

## 2011 TRANSPORTATION PROCUREMENT STUDY

June 2011

### Executive Summary

The latest report in RILA and *American Shipper's* annual transportation lifecycle research series is now available: *Transportation Procurement Benchmark Study: In Search of Value*.

RILA and *American Shipper* recently benchmarked more than 300 transportation buyers and sellers on the state of today's market. This study provides readers with a unique insight into emerging trends, winning practices and the role of technology.

Key issues addressed in this study include:

- Trends in rates and transportation budgets
- Length of negotiations
- Value-based assessment of bids
- The "green" tie-breaker
- Strategic applications for technology

### Read This Report

<http://www.americanshipper.com/NewWeb/ProcurementReport/index.asp?>

### Contact

For more information on this or other RILA benchmarking and research studies, please contact Autumn Lotze, manager, retail operations & supply chain, at [autumn.lotze@rila.org](mailto:autumn.lotze@rila.org) or 703-600-2027.

Research Partner

**American Shipper**

### RECENT RESEARCH

#### 2011 Freight Payment Study

(RILA & American Shipper)

#### 2011 Distribution Automation Study

(RILA Member Benchmarking)

#### 2010 State of the Retail Supply Chain Study

(RILA & Auburn University)

**RILA MEMBERS:**  
Have a research or benchmarking need?

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