

**WHAT DO THIRD PARTY LOGISTICS  
BUYERS REALLY WANT? AN  
EMPIRICAL ANALYSIS UTILIZING  
BENEFIT BASED MARKET  
SEGMENTATION**

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# **PLANT SUPPLY LOGISTICS: BALANCING DELIVERY AND STOCKOUT COSTS**

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## **ABSTRACT**

A manufacturer leases rail cars to transport raw material from the supplier to the factory. The manufacturer must balance the costs of leasing rail cars versus stockouts (leading to plant closings) and inventory carrying costs. Using a model of circular queues and a simulation, the cost implications of leasing different numbers of rail cars are analyzed. It is concluded that stockout costs exceed the cost of excess inventory and capacity in the logistics system.

# **WORKING TOWARD A SEAMLESS SUPPLY CHAIN: AN EXPLORATORY ANALYSIS OF THE IMPACT OF SUPPLY CHAIN ON COMPANY PERFORMANCE**

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## **ABSTRACT**

This paper explores the role that several supply chain dimensions play in achieving overall firm performance. Measures suggested in prior studies were factor analyzed for convergent and discriminant validity and then used in a regression model. This study uses data from the Council of Supply Chain Management Professionals (CSCMP) member firms, with top level supply chain managers as informants. The results suggest that of the three dimensions tested, two are significant contributors to firm profitability, including customer service and business process usage. Relationship confidence was not found to significantly impact overall firm performance.

# PURE PALLETS: EFFECTIVENESS AND EFFICIENCY IMPACTS ON THE DEFENSE TRANSPORTATION SYSTEM

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## ABSTRACT

The military supply chain must explore initiatives to improve its ability to meet warfighter needs. One initiative, developed during operations in Afghanistan and Iraq is the *pure* pallet process—by consolidating material early in the supply chain into user-specific pallets, these pallets are able to transit the defense transportation system without being broken down en route, theoretically arriving to the warfighter in less time than prior break-bulk methods required. The pure pallet initiative's effectiveness and efficiency was assessed by measuring customer requisition wait time, cargo throughput, and revenue performance. It was found that effectiveness increased, without corresponding losses in efficiency.

# MANAGEMENT GUIDELINES FOR THIRD-PARTY LOGISTICS

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## ABSTRACT

There is a significant amount of useful yet fragmented research in third-party logistics (3PL). This article seeks to review, summarize, and structure this 3PL research to provide a reference guide for managers interested in exploring, building, or improving logistics outsourcing opportunities. Topics covered include reasons to outsource, functions to outsource, 3PL provider evaluation, implementation and relationship success factors, contracts, and performance measures.