

# Online Supplement for

## Designing Fee Tables for Retail Delivery Services by Third-party Logistics Providers

by

**Anantaram Balakrishnan**

McCombs School of Business  
University of Texas at Austin, Austin, TX  
anantb@utexas.edu

**Harihara Prasad Natarajan**

School of Business Administration  
University of Miami, Coral Gables, FL  
hari@miami.edu

### Validity of inequalities

#### **Proof of Proposition 1 (cumulative range width forcing constraints)**

*Constraint (19) is valid:* If the [FTD] solution does not select a range  $k$  that spans intervals  $j_1$  through  $j$  and ends at interval  $j$ , then  $\sum_{j' \leq j_1} X_{j',j}^k = 0$ , and constraint (19) follows from the non-negativity of the range selection variables. If  $\sum_{j' \leq j_1} X_{j',j}^k = 1$ , then the width of range  $k$  is at least  $(d_j - d_{j_1})$ . In this case, the [FTD] must choose a range  $k + 1$  beginning with interval  $j + 1$  (to satisfy range contiguity constraints (3)) and have a width of at least  $(d_j - d_{j_1})$  (from the increasing range width constraints (13)); consequently, the solution must select an ending interval  $j_3$  for range  $k + 1$  such that  $(d_{j_3} - d_j) \geq (d_j - d_{j_1})$ , implying (19).

The proof of the validity of constraints (20) follows a similar logic. ■

#### **Proof of Proposition 3 (block-based variable lower bound constraints)**

*Constraint (22) is valid:* Suppose the [FTD] solution selects some ending interval  $j' \geq j$  for the distance range that includes interval  $j$  (from (2) and (3), we know that interval  $j$  must belong to exactly one of the  $K$  distance ranges). Similarly, suppose weight interval  $i' \geq i$  is the ending interval for a range that spans weight interval  $i$ . In this case, the fee lower bound constraints (9) and the range-to-fee linkage constraints (4) and (7) ensure that  $P_{ij'}$  must be at least as much as the highest lower bound  $(l_{ij'})$  in the block containing cell  $\langle i, j \rangle$ , and constraint (22) follows. A similar argument establishes constraint (23). ■

#### **Proof of Proposition 4 (block-based variable upper bound constraints)**

*Constraint (25) is valid:* Suppose the [FTD] solution selects some starting interval  $j' \leq j$  for the distance range that includes interval  $j$ . Similarly, suppose weight interval  $i' \leq i$  is the starting interval for a range that spans weight interval  $i$ . In this case, the fee upper bound constraints (9) and the range-to-fee linkage constraints (4) and (7) ensure that  $P_{ij'}$  is no more than the lowest upper bound  $u_{ij'}$  of the block containing cell  $\langle i, j \rangle$  and constraint (25) follows. A similar argument establishes constraint (26). ■

**Proof of Proposition 5 (fee difference forcing constraints)**

*Constraint (27) is valid:* Consider an [FTD] solution that includes both distance interval  $j$  and  $j + 1$  in the same distance range. In this case,  $\sum_{k, j_1 \leq j} X_{j_1, j}^k = 0$  and constraints (27) follow from the range-to-fee

linkage constraints in [FTD]. If not and if the solution chooses weight range  $Z_{i_1, i_2}^h$  to span weight interval  $i$  (i.e.,  $i_1 \leq i \leq i_2$ ), then the RHS evaluates to  $(u_{i_1, j+1, t} - l_{i_2, j, t})$  which is valid because cells  $(i_1, j+1)$ ,  $(i_2, j)$ ,  $(i, j)$ , and  $(i, j+1)$  belong to the same fee block. Similarly, starting from the weight ranges and then integrating the distance range selections, we can show the validity of constraint (28). ■

**Proof of Proposition 6 (block selection forcing constraints)**

*Constraint (29) is valid:* If the intervals  $j_1$  and  $j_2$  belong to *different* distance ranges, the RHS of constraint (29) is zero and the constraint follows from the non-negativity of the weight range selection variables. If  $j_1$  and  $j_2$  belong to the same range, then the RHS of the constraint is one. Consider all of the eligible weight ranges that span weight interval  $i$ . The weight range selection constraints (5) and (6) ensure that the sum of all the weight ranges that span any interval  $i$  is one. If the solution selects  $i_1 \leq i \leq i_2$  with  $u_{i_1, j_1, t} < l_{i_2, j_2, t}$  for any  $t$ , then the fee value for the block containing cell  $\langle i, j \rangle$  cannot simultaneously satisfy its lower and upper bounds. Therefore, the LHS of constraint (29) must be one in this case. We can establish the validity of constraint (30) following a similar argument. ■

**Variable elimination rules****Proof of Proposition 2 (variable elimination rules)**

*First range.* The first range must start with the first interval, therefore  $j_1 = 1$ . Next, the width of the first range must be the least of the range widths and as a result must be less than or equal to the average range width ( $\frac{d_N}{K}$ ) of the subsequent  $K - 1$  ranges that span a distance of  $(d_N - d_{j_2})$ . Finally, because each of the remaining  $K - 1$  ranges must occupy at least one interval,  $j_2 + (K - 1)$  must be less than or equal to  $N$ .

*Middle range.* Because  $k - 1$  ranges must have been completed with each occupying at least one interval, we know that  $j_1 \geq k$ . Analogously, the  $K - k$  ranges that follow range  $k$  must each cover at least one interval. Therefore,  $j_2 + (K - k)$  must be less than or equal to  $N$  and part (b) follows. To see part (c), consider a distance range selection  $X_{j_1, j_2}^k$  that implies a width of  $d_{j_2} - d_{j_1}$  for range  $k$ . In this case, the previous ranges, each with a width no greater than that of range  $k$ , can have an average width of at most  $\frac{d_{j_1-1}}{k-1}$ , which range  $k$ 's width must exceed and (c) follows. Next, each following range must have a width of at least  $d_{j_2} - d_{j_1-1}$ . Therefore, the average width  $\frac{d_N - d_{j_2}}{K - k}$  of the  $K - k$  ranges that follow  $k$  must be greater than or equal to range  $k$ 's width and (d) follows.

*Last range.* The last range must include the last interval  $N$ , therefore  $j_2 = N$ . Next, the previous  $K - 1$  ranges must include at least one interval each; consequently,  $j_1 \geq K$ . Finally, the width  $(d_N - d_{j_1})$  of the last range must be at least as much as the average width  $\frac{d_{j_1-1}}{K-1}$  of the previous  $K - 1$  ranges and (c) follows.