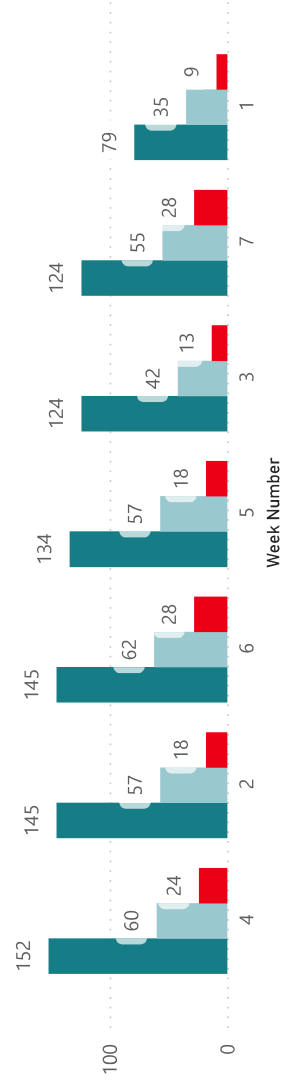
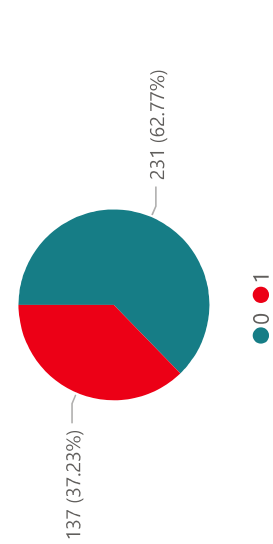


138	\$534,757	72,357	368
Awarded Quotes	Awarded Amount	Awarded Kgs	Total Submitted
Week Number <div><div><input type="checkbox"/> Select all</div><div><input type="checkbox"/> 1</div><div><input type="checkbox"/> 2</div></div>			

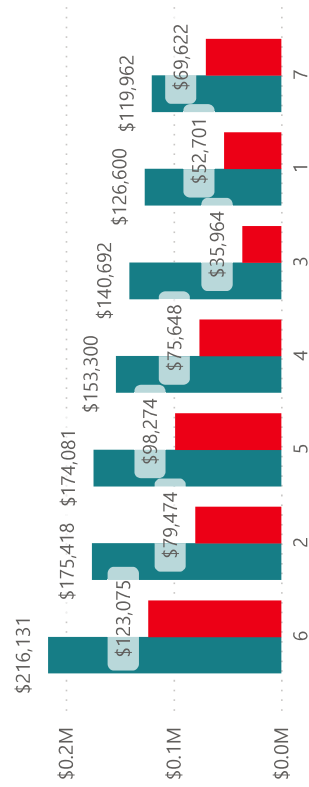
CRAF GHS Spot Quote Dashboard



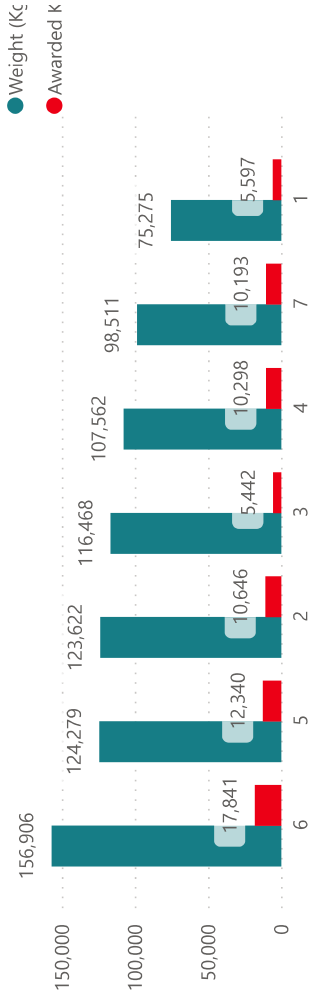
Awarded Quotes vs Lost Quotes



Quoted Amount and Awarded Amount by Week Number



Weight (Kgs) and Awarded Kgs by Week Number



Weeks Successes

Week Number

Select all

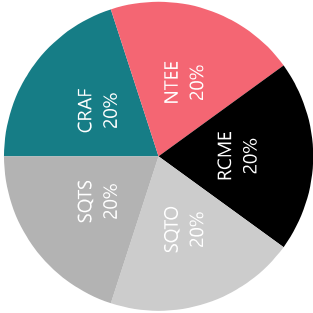
1

2

Top Successes detailed list

Org Branch	Dst Branch	Code	Count of Awarded	Sum of Total Quote	Sum of Weight (Kgs)	Sum of Awarded Amount	Average of W
ATL	KIX	RCME	1	1	257	\$1,020.6	
ATL	NRT	RCME	1	1	263	\$933.8	
BDL	XRY	RCME	1	1	149	\$738.0	
DFW	KIX	RCMB	1	1	251	\$1,260.8	
DFW	LHR	RCME	1	1	157	\$574.4	
DFW	LHR	SQTO	1	1	1,148	\$2,884.2	
DFW	XRY	RCME	1	1	237	\$887.4	
FUK	LAX	SQTS	4	4	1,123	\$9,446.6	
FUK	MCO	SQTS	10	10	2,651	\$22,955.8	
FUK	SFO	SQTS	5	5	1,267	\$11,685.5	
Total			137	137	71,747	\$534,757.3	

Top Successes by Quote Code



Code ● CRAF ● NTEE ● RCME ● SQTO ● SQTS

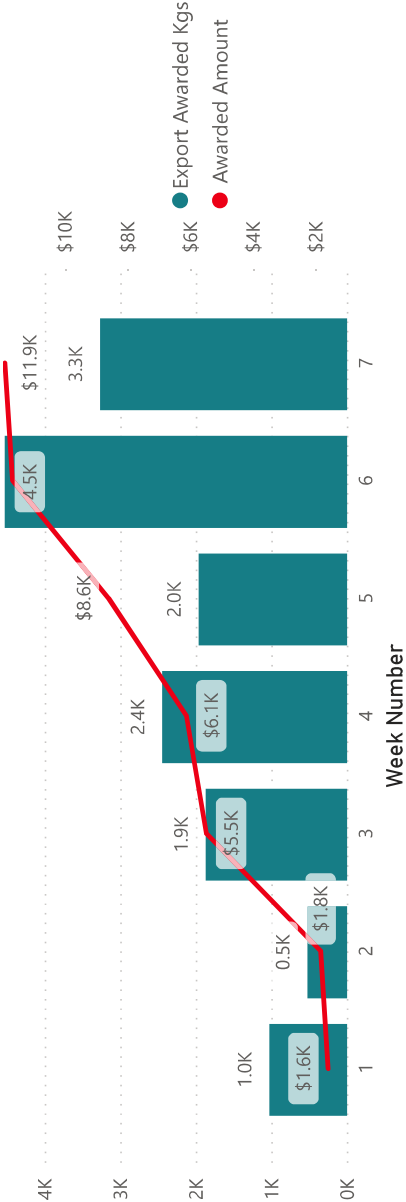
Weight Breakdown (Top List)

Org Branch	Dst Country	Sum of 0 to 300 kgs	Sum of 300 to 500 kgs	Sum of 500 to 1,000 kgs	Sum of 1,000+ kgs	Sum of Total Quote	Sum of Weight (Kgs)
ATL	JP	2	0	0	0	2	520
BDL	ES	1	0	0	0	1	149
DFW	ES	1	0	0	0	1	237
DFW	JP	1	0	0	0	1	251
DFW	UK	1	0	0	1	2	1,305
FUK	US	13	5	1	0	19	5,041
ICT	PL	0	1	0	0	1	356
Total		83	23	13	18	137	71,747

# Week Successes (Export and Import)

Week Number  
☐ Select all  
☐ 1  
☐ 2

Exports by Week



15,603

Export Awarded Kgs

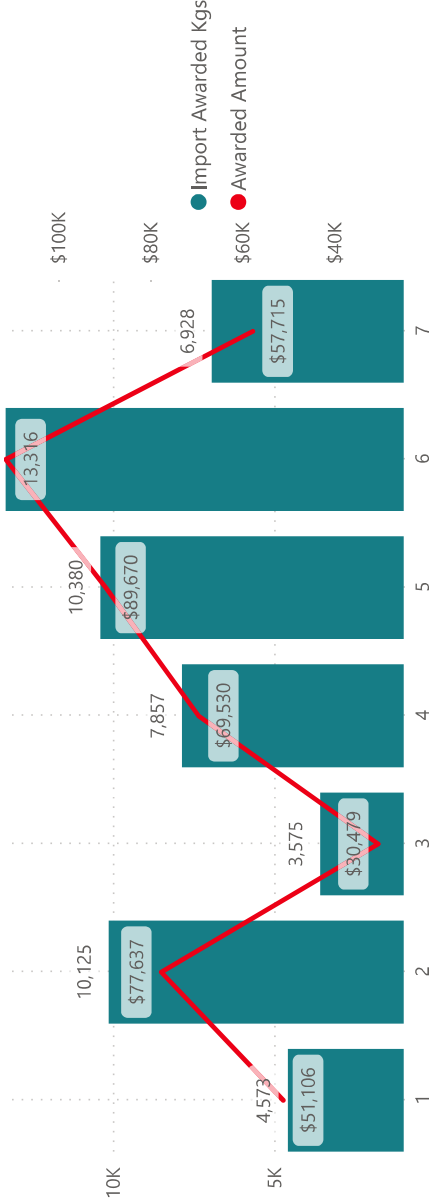
29

Sum of Awarded

\$47,208

Awarded Amount

Import by Week



56,754

Import Awarded Kgs

109

Sum of Awarded

\$487,500

Sum of Awarded Amount

# Targeted Opportunity (Quotes Lost)

Week Number

☐ Select all

☐ 1

☐ 2

Top Targeted Opportunity detailed list

Org Branch	Dst Branch	Gblock	Code	Sum of Total Quote	Weight (Kgs)	Submitted	Awarded
ATL	BRS	CFNF	RCME	1	408	1	0
ATL	BRS	CFNF	RCMF	2	587	1	0
ATL	LHR	CLFY	RCMF	1	177	1	0
ATL	NRT	BGNL	RCMF	1	526	1	0
ATL	NRT	CONV	RCME	1	181	1	0
ATL	NRT	LQNQ	RCME	1	147	1	0
ATL	NRT	LQNQ	SQTO	1	1,559	1	0
ATL	OTP	BGNL	RCMF	2	722	1	0
ATL	SJU	CAAT	SQTH	1	6,131	1	0
ATL	SJU	FRMI	RCME	1	625	1	0
ATL	WAW	CHAD	RCME	1	1,266	1	0
Total				231	136,052		

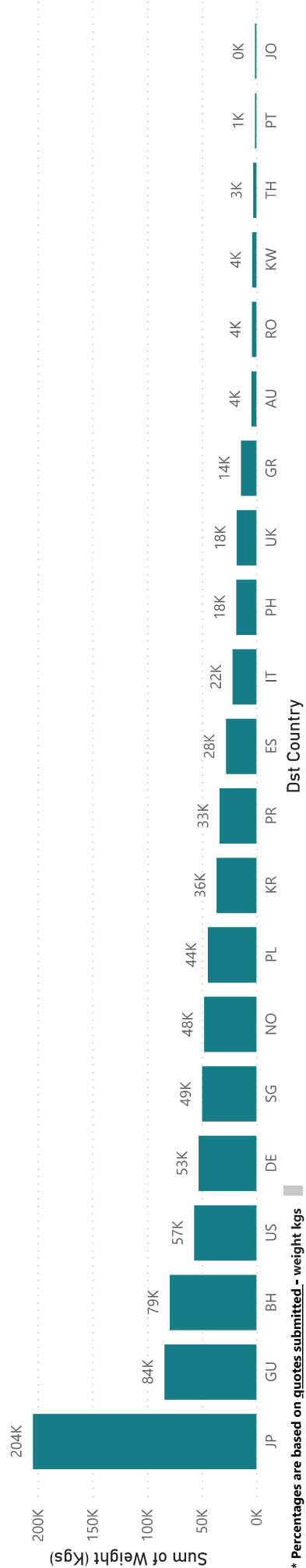
Total Targeted Opportunity by Weight

Code	Quotes Lost	Sum of Weight (Kgs)
SQTO	69	153,256
SQTH	34	128,956
SQTX	136	95,073
RDDX	152	87,386
RCME	160	65,901
SQTS	113	59,373
SQTE	20	56,041
SQTD	25	12,637
Total	785	715,311

# Top Lanes Destinations (Countries)

Dst Country	Awarded Kgs	% Awarded Kgs	Sum of Total Lost YTD	Total Weight (Kgs)
JP	2,578	3.56%	201,726	204,304
GU	138	0.19%	83,838	83,976
BH	1,345	1.86%	77,755	79,100
US	56,754	78.44%	0	56,754
DE	395	0.55%	52,210	52,605
SG	3,610	4.99%	45,840	49,450
NO	221	0.31%	47,443	47,664
PL	356	0.49%	43,965	44,321
KR	1,431	1.98%	34,698	36,129
PR	0	0.00%	33,435	33,435
ES	386	0.53%	27,278	27,664
IT	3,311	4.58%	18,352	21,663
PH	0	0.00%	18,165	18,165
Total	72,357	100.00%	730,266	802,623

Top 10 countries by Volume



\* Percentages are based on quotes submitted - weight kgs

Week Number

☐ Select all

☐ 1

☐ 2

Top 10 countries by Volume



# Top Lanes Destinations (By Branch)

Week Number

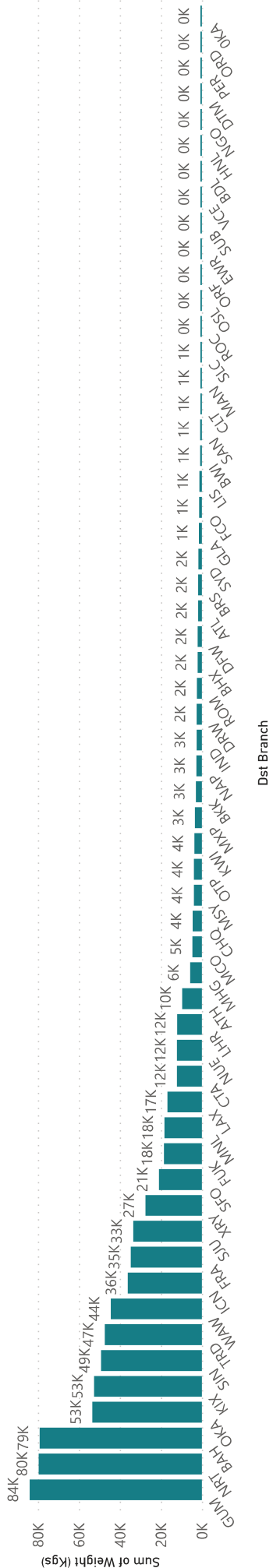
☐ Select all

☐ 1

☐ 2

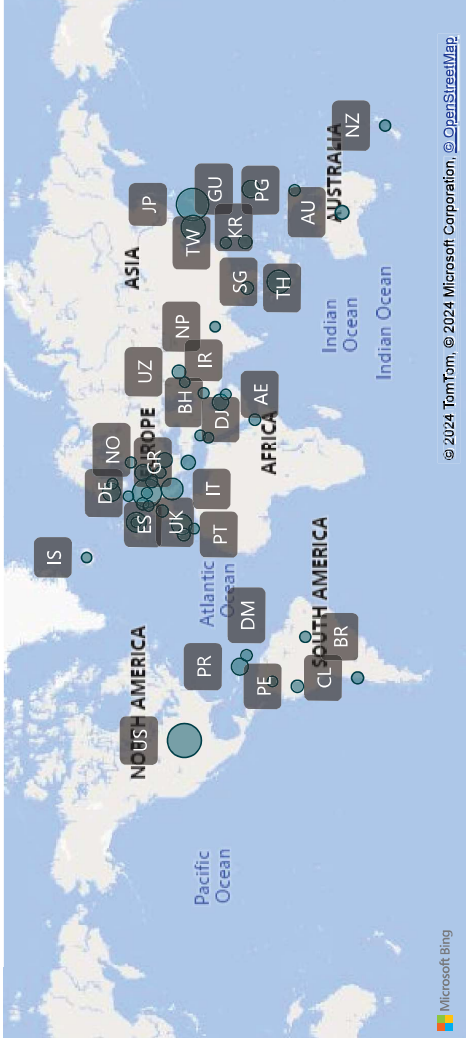
Dst Branch	Awarded Kgs	%Awarded Kgs	Sum of Total Lost YTD	Total Weight (Kgs)	Sum of Awa
SFO	20,868	28.84%	0	20,868	
LAX	16,676	23.05%	0	16,676	
MCO	4,532	6.26%	0	4,532	
MSY	3,853	5.32%	0	3,853	
SIN	3,610	4.99%	0	3,610	
IND	2,505	3.46%	0	2,505	
ROM	2,096	2.90%	0	2,096	
DFW	1,934	2.67%	0	1,934	
ATL	1,736	2.40%	0	1,736	
ICN	1,431	1.98%	0	1,431	
BAH	1,345	1.86%	0	1,345	
LHR	1,305	1.80%	0	1,305	
Total	72,357	100.00%	0	72,357	

Top Branches by Volume



\* Percentages are based on quotes submitted - weight kgs

Top Countries by Volume



## Top Lanes Pair Destinations By Branch

Week Number

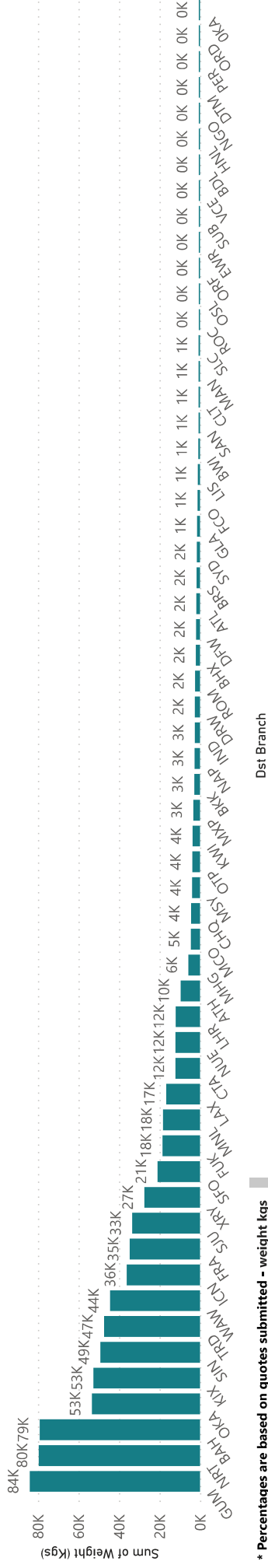
☐ Select all

1

2

Wins				Lost				Lost Bid Quotes			
Org Branch	Dst Branch	Sum of Awarded Amount	Sum of Awarded Kgs	Org Branch	Dst Branch	Sum of Awarded Amount	Sum of Total Lost YTD	Org Branch	Dst Branch	Bid Rate per KG	Winning Rate per KG
KIX	LAX	\$84,794.0	9,273	ABQ	LIS	\$0.0	1,081	ORF	GUM	18.21	6.21
NRT	SFO	\$84,119.8	10,448	ABQ	NRT	\$0.0	282	ROC	OKA	17.05	5.72
KIX	SFO	\$62,206.3	7,646	ABQ	OKA	\$0.0	505	CLT	OKA	17.04	
OKA	MSY	\$46,094.5	3,853	ATL	BAH	\$0.0	147	CLT	OKA	17.04	5.52
OKA	LAX	\$39,865.9	5,208	ATL	BRS	\$0.0	1,293	MSY	OKA	17.02	6.75
FUK	MCO	\$22,955.8	2,651	ATL	CHQ	\$0.0	1,896	OKC	OKA	16.57	
OKA	DFW	\$16,001.9	1,934	ATL	FRA	\$0.0	892	CLT	OKA	16.56	5.61
NRT	IND	\$12,585.5	1,898	ATL	GUM	\$0.0	4,822	SAN	ROM	12.77	
OKA	SFO	\$12,269.4	1,507	ATL	KIX	\$0.0	11,926	BDL	NRT	12.24	5.21
FUK	SFO	\$11,685.5	1,267	ATL	LHR	\$0.0	2,052	EWB	KIX	10.72	
Total		\$534,757.3	72,357	Total		\$0.0	730,266	SFO	FUK	10.71	7.01
								BDL	NRT	10.33	4.91

## Top Branches by Volume



\* Percentages are based on quotes submitted - weight kgs

# CRAF Spot Quote 2023 Recap

1272

Awarded Quotes

\$5,804,8...

Awarded Amount

855,831

Awarded Kgs

3414

Total Submitted

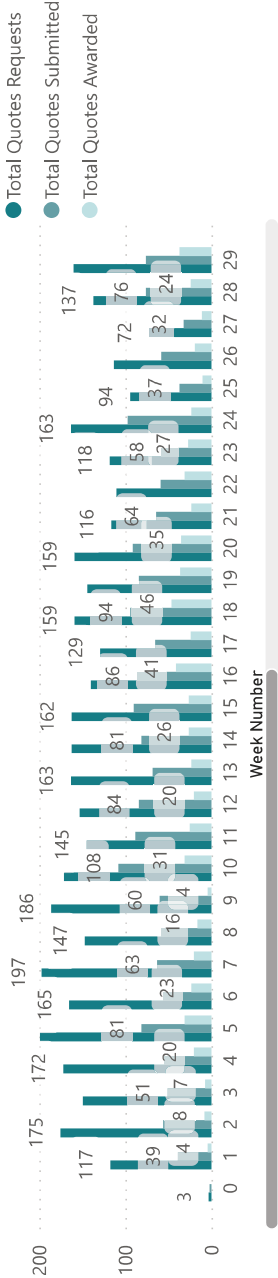
Month

☐ Select all

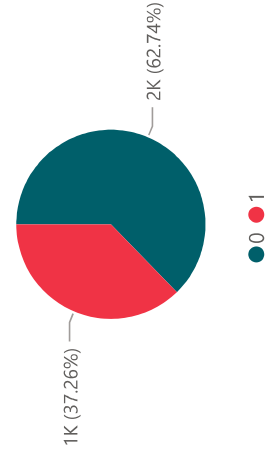
☐ January

☐ February

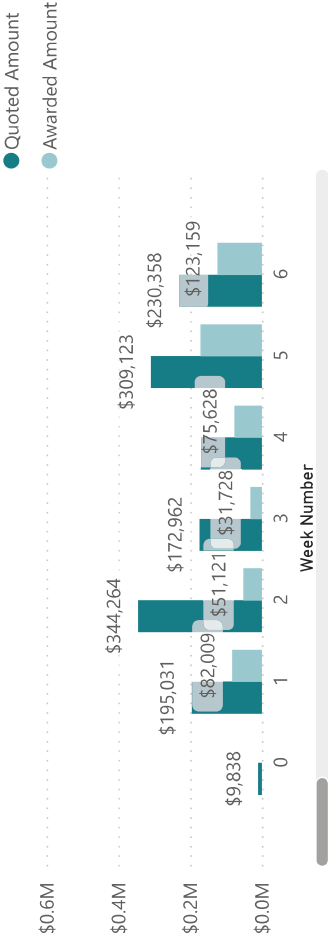
CRAF GHS Spot Quote Dashboard



Awarded Quotes vs Lost Quotes



Quoted Amount and Awarded Amount by Week Number



Weight (Kgs) and Awarded (Kgs) by Week Number

