Peak Season Cost Worksheet

THE NUMBERS TO KNOW BEFORE PEAK PUTS THEM TO THE TEST.

kase beyond fulfillment.

Contractual terms are established, but variance can be controlled. Everything on this sheet is actionable now.

1 SIX QUESTIONS TO SEND YOUR 3PL

"Show me" beats "yes" on all six. Anything still "in progress" in September is a no.

#	Question	Evidence they actually produced	Y/N
1	Do you have our volume by week and by profile?		
2	Is the peak addendum drafted? Show me the bands.		
3	What are your labor tiers, and are they signed?		
4	What percentage of your staff is cross-trained?		
5	Have you slotted to our promo calendar?		
6	Have you audited our carton set for 2026?		

2 SIX NUMBERS YOU SHOULD BE ABLE TO SAY TODAY

Numbers 3, 4 and 5 all drive the accessorial line - the one nobody quotes and nobody predicts.

#	Number	Your answer	Where it came from
1	Committed volume band, by week units, orders and lines		
2	Your cost per order quoted and actual		
3	Accessorials as a percentage of last peak		
4	Cube utilization on your top-volume cartons		
5	Your order cutoff and dwell terms in writing		
6	Escalation authority who signs, what limit		

3 WHAT YOU OWE YOUR 3PL

Their plan is only as good as the inputs you sent. Late inputs are the most expensive thing you send.

#	Input	Date sent	Owner
1	Order profile forecast - not just unit totals		
2	Promo calendar, with dates that will not move		
3	Carton and packaging approvals		
4	Disposition decisions on aged stock		
5	Named escalation authority and dollar limits		

4 IF YOU'RE BEHIND - TRIAGE IN THIS ORDER

Ranked by dollars per remaining week. Skip anything needing an implementation - it will not pay back before January.

#	Action	Why it ranks here	Done by
1	Contract terms	hardest to change once volume flows	
2	Carton spec	you own it outright - no provider or carrier sign-off	
3	Order-profile forecast	send it this week	
4	Promo calendar	locked, not provisional	
5	Disposition on aged stock	before October 15	

5 THE METRICS TO DEMAND

Daily, not month-end. Volume is deliberately not on this list - you already know your volume.

#	Metric	Threshold	Pre-decided action	Who signs off
1	Cost per order, actual against quoted			
2	On-time ship percentage and fill rate			
3	Accessorials as a percentage of invoice			
4	Rework, re-pick and short-ship rate			
5	Expedite spend, and who authorized it			
6	Dock-to-stock hours on inbound receipts			

On recovery numbers. Packaging right-sizing, storage, accessorial creep and exception handling have no credible published recovery range - which is exactly why the answer is to make your provider show you its own numbers, on your volume, before you sign anything.