The Trucking Case Outline

Scope of the Assignment;

This case study is taken from a real work situation that I had while employed at Sunbury Transport Limited. I was the manager of three divisions: The City Division (Van trailers within a 100 mile radius using daycabs), An intermodal division (uses chassis, containers and bunk trucks) that are gone for a one-week time frame. This division picks up and delivers freight to the train. You have just been given a third division from the head office that has **never** been profitable; The Container Division. This division picks up and delivers freight to the ship (port) it uses chassis, containers and bunk trucks and are also away one week at a time. It also uses gensets for 50% of its freight. All three divisions are used to haul Mr. Irving’s freight (The Owner) as well has freight from a large selection of customers. You will have access to a sheet of additional information and the financial statements (statically correct but not real numbers) for the current situation.

In this assignment you will need to complete the following tasks:

* This assignment will be done in teams two, three or four (or you can do it solo). You can choose your own groups but be smart about your choices. I would recommend you choose a balanced group as you will need members who are able to: create a PowerPoint presentation, edit the material, think critically and challenge different options, create a new financial statement, present the information in class, motivate and delegate work to all team members, take the lead in team meetings, keep the team on track, etc.
* You have a decision to make regarding the container division (close\* it and get rid of all the freight and trucks, or purchase the needed equipment and continue with business as normal or integrate the freight of the container business with another division).
* You must work through the rational decision making model in order to come to an objective decision using all of the facts from the case. Your role in this case is that you are the manager of these three divisions and you are presenting your decision to me, the owner of the company.
* You must electronically submit your decision which includes your decision making criteria, PowerPoint slides and the financial impact of your decision on all three divisions to me by email at [ckingston@sl.on.ca](mailto:ckingston@sl.on.ca) This means also including a revised financial statement for each of the three divisions with the financial impact of your recommendation. Everything is DUE on December 5th before midnight. Formal discussion will occur during class on December 12th and will be 20 minutes in length where you will be asked to defend your decision, your criteria for that decision and to defend your new financial statements. Expect lots of questions.