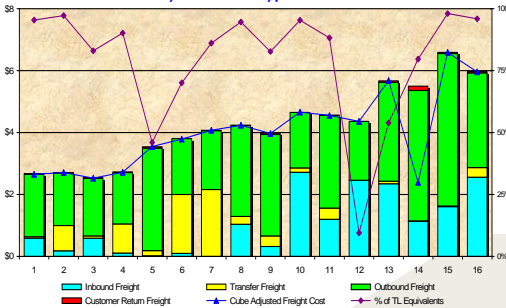
Overall Performance



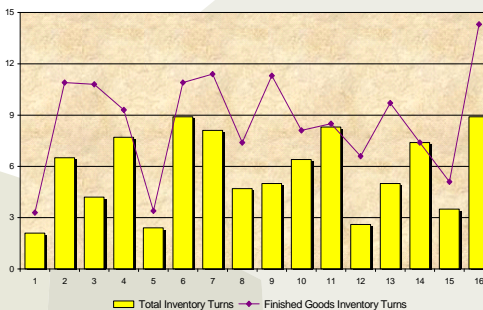
Warehouse Cost per 100 lbs. Shipped to Customer by Major Cost Category



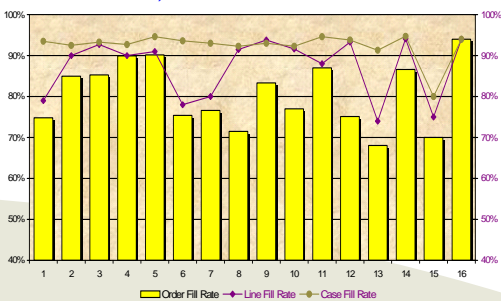
Freight Cost per 100 lbs. Shipped to Customer by Movement Type



Inventory Turns per Year



Order, Case and Line Fill Rates



Overall Performance

- Order, Case, Line & Dollar Fill Rates
- Inventory Turns
- Cost per 100 Lbs. Shipped to Customer
- Cost as a Percent of Revenue
- Cost per Order, Line & Case
- Organizational Structure & Responsibility
- Distribution Best Practices
- Business Challenges

Order Profile

- Revenue per 100 lbs. Shipped to Customer
- Revenue per Order
- Cases, Lines & Weight per Order
- Cases per Line
- Weight & Cube per Case

Order Cycle Time

- Average Cycle Times
- Warehouse Notice to Carrier Pick-up
- Carrier Pick-up to Customer Delivery

Network Management

- Network Configuration
- SKU Sourcing Strategies
- Inventory Deployment
- Miles per Pound Shipped to Customer

Warehousing

- Cost per 100 lbs. Shipped to Customers
- Cost per 100 lbs. Throughput
- Warehouse Labor Cost
- Lbs. Handled vs. Customer Shipments
- Warehouse Storage and Handling
- Warehouse Cost Composition

Transportation

- Freight Cost per 100 lbs. Shipped
- Transportation Management Costs
- Freight Bill Processing Costs
- E-Commerce
- Shipping Platforms
- Pallet Costs and Rates (e.g., CHEP, iGPS)
- Customer Pick-up Strategy
- Top 10 Carrier Utilization
- Loss and Damage Claims
- Accessorials and Fuel Surcharges
- Collaborative Freight Programs



about us

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Seber Logistics Consulting, Inc. (SLC) is a management consulting firm specializing in supply chain management and operations. For over two decades, SLC has been recognized as an early proponent, leader and expert in Benchmarking and Supply Chain Consulting.

Our specialists provide professional counsel, and hands-on help that deliver strategic insight, operational expertise and powerful, tangible results.

Our solutions help companies think beyond traditional boundaries. In short, clients turn to us for recommendations that work. Our solutions do not create new problems. The strategic options that we develop have consistently advanced our clients' corporate and organizational goals.

