

# LOGISTICS PLANNER

f the "new normal" has taught industry anything, it's that flexibility is compulsory in today's environment. Everywhere you look, forces at play threaten to tip the scales and derail even the most resilient supply chains.

Whether it's accounting for potential labor strife, insulating against natural disasters, confronting regulatory barriers, accessing capacity, or managing inventory against uncertain demand, shippers are challenged with finding balance within their organization as they optimize their cost-to-serve.

Partnering with the right carrier, technology or logistics provider is one important way you can marshal your supply chain to act as a force equalizer – multiplier even – and tackle these challenges head-on while enhancing velocity and service to your customers.

Logistics practitioners turn to transportation and logistics intermediaries for countless reasons: to variabilize cost structures, divest non-core business functions, execute supply chain strategies, avert risk, tap new technologies, and manage growth without capital investment. In different ways, supply chain partners can help you replace inventory with information, increase visibility, and more effectively match demand signals to supply.

LOGISTICS PLANNER

This year's Logistics Planner features an exclusive group of companies across all areas of the supply chain. These "force multipliers" have the requisite tools and expertise to aggregate and align your supply chain management efforts with go-to-market strategies. They can help create synergies within your transportation and logistics functions – and among external partners – then leverage the supply chain as a common denominator from which you can execute strategic business process change.

The Logistics Planner brings all these different players into focus in one place. From third-party logistics providers and technology vendors to carriers across all modes, materials handling equipment companies, logistics associations, port and airport authorities, real estate developers, economic development agencies, and universities, the Planner is an equal-opportunity resource that provides a complete mosaic of the supply chain and its many different parts. As such, this compendium provides a platform for you to evaluate different aspects of your business – to reinforce existing partnerships, or prompt new conversations.

### How to Use the Planner

The Logistics Planner is also designed to present new information on suppliers of all shapes and sizes, with the broadest possible range of solutions, in a way that you find most useful. You'll find them alphabetically arranged, so you can read from page to page, and build your knowledge base on services and solutions available from these market leaders. The issue index on page 509 offers a thumbnail resource to find information you need about partners as quickly as possible.

Many readers work through the Logistics Planner choosing to get an overall industry update. Others bookmark it as a reference when they need to quickly source information about transportation and logistics partners. (You should call companies profiled, too, not just because their support of *Inbound Logistics*' mission means they "get" your approach to logistics, but because these companies leverage change rather than resist it. They are making investments even in tight times to remain leaders in their segments.)

Because of its shelf life, more pragmatic readers prefer to use the Planner as a doorstop or paperweight (just kidding, we hope) or as a direct-response tool to get information on one type of service, or about a specific company, or even to send an RFP to help meet a logistics challenge.

In keeping with *IL's* "any way you want it, we'll deliver" approach, the Planner is a fully integrated dashboard available in print, on the Web, in a digital edition, and on tablets, iPads, and smartphones.

At inboundlogistics.com/planner you can view the same profiles you see on the following pages. Select profiles by company, market segment, type of solutions provided, and more. A number of companies have included corporate videos so be sure to check out their multimedia profiles.

If you want to download the entire Logistics Planner, point and click your way to inboundlogistics.com/digital. You can save it directly to your desktop and distribute it to your entire team.

Read the Logistics Planner on your tablet, or on our special iPad edition. You'll find the app at http://bit.ly/ILipad in the iTunes market.

Want decision support to help you meet your logistics and supply chain challenges? *IL* offers a free RFP service, available anytime at inboundlogistics.com/planner/rfp.

Print, web, digital, smartphone, tablet, iPad – we've crafted the most complete resource we can think of to help you bring the greatest supply chain force to bear on your logistics challenges in 2013 and beyond.

### **Getting the Most Out of Your Logistics Planner**

- **The Planner Profiles on the following pages** include full contact information for each company. Please mention you saw their Planner Profile in *Inbound Logistics* magazine.
- View all the Planner Profiles online at *inboundlogistics. com/planner*. Click through to find information on the profile participants, with links. Each online planner is RFP-enabled to help you execute quickly.
  - A digital and tablet version of the Logistics Planner is available at *inboundlogistics.com/digital*. You can download the entire January issue or just the Logistics Planner section.

A special iPad edition of the Logistics Planner is available at http://bit.ly/ILipad.

An exclusive online RFP service at inboundlogistics. com/planner/rfp lets you get information specific to your transport or logistics challenge. Simply describe your challenge or pose a question, and select the solutions providers you want to query. Your request is immediately sent to the market leaders who have agreed to respond to you quickly.

### 3PD, Inc.

LOGISTICS PLANNER



Karl Meyer Chairman & CEO

#### **Mission Statement:**

World-Class Customer Service With Honesty And Integrity



### 3PD, Inc.

1851 West Oak Parkway Suite 100 Marietta, GA 30062 866-373-7874 sales@3PD.com Web www.3PD.com



### Your Last Mile Always Comes First With Us

3PD is one of North America's largest and most focused providers of last-mile heavy goods delivery and logistics.

Now serving every zip code in the continental United States, it makes millions of deliveries per year and offers various options for shipping, delivering, assembling and installing heavy goods.

### 3PD's Paths To Last-Mile Excellence

3PD was one of the first companies to create a nationwide last-mile delivery solution for products such as furniture, appliances, largescale electronics, building materials, medical equipment and office equipment. Today, that solution includes:

3PDirect: A transactional, non-agent-based network national delivery solution within the lower 48 U.S. states (including pick-up services from any domestic factory, supplier or distribution center)

- **3PDedicated:** Home, business or job site delivery throughout the continental United States
- 3PDesktop: Robust, customer experience and delivery management technology

All of these offerings feature options such as:

- Simple, secure and convenient web portal or EDI order entry
- Advanced or point-ofsale delivery appointment scheduling
- Cross-docking and valueadding warehousing services
   Automated en-route
- Automated en-route notification via convenience calls, texts and e-mails to the customer on or before the day of delivery
- Item-level, real-time tracking
- Unpacking, set-up, installation, debris removal

and used merchandise removal at the delivery site

- White-glove, furniture deluxing, appliance installation and other valueadding activities
- Customer and retail call center support
- Automatic post-delivery surveys and exceptions management
- Same-day incident resolution
- Robust back office report generation and order tracking And all come complete with

the 3PD emphasis on lastmile speed, reliability and nationwide consistency: "Our list of services is diverse. But it's also extremely focused," says 3PD CEO Karl Meyer. "Everything we do is first and foremost about last-mile logistics – and ultimately about last-mile efficiency and excellence."

### Award-Winning Last-Mile Success

Since opening its doors in 2001, 3PD has quickly become one of the largest North American players in the last-mile logistics sector. It currently makes nearly 5 million deliveries annually, including many deliveries that require specialized services such as installation or assembly. And it has continually earned honors and accolades from clients, industry organizations such as CSCMP, and national publications such as Inbound Logistics, which named it a Top 100 Provider in 2007, 2008, 2009, 2010, 2011 and 2012.

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### **3PL Central**

### **3PL** Central

3PL Central provides on-demand warehouse management software for third-party logistics companies, helping them to increase their efficiency, grow their business and satisfy their customers.

Come join the thousands of members of our 3PL community at 3PL Central, the company for 3PLs – and their customers – on the Grow.™



### 3PL Warehouse Manager: The On-Demand WMS Built By 3PLs – For 3PLs

The fastest growing provider of SaaS WMS, 3PL Central provides easy-touse, on-demand warehouse management software exclusively for third-party logistics companies, helping them run more efficiently, grow their business and satisfy customers— all starting at less than \$500 per month per warehouse.

3PL Central has been the pioneer of SaaS WMS in the logistics industry since our launch in 2006.

### **3PL Warehouse Manager** provides:

- Comprehensive WMS capabilities to clients worldwide.
- Hundreds of real-time

feature updates – at no cost to our customers – with more rolling out monthly.
24-7 access for both 3PLs and their clients.

And best of all – you can try **3PL Warehouse Manager** in your warehouse FREE\* – for 30 days. To get started, simply request your free trial online at www.3plcentral.com/inbound.



#### **3PL Central**

820 Manhattan Ave. #102 Manhattan Beach, CA 90266 888-375-2368 info@3plcentral.com www.3plcentral.com

\* Free Trial Offer includes basic set up for one customer and one warehouse under our standard subscription. Any a la carte or additional services, including, but not limited to, EDI, all integrations, mobile scanning, Fed Ex/UPS are not available during the trial period, but may be added later.

### LOGISTICS PLANNER

### A.N. Deringer, Inc.

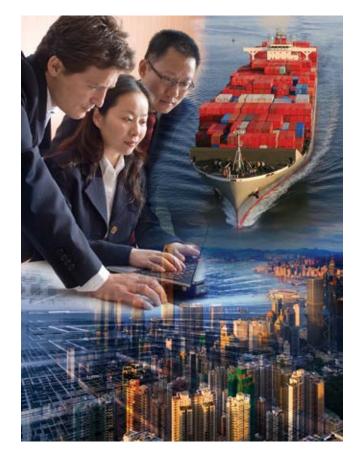


Jake Holzscheiter President and CEO

#### Services:

- Customs Brokerage
- Freight Forwarding
- Warehousing & Distribution
- North American Transportation
- Logistics Consulting
- Cargo Insurance

Over 30 offices located from Maine to Blaine, WA and key air and vessel ports throughout the US.



eringer offers Customs brokerage, freight forwarding, transportation, consulting, meat inspection, and warehousing and distribution services. At Deringer, there is neither a large, single processing center handling all shipments and inquiries nor digital recordings mandating callers press "1" for a live person. Deringer offers local representation at major ports that are strategically located along the northern border and at major air and vessel ports. Customers are offered a single point of contact. A flat organizational structure allows easy access to the President and members of the company's leadership team. Moreover, Deringer's culture

includes a strong commitment to ensuring the sustained success of its business partners. Welcome to the Deringer Difference.

### Deringer's Customs Brokerage Services

Deringer boasts over 90 years of third-party logistics (3PL) experience – that's nearly a century of contributing to customers' successful supply chains. Our longevity in the industry means companies benefit from the expertise, service, and innovation that comprise the Deringer brand. When choosing a Customs broker, consider that Deringer is renowned as a Customs pioneer, an early tester and adopter of many new trade programs. Members of Deringer's leadership team serve on various US **Customs & Border Protection** and trade association boards and committees. Customers benefit directly from these partnerships by staying current on the most pressing trade regulations. Customs brokerage expertise translates to fewer shipment delays and reduced risk of penalties for its customers. Additionally, Deringer consistently boasts a 99% or higher compliance rate, and nearly 50% of Deringer staff are licensed as Customs brokers or hold other industry certifications. Customers can rely on Deringer's expertise to expedite Customs clearances, and our knowledge and accuracy helps prevent shipment delays.

### Deringer's Freight Forwarding Services

Facilitating the movement of goods throughout the world since 1919, Deringer is an IATA licensed cargo agent, a FMC licensed ocean transportation intermediary, and a NVOCC. Deringer arranges and manages the freight forwarding, consolidation, deconsolidation, and distribution of freight throughout its journey. Numerous service agreements allow Deringer to leverage space allocation, pricing, transit time, and delivery options whether shipping via air or ocean. Offering LCL and FCL transportation, Deringer scales its services to fit clients' needs thereby providing cost effective solutions.

Partnering with Deringer for Customs brokerage and freight forwarding equates to seamless delivery, reduced risk of demurrage and document transfer fees.



**A.N. Deringer, Inc.** 64 North Main St. St. Albans, VT 05478 Tel: 802-524-8110 Fax: 802-524-5970 www.anderinger.com

### **A&R Logistics**

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### **Mission Statement:**

Our mission is to provide "best in class" safety driven, cost effective solutions across the entire scope of services we provide to our customers. We will accomplish this through continued investment in our customers, employees, technology and culture of "doing the right thing" for our customers.

> Counded in 1969, A&R Logistics is an end-to end supply chain management company, providing customized solutions to address the needs and goals of shippers and consignees alike. A&R Logistics is uniquely situated to design, implement, and execute a supply chain strategy that provides your company with a competitive advantage in today's dynamic economy.

In order to best serve our customers and help solve their logistics challenges, A&R is comprised of three distinct, yet integrated divisions offering a collaborative single source for supply chain solutions. A blend of both asset based and nonasset based services ensures the business continuity they expect while providing a flexible, scalable solutions designed to minimize cost and enhance operating performance.

### **A&R Global Logistics**

 Customized Non-Asset Transportation Management Solutions

- Flexible, Scalable Service Offerings
- Network Analysis and Design
- Leading Edge TMS Platform enhanced with Industry Expertise
- Multi-Modal Services: Truckload, LTL, Intermodal, rail, dry and liquid bulk
- International Services
- Freight Bill Audit and Pay
   Analytics and Business
- Intelligence Industry leading expertise in dry, flowable, and liquid commodities domestically

and internationally.

### **A&R Transport**

- The Established Leader in Dry Bulk Transportation Services
- Industry expertise in resins, plastics, and polymers
- Over 25 Terminals across the US
- Fleet of 1250 Dry Bulk



Trailers and 800 Power Units Strategically located throughout the US

- Dry Bulk Intermodal and International Shipping Containers
- Cross Border Operations into Canada and Mexico
- Best-in-Class Service
- Member of: SmartWay, TIA, NTTC, Responsible Care, and SPI

### A&R Packaging and Distribution

- 11 Warehouses across the US
- 1.3 Million square feet of storage, packaging, and value added space
- On-site Packaging of liquid and dry commodities: Drumming, Super-sacks, Pails, Gaylords
- 1000 railcar spots to serve customers in the US, Canada, and Mexico
- Railcar Transloading, Rail sidings, and storage

### A&R Tank Cleaning Services

- 12 Tank Cleaning locations across the US
- Nationwide Dry Bulk, Van, and Refrigerated Washing
- Over 30 Years of Washing Excellence

A&R Logistics is proud to be ISO 9002 Certified.

We invite you to learn more about A&R Logistics by visiting us at www.artransport.com

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### Aankhen Inc.

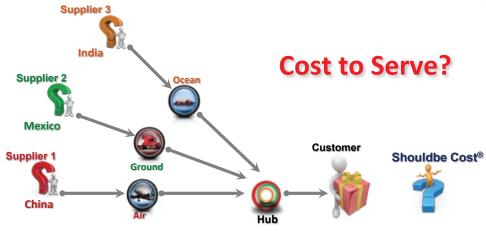


Subhash Chowdary CEO

### About Aankhen

Aankhen delivers innovative financial and physical supply chain visibility, security solutions and development services. Using automated data capture technologies Aankhen enables Enterprises, 3PLs and Revenue Authorities to secure, see, monitor, command and control supply chains intelligently in real time with fact based financial and physical supply chain data.





### Stuff Happens

When exceptions happen in your supply chain, you need to know as soon as possible to respond with fact based decisions.

In high growth economies such as India, Africa, South America and Mexico supply chain disruptions are more likely to occur frequently.

Aankhen's SeeTrak<sup>\*</sup> & Bigdada<sup>\*\*</sup> solutions deliver best-in-class security and real time visibility to the flow of goods across your supply chain network with a new source of accurate data and intelligence to manage your risk.

### Financial Supply Chain Visibility

Making procurement or fulfillment decisions with visibility to the Shouldbe Cost° is smarter than afterthe-fact analysis of the cost to serve. As supply chains move on-shore, off-shore or across shores sourcing, procurement and logistics cost computations become complex. Aankhen's Shouldbe Cost<sup>®</sup> computation technology delivers the most advanced solution in the industry to compute the cost to serve in context, in near real-time.

### **Aankhen 3D Services**

Low budgets and no resources? Aankhen provides cost efficient one-stop services, resources and skills to design, develop and deploy (3D) custom supply chain visibility solutions. We bring our pioneering R&D, IP and thought leadership to the table to deliver high value to address your business needs.

Seeing is believing. Aankhen will surprise you with insights into your supply chain you did not know. Visit www.aankhen.com for more information on how we can help you make your supply chain safer, faster and smarter.

### Aankhen Inc.

### Aankhen Inc.

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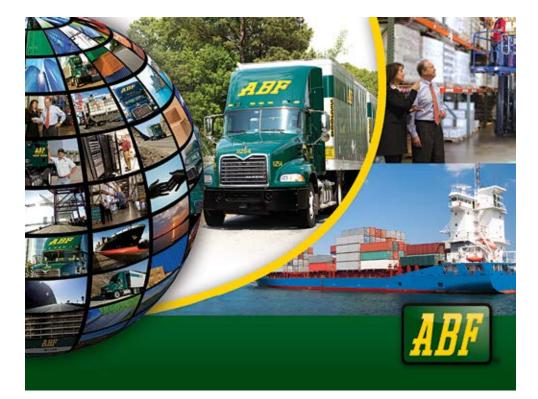
### ABF



**Roy Slagle** President and CEO

#### **Mission Statement:**

To deliver value to our customers by developing and implementing customized solutions to their global logistical challenges in a responsible and ethical manner.



Founded in 1923 as a local freight hauler, ABF<sup>\*</sup> has evolved into a global provider of customizable end-to-end supply chain solutions.

- Global Supply Chain Services providing both FCL and LCL
- Warehousing with over 80 locations
- Dual-System<sup>®</sup> Network for regional and national LTL
- Truckload and intermodal
   Expedited and time-definite delivery
- White-glove delivery, including inside positioning and light assembly

Blending proven experience and ingenuity, ABF offers a truly unique global supply chain experience. Our clients gain global visibility from start to finish. Track purchase orders at the factory floor overseas. Watch as inventory sails over the ocean to consolidation warehouses. Connect with a proven network of over 350 service centers and warehouses linked with advanced inventory management systems.

With ABF, your global supply chain has never been so visible.

The laser-focused ABF team helps to minimize the effects of supply-chain challenges, thereby improving logistics accuracy and inventory management. ABF network locations are strategically positioned to handle seasonal overflow at established facilities, enabling you to better manage inventory spikes that can clog your primary distribution channels.

ABF provides enhanced security for high-value cargo and extended storage options for shipments in transit – ensuring precise delivery and recall during starting and ending dates. Maybe you need synchronized, time-definite deliveries to all stores in the retail chain. ABF has the solution for virtually any need.

Above all, ABF logistics professionals are trained to think critically and proactively respond to each unique situation. Choose ABF and benefit from a partner that helps to anticipate supplychain challenges and meets them head-on with proactive solutions.



### ABF

3801 Old Greenwood Road Fort Smith, AR 72903 877-ABF-0000 www.abf.com

# LOGISTICS PLANNER

### **Access America Transport**

Access America is a leading provider of transportation services. We utilize industryleading technology tailored specifically for each customer.

#### **Capabilities:**

- Supply chain analysis
- Rate negotiation
- RFP & bid management
- Carrier procurement &
- compliance ■ Freight bill audit & payment
- Freight bill addit & payment
   Consolidated invoicing
- Shipment trace/track
- Customizable technology
- Project management
- Private fleet initiative
- Reverse logistics
- 24/7 Support







#### Access America Transport

1110 Market St., Suite 315 Chattanooga, TN 37402 1-866-466-1671 sales@aat.com www.aat.com



#### About Us

Access America Transport is a full service transportation company with nine locations throughout the United States. Our world-class service has made Access America one of the fastest growing transportation providers in North America. Access America's supply chain management services include truckload, less-than-truckload, intermodal, expedited and specialized service to all points within the US, Canada and Mexico.

Access America's transportation capabilities are comprehensive. We can transport a single load, perform pool distribution/ consolidation, provide overthe-road contractual services, develop/implement multimodal solutions or manage the entire transportation function. Our online transportation management system (TMS) allows users as much or as little control as they would like over their freight. Our technology is customizable and is developed specific to the needs of each Access America customer.

#### **Diverse Carrier Network**

At Access America, we differentiate ourselves from the competition through our industry-leading carrier development processes. We currently partner with over 45,000 reputable North American carriers. These carriers are continually monitored for safety, compliance, insurance and performance. Access America works closely with various common and contract carriers to identify the best fit for every account. In addition, we have developed one of the largest private fleet networks in the industry. These carriers have given Access America a distinct advantage when it comes to cost, continuity and service.

#### **Our Priority**

Access America's philosophy of continuous improvement is prevalent in every part of our business. Our goal at the end of each day is to create tangible value for our customers. This is accomplished through innovation, commitment, teamwork and a forwardthinking approach to transportation and supply chain management. We consistently improve our processes by collaborating with our customers and partners in order to develop sustainable solutions for every unique supply chain.

#### **Industries:**

- Aerospace
  - Automotive
  - Chemicals
  - Construction materials
  - Consumer products
  - Electronics
  - Energy
  - Food & beverage
  - Government
  - Manufacturing
  - Retail

If you would like to speak with one of our highly trained freight consultants, call us today at 1-866-466-1671, or visit us on the web at www.aat.com

# LOGISTICS PLANNER

### **ADS Logistic Services**

ADS Logistic Services (ADS) is an award-winning, full-service and customer focused third-party logistics provider of innovative supply chain services and integrated logistics solutions!

We provide an unyielding commitment to best-in-class customized logistics services featuring:

- Supply Chain Solution Development
- Automated Distribution and Fulfillment
- E-Commerce
- Transportation Management
- In-Plant Logistic Services
- A multitude of other customized Value Added Services backed by stateof-the-art leading edge technology.



### **ADS Logistic Services (ADS)**

Edison, NJ Phone: 732-287-8900

Gaffney, SC Phone: 864-902-0540 Fax: 864-487-7768

Mira Loma, CA Phone: 877-237-1330

877-ADS-1330 sales@adslp.com www.adslp.com



leading provider of hightech, full-service logistics operations, ADS Logistic Services (ADS) specializes in customized distribution/ fulfillment and full service supply chain management solutions for industries such as footwear, apparel, toys and games, electronics, housewares, and more, where high volume and multiple SKUs place extreme demands on pointof-sale replenishment. Some of the world's top retailers and manufacturers rely on the award-winning ADS model to help keep shelves stocked, track returns and move millions of units through the supply chain quickly and accurately and cost-efficiently every day.

### **Capabilities**

ADS Logistic Services offers solutions ranging from public and contract warehousing to advanced 3PL distribution and fulfillment services. Services include:

- Pick and pack
- Crossdock/devanning

- Repacking and value-added services
- Real-time inventory visibility
- Reverse logistics, returns and exchange management
- Light directed picking
- Software-controlled pick sortation and conveyor equipment
- Just in time distribution
- Fulfillment
- Full EDI, RF and bar-code capabilities

### **Facilities**

ADS's Edison, NJ location, just minutes from the ports of NY/NJ spans 360,000 SF, 35 dock doors and a container yard for 400 trailers. Built on a platform of the latest technology, including high speed sorters processing 120 cartons a minute, this location offers unmatched cross docking throughput capabilities.

ADS's Gaffney, S.C., facility, situated on a 77-acre site, with more than half a million square feet of logistics processing area, offers quick throughput with 44 dock doors and a large-capacity container yard for 350 trailers. ADS's Mira Loma, Calif., facility is ideal for all import and domestic logistics.

### **Award-Winning Service**

We have been featured in Inbound Logistics' Top 100 3PL providers for nine consecutive years, and have won various customer-specific awards for outstanding service. These awards recognize ADS's ability to process more than 200 million units per year quickly and cost-effectively with accuracy rates reaching as high as 99.87 percent. Our established lean practices, advanced lean technology and proven abilities in operational excellence enable us to quickly efficiently transition and support your growing needs.





### AFN



Michael Nervick Owner



Ryan Daube Owner

#### **Mission Statement:**

AFN seeks to be the premier organization in the logistics and distribution industry. We are committed to delivering the best value to benefit our customers and carriers through our ongoing commitment to innovation and sophistication of our systems and our overall dedication to excellent customer service.



n today's world, where efficiency is a considerable competitive advantage, logistics and supply chain strategies are less about getting a product from point A to point B and more about eliminating unnecessary steps. At AFN, our logistics and supply chain experts use sophisticated analytics to help manufacturers and retailers get products on store shelves in the quickest, safest, greenest and most cost-effective ways possible.

We're 200 people strong and expanding sensibly by investing in great people, innovative processes and deep customer and carrier relationships. Our core values are reflected in how we run the business and our numerous awards attest to our industry leadership.

Our customers – including 6 of the top 10 retailers – say they select us because we have a reliable track record and are able to meet and exceed their requirements. They also value our mission to continuously question the status quo...and improve their bottom line.

To learn more about AFN, visit www.loadafn.com or call 877-LOAD-AFN.



AFN 7230 N. Caldwell Avenue Niles, IL 60714 877-LOAD-AFN (877-562-3236) www.loadafn.com



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### **AirNet Cargo Charter Services**

We are committed to focusing our resources on providing valueadded, time-critical aviation services to a diverse set of customers in the most serviceintensive, cost-effective manner possible.



s one of the largest air cargo airlines in the United States, AirNet Cargo Charter Services is the leading provider of express cargo charters and small package shipping services.

AirNet is always on standby, awaiting your call. Our Customer Resource Center, the heart of our operations, is staffed 24/7/365 with specialists trained to immediately take your call and create a customized solution to meet your time and handling requirements.

Our versatile network of aircraft strategically positioned throughout the United States conducts hundreds of nightly flights and supports a variety of specialized industries, including:

- Life Sciences
- Banking/Financial
- Security Sensitive

- Dangerous Goods
- Third Party Logistics
- High Value
- Medical Devices
- High Tech
- AOG
- Media & Entertainment.
- Government

#### **Key Benefits**

- Secure, reliable same day and overnight shipping
- Superior, proven on-time performance
- Latest departures and earliest arrivals in the industry
- High level security and persistent chain of custody
- Constant monitoring throughout the transportation process

#### **Express Cargo Charters**

For the most time-critical transportation of small packages, AirNet can provide

the appropriate aircraft for service to any U.S. location at any time, for a single package or an entire planeload. Whether you need scheduled or on-demand service, our dedicated charter center, with aircraft available throughout the nation, ensures rapid response, generally within two hours.

### Scheduled Package Delivery (SPD)

SPD is a regional scheduled air cargo transportation solution that is very cost competitive with slower ground transportation service. AirNet's SPD service utilizes our extensive fleet of Cessna 210 aircraft that is specifically designed for regional routes from 200-400 miles. Cessna 210's are fast, economical, and are ideal for servicing congested markets where traffic delays impede on time delivery

### **AirNet Express (ANX)**

For time-critical transportation of small packages (up to 70 lbs.), AirNet provides overnight transportation throughout the nation. We provide the latest departures and earliest arrivals in the industry. For your most sensitive or valuable timecritical shipments, our closed loop system provides superior levels of security and persistent chain of custody.



### AirNet Cargo Charter Services

7250 Star Check Drive Columbus, OH 43217 800-999-0974 solutions@airnet.com www.airnet.com

# LOGISTICS PLANNER

### Alaska Air Cargo

Alaska Airlines and Horizon Air are subsidiaries of Alaska Air Group. Together the Seattle-based carriers transport approximately 120 million pounds of cargo annually, including mail and freight. About 30 million pounds of this is fresh Alaskan seafood which is transported to the Pacific Northwest and beyond each year. The airlines serve more than 80 cities through an expansive network in Alaska, the Lower 48, Hawaii. Canada and Mexico.



### Alaska Air Cargo: Delivering quality for 80 years

During its eighty year history, Alaska Airlines has distinguished itself as one of the most respected combination passenger and cargo carriers in the world. Its air cargo division, Alaska Air Cargo, operates the most extensive air cargo operation of any passenger airline on the U.S. West Coast. The cargo fleet includes five 737-400 combination passenger/ freight aircraft and one 737-400 all-freight aircraft in addition to its fleet of all-Boeing 737 passenger jets.

Alaska Air Cargo offers unbeatable frequency to more destinations than any other cargo carrier in Alaska and serves more than 80 cargo destinations across North America. Of the 20 communities served in the state of Alaska, only three are connected to a road system. For these remote areas, air service is often the only major form of transportation and the primary means of receiving many of the basic goods residents need to survive. With its premium

GoldStreak<sup>™</sup> service providing guaranteed same- or next-day deliveries of medical supplies, parts and equipment, Alaska Air Cargo provides a critical service throughout its network. In addition, Priority and General Air Freight services are used extensively by freight forwarder customers and other shippers. And for its perishable shippers, Alaska Air Cargo is the first airline to require all cargo employees to go through an annual cold chain training course to ensure that all perishable shipments receive the required urgency and special attention.

Alaska Airlines is always working to enhance its passenger and cargo services. In 2011, the company introduced Alaska Mobile Track<sup>™</sup> allowing customers to track shipments while on-the-go using their cell phone. The airline now also offers increased frequency to West Coast destinations as well as daily service to all four major Hawaiian Islands. Hawaii is served daily with 24 nonstop flights from Anchorage and seven West Coast cities including Bellingham, Seattle, Portland, San Diego, Oakland, San Jose and Sacramento.

Alaska Airlines' dedication to improving service has resulted in various awards over the years. Alaska Airlines is the #1 on-time major North American airline in 2010 as rated by FlightStats.com. The company has been recognized for outstanding service and has received the "Highest in Customer Satisfaction among Traditional Carriers in North America" four years in a row in the J.D. Power and Associates 2011 North America Airline Satisfaction Study.

### Alaska Air Cargo

19300 International Blvd. Seattle, WA 98168 800-225-2752 joe.samudovsky@alaskaair.com www.alaskacargo.com

IRLINES & HORIZON

### **Aljex Software**

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Tom Heine CEO

Tom Heine has been totally involved in transportation for more than 30 years. Tom started brokering freight in 1977, well ahead of the pack. He attended the Academy of Advanced Traffic and worked for a transportation company until 1980 when he launched his own brokerage. By the time Tom sold his business in 1994, it had grown from a one man office to include a large public warehouse, freight brokerage, LTL consolidation, an Intermodal carrier, an air freight forwarder, and an asset-based truckload carrier.

These days, Tom oversees Aljex product development and marketing. Try to get the CEO of most companies on the phone and you will usually fail. Tom Heine will be happy to talk with you. Just call him at 732-357-8700 x211.

### **Aljex Software**

463 Union Avenue Middlesex, NJ 08846 732-357-8700 www.aljex.com



A ljex Software we give brokers, 3PLs, and transportation providers the tools to succeed. It's software, of course, but smarter, more innovative, and much more cost effective. It's simply better.

For starters, Aljex is entirely hosted so brokers are out of the IT business; that's our job. They don't pay upfront fees to license software. They don't pay for installation or upgrades, and their software will never be outdated.

That's because at Aljex we listen, read, consult, design, build, revise, adapt, and finetune every day. We work in transportation, not above or alongside it. Aljex programmers keep tune into its tempo and resolve any discord to harmony.

That enables Aljex to do something truly extraordinary: we can offer software that's hosted, with all its advantages, but in a package finely customized to a specific business.

We don't force brokers into a box built for the multitudes. Aljex wraps around the contours of a broker's business, extending – not bending – its operational reach and efficiency.

The reason? Hosted Aljex has more than 500 (and counting) options that enable us to efficiently design unique, intuitive, inexpensive systems that fit your operation perfectly – be it large, small, or anything in between.

Large? Crane Worldwide Logistics of Houston uses Aljex to manage transportation for top drawer shippers, including the Harley-Davidson Motor Co., where every new motorcycle jumps off the line through an Aljex inventory system.

"We are now managing all lines of business in the systems including truckload, brokerage, LTL, air charters, local cartage, and inventory management," said Kathi Laughman, transportation consultant to Crane.

Not as large, but growing? Next Exit Logistics launched with Aljex in 2009. "Starting out I wanted to make myself look like the publicly traded folks in our industry," said President Chandler Magann. "Aljex helped me create a big presence, and I didn't have to hire a lot of people to do what Aljex does. I kept my headcount low."

Next Exit Logistics is considerably bigger today.

Aljex customization can be extensive and deep. It can also solve small, day-to-day problems with just the right fix.

"That's one of the things that always attracted me to Aljex," said Terry Brignac of HA Logistics. "No matter what you want, if you go to the support team and point out what you need and why you need it, somehow they figure out a way to make it happen."

At Aljex, the best just keeps getting better.



### **Amber Road**



Jim Preuninger CEO

#### **Mission Statement & Vision**

Amber Road's mission is to transform our customers' global supply chains into competitive advantage by accelerating the movement of goods across international borders and reducing the associated supply chain costs.

Amber Road's vision for the present and foreseeable future is to automate and optimize all the unique functions required to move goods globally, within one integrated solution.

#### **Value Proposition**

Since 1990, Amber Road (formerly Management Dynamics) has been developing and delivering software and related content and services for global trade management. We help our customers transform their business and gain market share by leveraging our industry and technology expertise. Our solutions are currently deployed to many of the world's leading retailers, manufacturers, and logistics providers.

### Amber Road

One Meadowlands Plaza East Rutherford, NJ 07073 201-935-8588 Fax: 201-935-5187 Solutions@AmberRoad.com www.AmberRoad.com Twitter: @GTMBestPractice LinkedIn: GTM Best Practices http://blog.amberroad.com



### **Our Differentiators**

A total solution that includes global transportation management, trade compliance and supply chain visibility

The industry's most comprehensive and current repository of global trade content and international business rules, addressing over 95% of the world trade market

Data quality management technologies and processes that ensure complete information and promote accurate decision-making

On-demand delivery model that minimizes implementation costs to get you up and running quickly

Performance management tools to benchmark and improve operations

■ Global presence with 24/7 multilingual service and support capabilities

Leveraging the latest Webbased technologies and delivered on-demand as a secure hosted service, our solutions address key business issues, including:

### Import Management

Amber Road's Trade Automation Import solution allows importers to adopt best practices on a global level, gain a centralized view of import compliance and manage a diverse product portfolio. The solution automates import activities and provides critical information for decisionmakers, including the data needed to measure key performance indicators.

### **Export Management**

Amber Road's Trade Automation Export solution automates the necessary export compliance and transactional functions including country controls, restricted party screening (RPS), license determination and tracking, document generation, and filing. Audit trails and complete management reporting promote compliant and efficient trade processes, reducing the risks and costs associated with exporting goods.

### Trade Agreement Management

Amber Road's Trade Agreement Management solution automates the supplier solicitation, qualification and certificate management processes for importers and exporters. By automating and streamlining FTA processes, Amber Road's solution enables companies to take advantage of significant duty savings while minimizing the associated effort.

### Global Logistics Management

Amber Road's Trade Automation Logistics solution connects importers and exporters with their overseas suppliers, logistics providers, brokers and carriers to enable organizations to track and monitor goods as they move through the global supply chain.

### **Global Knowledge**<sup>®</sup>

Amber Road offers the industry's most comprehensive database of government regulations and international business rules, tightly integrated with our global trade management (GTM) software. Global Knowledge<sup>\*</sup> allows your organization to streamline processes, reduce the need for resources to perform manual data research and entry, and focus on initiatives designed to drive more business.





### **Ameren** Making the Connection to Midwest Markets



Michael S. Kearney Manager, Economic Development

#### **Mission:**

Ameren operating subsidiaries provide energy services to 2.4 million electric and 900,000 natural gas customers across 64,000 square miles in Illinois and Missouri. Ameren's Economic Development Team provides comprehensive development services to companies seeking business location option(s). Our goal is to assist your location process and to help power your company's business growth.



### Opportunity in a Changing Economy

The world is changing and today's companies must be flexible enough to embrace change as the next opportunity for growth. The two-state Ameren service area – including central and southern Illinois, central and eastern Missouri and the St. Louis metropolitan area – is uniquely positioned as a lowcost Midwest distribution hub.

The region offers access to a market population of nearly 78 million persons with aboveaverage incomes within a day's transport and unsurpassed infrastructure including access to all seven US/Canadian Class 1 railroads and proximity to 17 intermodal terminals. These regional strengths provide competitive advantages to the Wholesale Trade Sector, according to an independent analysis conducted by the site location firm BFPC, LLC and Modalgistics Supply Chain Solutions. The study concluded that selected business costs in the region range from 18% to 27% below the national average costs for Distribution Centers.

Even more relevant is the fact that these costs in most of Ameren's territory are as much as 32% below certain competing locations in the Midwest with comparable access to the Chicago metro market.

### Start Your Site Search Here

As one of the Midwest's largest investor-owned utilities, Ameren is your source for access to site location support. Ameren brings a breadth of knowledge and understanding of business location criteria, service area resources, and its ability to positively affect the long-term cost competitiveness of your business.

The following valueadded development services are available to businesses considering a Midwest location:

- Comprehensive Community Profiles
- Internet-based Building and Site Inventory with GIS Mapping Capabilities
- Technical Utility Infrastructure and Cost Analysis
- Access to Energy Efficiency Programs and Qualifying Incentives
- Project Management Support in Partnership with State and Local Development Agencies

At Ameren, we understand that growing companies must be agile, strategic in their business decisions and prudent in their investments. Site selection decisions must be absolutely on target. Ameren's Economic Development team is focused on making connections throughout the bi-state region.

Built on a foundation of strong relationships and a common stake in sustainable community and regional development, we bring a unique mix of resources, access to data and contact networks.

Ameren is the ideal "First Stop" in the site search process for those looking for the right site, for the right value at the right time.



### Economic Development

### Ameren PO Box 66149 MC 350 St. Louis, MO 63166-6149 Phone: 800-981-9409 Fax: 314-206-0182 mkearney@ameren.com www.Ameren.com/EcDev

# LOGISTICS PLANNER

### Americold

#### Americold Overview –

- Over 1.1 billion cubic feet of temperature-controlled space worldwide
- 12.000 employees
- 182 sites located in six countries: United States, Australia, New Zealand, China, Canada, and Argentina
- 4 billion tons of temperaturecontrolled freight shipped annually



#### Americold

10 Glenlake Parkway Suite 800, South Tower Atlanta, GA 30328 1-888-808-4877 www.americold.com



mericold is the global A leader in temperaturecontrolled warehousing and transportation for the food industry. With 182 sites in six countries, Americold provides the most comprehensive temperature-controlled warehousing, transportation, and logistics solutions in the world. Americold is committed to achieving the highest levels of quality, innovation, and customer service in the industry. Americold provides three primary offerings:

#### **Temperature-Controlled** Warehousing **Distribution Centers**

Americold's network of regional distribution centers serve as integrated mixing centers that assemble LTL orders into effective truckload shipments.

#### Public Storage

Americold's extensive network of public warehouses provides a wide variety of value-added services to support seasonal surge and plant overflow, blast freezing, import/ export services, and local storage needs.

### **Production Attached**

Americold's productionbased facilities supply plant support with the flexibility to deliver services that meet customers' unique operating and distribution requirements. 3PL/Managed Sites

Americold also manages temperature-controlled facilities owned by their customers. Managed warehouse operations can provide capital management, labor, and systems for customers' distribution needs and deliver a variety of complementary value-added services.

### **Port Facilities**

Americold's port based facilities are located near key terminals and provide drayage and container handling as well as import/export services.

#### **Transportation Solutions**

Moving over 4 billion tons of freight annually, Americold offers a broad range of transportation solutions including:

- National & regional LTL transportation
- Direct-store delivery

- Multi-Vendor Consolidation
- Continuous moves
- Brokerage & carrier management
- Real-time information control
- Shuttle services

### **Business Solutions Complete Supply Chain** Visibilitv

Americold has established i-3PL, a proprietary, webenabled system providing real-time information on orders, inventory, and transportation across the Americold network from anywhere in the world.

### Supply Chain Optimization

Americold has the experience, skills, and resources to help customers identify opportunities for service improvements and cost savings throughout the supply chain from sourcing through delivery to the customer. Utilizing industry-leading technology and expertise, Americold works with customers to evaluate their supply chain to minimize cost and improve service.

### Performance Improvement

Americold has the experience to solve problems and improve performance using a proven discipline to identify and eliminate waste and defects. Whether its OS&D, turn times, or demurrage and detention, Americold's team of lean six sigma experts can identify the root cause and put permanent actions in place to improve the quality of service and impact your key performance metrics. Americold's Quality Management System provides a standardized approached across the network and is the foundation for the continuous improvement process.

# LOGISTICS PLANNER

### **APL Logistics**



Jim McAdam President, APL Logistics

### **Mission Statement:**

The NOL Group mission is to enable trade and create long-term value by delivering:

- Strong returns for our shareholders
- Competitive advantage for our customers
- Opportunities for our employees
- Support for our communities



#### **APL Logistics Limited**

456 Alexandra Road #06-00 NOL Building Singapore 119962 Tel: (65) 6278 9000 Fax: (65) 6278 4900 inquiries@apllogistics.com www.apllogistics.com

Corporate Office: Singapore Regional Offices: North America -Scottsdale, Arizona, USA Latin America -Miami, Florida, USA Europe -Uxbridge, Middlesex, UK Middle East & Africa -Dubai, UAE North Asia - Shanghai, China South East Asia - Singapore South Asia - Mumbai, India



APL Logistics provides international, integrated supply chain services in more than 70 countries, including both origin and destination service such as freight consolidation, warehousing and distribution management. With 4,700 professionals in over 160 locations globally, APL Logistics offers consulting solutions and uses IT for maximum supply chain visibility and control. APL Logistics is a unit of Singaporebased Neptune Orient Lines (NOL).

### **Our Services**

- Purchase Order
  - Management
  - Buyer's Consolidation
  - Vendor Management

#### Import and Export Management

- Customs Brokerage
- Trade Solutions

### International Hub

- Management • Export Hub
  - DC Domestic
  - DC Bypass Services
  - Regional Distribution Centers

- Multi-country Consolidation
- DeconsolidationTransload and Cross-dock

### Freight Management

- Ocean Freight Forwarding
- Air Freight Forwarding
- Land Transportation
   Services
- Managed Transportation Services
- Expedited and Time-Definite Services

### Warehousing and Distribution Management

- Inbound Logistics
- Manufacturing Support
- Vendor Managed Inventory
- Order Fulfillment
- Distribution Management
- Value-added Services
- value added bervices

### Major Industries Served

APL Logistics has extensive experience in the following key industry sectors:

- Automotive
- Chemicals
- Consumer Packaged Goods
- High-tech
- Industrial Goods
- Retail
- Fashion

### Innovations

APL Logistics has a track record of innovations: IndiaLinx": India's pioneering private intermodal rail operations connecting ports and commercial centers ensuring improved predictability for shippers

■ OceanGuaranteed\*: Daydefinite delivery of LCL shipments from Asia to U.S., Canada and Mexico with greater reliability and 99% on-time performance

■ APL Guaranteed<sup>™</sup> Continental: Day-definite delivery of FCL shipments to any location in the U.S. after arrival on the West Coast

■ ShipmentOptimizer": Industry's first multi-modal shipment planning tool capable of concurrently optimizing route preferences, lead time, load utilization and shipment costs

### Environmental Commitment

APL Logistics develops programs to help customers reduce their impact on the environment. These include: Optimizing shipment routes and the overall logistics

network to reduce product carbon footprint

Modal conversion opportunities to utilize greener transport modes such as ocean and rail

 Partnering with underlying carriers that have more environmentally friendly fleets

- Developing analytical tools such as carbon calculators and dashboards that help quantify benefits of sustainability efforts
   Reducing energy
- Reducing energy
   consumption and general waste
   Recycling of packaging

materials

### ArrowStream, Inc.



**Steven LaVoie** *Chairman and CEO* 

#### **Mission Statement**

ArrowStream's mission is to provide the best supply chain management technology and logistics services by utilizing its Web-based, Software-asa-Service (SaaS) supply chain visibility platform. From suppliers and manufacturers to distributors and retailers, ArrowStream works to connect the entire supply chain with innovative, integrated software on one platform.

### ArrowStream, Inc.

231 S. LaSalle Street Suite 1700 Chicago, IL 60604 (312) 676-0036 Info@arrowstream.com www.arrowstream.com

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Creative and technology are not seen in the same sentence very often, but at ArrowStream we have seen firsthand that when these two words are put together, powerful new approaches and products are created. By taking our initial technology idea of connecting the entire supply chain from supplier and manufacturer to distributors and retailers we have created a Web-based, Software-as-a-Service (SaaS) platform that has allowed us to provide powerful software solutions that integrate with one another.

Our three software applications that reside on our platform are:

#### Crossbow

Crossbow is built to capture a freight program's true savings, by establishing collaborative decision-making between Purchasing and Logistics. Crossbow is not a transportation management system or a purchasing system. It is a wholly unique, patented approach that complements both systems to tap into opportunities they cannot reach individually.

Customers that utilize Crossbow are experiencing, on average, a 7% total freight cost reduction, 2-5% inventory reduction, 5% increase in dock capacity, and a 10% reduction in their carbon footprint.

Crossbow combines four distinct yet fully integrated components:

- Optimizer
- Monitor
- Manager
- Converter

### OnDemand

OnDemand provides businesses with critical and expansive supply chain knowledge in addition to daily information on all products, visibility into the full life cycle of distribution center purchase orders, access to inventory levels across distributors, and verification of contract prices on invoices.

OnDemand offers visibility to key data through five integrated components:

- Contract Management
- Inventory Management
- Supply Chain AnalyticsQuality Assurance Issue
- Tracking
- Promotions Management

#### ArrowScan

ArrowScan eliminates the blind spot in back-office operations and brings clarity and bottom-line impact to food cost control by closing the automation loop of inventory management. Connected wirelessly to ArrowStream's SaaS platform, ArrowScan combines rock solid store and distributor information with the power of the latest handheld scanning technology.

Through time savings, inventory accuracy, and operational control, ArrowScan delivers savings of \$300-\$400 per store per month.



### **Atlantic Container Line**

A Grimaldi Group Company

LOGISTICS PLANNER



Andrew J. Abbott President/CEO

### ACL Provides the Most Unique Services:

- Weekly RORO Service to and from 8 North American and European Ports
- 5 Weekly Transatlantic Container Services with Direct Calls at 16 ports
- Unique ports, directly serving Göteborg and Liverpool
- 3 UK port choices: Liverpool, Southampton and Thamesport
- Fast connections to Ireland and Scotland
- Best connections to Norway, Finland, Denmark and the Baltic via Göteborg
- Easy access to interior France and Germany via 5 continental ports
- Premier, weekly RORO & Container Service from the U.S. East Coast to 16 West Africa Ports
- RORO Service from North America to Middle East, Far East, South America, Mediterranean, North, East and South Africa, Australia, Russia and The Baltic



A tlantic Container Line (ACL) operates on the North Atlantic trades as a specialized carrier of containers, project, breakbulk and oversized cargo, heavy equipment and vehicles. Since 1967, ACL has the distinction of being Europe's first containership operator and currently deploys the world's largest combination RORO/ Containerships.

ACL has a better way to transport hard-to-handle cargoes. RORO, breakbulk or project cargo loads directly at the customer's factory and rolled directly into our protected RORO/ Containership's garage deck. Upon arrival, the cargo is driven off to its final destination with no special packing required.

A portfolio of five weekly transatlantic sailings covering ports in Europe, the USA and Canada. ACL's main Container/ RORO Service calls weekly at Baltimore, Norfolk, New York and Halifax, Liverpool, Antwerp, Hamburg and Gothenburg. In addition to this service, ACL provides four additional pure container strings covering sixteen ports in Europe and North America.

ACL is a Grimaldi Group of Naples, Italy company. Grimaldi's services and operating scope proved to be an excellent complement to ACL's own operation, which offers Container and Roll-On/ Roll-Off Services between North America and West Africa and oversized RORO Service to South America and the Mediterranean. With a strong network of transportation partners, ACL also offers worldwide RORO Services.

Over 5,000 customers utilize ACL's services each year. Our staff members are located in ISO 9001 quality certified offices throughout Europe, the United States and Canada. All ACL's vessels are ISO 14001 Environmentally Certified. We also maintain a fleet of over 13,000 containers and other RORO equipment. ACL holds ISPS certification and is a certified C-TPAT participant.

Our door-to-door pick-up and delivery service and

through-bills-of-lading are integral parts of ACL's transportation service. We have developed our own state-of-theart computer system, iATLAS that is also being licensed to other ocean carriers.

Atlantic Container Line will completely replace our current fleet of five, G-3 vessels in 2015. The new G-4s are multipurpose, RORO Containerships and will incorporate a totally new vessel design and expand ACL's capacity to handle Containers, Vehicles, Oversized Cargo, Breakbulk and Project Cargo.

Headquartered in Westfield, New Jersey, ACL's offices are located throughout North America and Europe.



Atlantic Container Line A Grimaldi Group Company 1-800-ACL-1235 www.ACLcargo.com



### **Bender Group**

Bender Group focuses on providing flexible logistics solutions, delivering excellent customer service and building partnerships with companies of all sizes to improve their supply chain networks, from raw materials to consumer delivery.

We sincerely believe in...

- Keeping our Promises
- It Ought to Be Fun to Go to Work
- Listening
- Actively seeking responsibility
- Getting real
- Communicating in a straight line



B ender Group is one of the most reliable and experienced third party logistics companies in North America, with roots in the logistics demands of World War II. Founded in 1945 with a 60,000 square foot public warehouse in Reno, Nevada, Bender Group has responded to the evolution of the supply chain with an entrepreneurial spirit and emphasis on technology. Bender is now a full service 3PL, operating dedicated and multi-client distribution centers, a complete transportation network, and international logistics services. Bender uniquely blends its expertise and resources with an intelligent and focused small business approach.

Bender Group's chief focus has always been to provide flexible warehousing and distribution center solutions, along with any related value added activities, at a competitive price. We have the physical operations, information systems, customer service and expertise to handle the most complex distribution requirements. Our warehousing services include Retail Logistics, Food Grade, E-Fulfillment, FTZ Services, and Reverse Logistics.

### Multi-Client Warehousing

Our multi-client locations provide flexibility and scalability to tackle ever-changing business needs without the hassle of being locked into a long-term, fixed warehouse space commitment. Utilizing one of our multi-client operations also allows our customers to take advantage of our professional expertise, shared labor resources, strong inventory control, and cost-effective transportation programs.

### **Dedicated Warehousing**

Enterprises seeking customized distribution center services will find Bender's dedicated warehouse operations offer powerful solutions under a longer term agreement. Bender Group proactively works to integrate our operation to behave as an extension of our clients' businesses. In a long-term, dedicated operation, we can accomplish this much more effectively than in a multi-client facility. During the contract development and negotiation process, we will proactively suggest and seek to incorporate Key Performance Indicators (KPIs) and performance metrics that will drive us to meet critical supply chain objectives. We utilize a comprehensive implementation project plan to ensure a quick and efficient deployment from the start-up through ongoing operations.

### Transportation

Whether you need national or regional LTL service via our core carriers, airfreight, or small package carriers, or are interested in private fleet conversion, Bender Group can help you organize and streamline your transportation needs to give you the costeffective delivery of goods to meet your business needs.

### Technology

Bender Group provides you with a state-of-the-art warehousing management system, order processing, and communications systems to help you maintain clear visibility of your inventory and transactions from anywhere.

### International

Bender Group offers the full complement of services required to manage the global supply chain, including customs brokerage and freight forwarding, import and export services, and value-added expert consultation services. Bender Group knows what is required to navigate the everchanging world of trade, while helping you make the strategic decisions necessary to compete on the world stage.

**BENDER GROUP** 

**Bender Group** 

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### **Bilkays Express Co.**

### **Mission Statement**

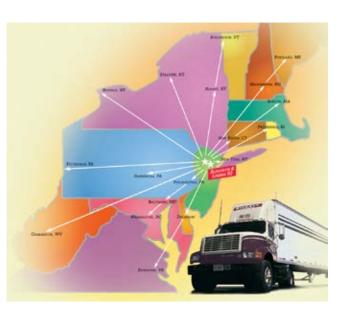
Since its inception in 1932, Bilkays/DWS has led the way in driving down transport costs while raising the standards of guality and service. Founded as a family business in 1932, our mission has been to satisfy the transportation and logistics needs of businesses in the Northeast. For 75 years, we've earned a solid reputation for delivering top guality service to our customers that only comes from hard work and years of experience. To us, quality isn't part of the job, it's a way of life.





#### Bilkays Express Co. Distribution Warehouse & Service Corp.

400 South 2nd Street Elizabeth, NJ 07206 Phone: 800-526-4006 908-289-2400 Fax: 908-289-6364 sales@bilkays.com www.bilkays.com



Bilkays Express sets the standards in shipping by which all others are judged. Businesses throughout the Northeast have come to depend on our accurate, on-time delivery for all of their shipping needs. Why? Because we get the job done better and for less by maintaining a modern stateof-the-art fleet so you can be sure your shipments are on the road to an on-time delivery.

Bilkays provides overnight delivery to the greater New York, New Jersey and Connecticut metropolitan area. Additionally, Bilkays provides extended overnight and second-day service to all of New England and the Middle Atlantic region.

Bilkays/DWS has two strategically located warehouses – one in Elizabeth, the other in Linden, NJ – just minutes from all New York bridge and tunnel crossings, major ports, and major rail yards. Bilkays/DWS is in the heart of the Northeast and at the gateway to the world. This puts us in the driver's seat when it comes to time-critical delivery of your shipments.

Bilkays/DWS uses the most modern equipment to handle the quickest of warehouse needs for the vast variety of businesses in the Northeast. We have all the equipment you would expect to provide warehousing for all of your needs. Our specialized equipment and expertise handles the toughest jobs.

The future of distribution, logistics, shipping, and warehousing has already arrived at Bilkays/DWS. Our state-of-the-art computers, as well as in-house programming, allow us to easily meet all your logistics and data processing requirements.

#### Technology

Our capabilities allow us to provide:

- Shipment status reporting
- Real-time inventory and lot control
- Inventory activity reports
- Electronic invoicing
- Electronic funds transfer
- Warehouse shipping notices

### Warehousing

- Bar code scanning
- Contract warehousing
- Custom packaging
- Order picking
- Pick pack ticketing
- Pool consolidation

#### Transportation

- Assembly
- Brokerage
- Dedicated contract service
- Distribution
- Driver and equipment
- leasing
- Driver management services
- Innovative pricing
- Logistics
- Piggyback drayage
- Pool consolidation/ distribution
- Protective services
- Refrigerated services
- Tailored distribution
- programs
- Transloading

Bilkays lives this philosophy every day: "the customer comes first and everything else falls into place behind that to satisfy the customers' needs."

BILKAYS EXPRESS CO. DISTRIBUTION WAREHOUSE & SERVICE CORP.

### **BNSF Logistics, LLC**

LOGISTICS PLANNER



Jim Craig Chief Marketing Officer

#### **Mission Statement:**

To provide a superior customer service experience by delivering innovative, flexible and value driven solutions.

At BNSF Logistics, we take great pride in offering personalized solutions to our customers from across the globe. The expertise, scope, uncommon financial depth and resources we are able to invest to create multi-modal supply chain solutions is unparalleled. It is our passion to provide our customers with creative, costeffective and sustainable solutions to address their complex logistics challenges.

"Yeah, we can do that" is more than a tagline ... It's the way we do business every day.





### BNSF Logistics, LLC 4700 S. Thompson Springdale, AR 72764 marketing@bnsflogistics.com www.bnsflogistics.com



BNSF Logistics is a Berkshire Hathaway Company and wholly owned subsidiary of Burlington Northern Santa Fe, LLC (BNSF). BNSF Logistics has been developing and implementing logistics solutions for a wide variety of consumer and industrial products companies for more than 10 years. We take great pride in finding or developing the right solutions for our customers, regardless of service or location. It is the determination and ability to invest in infrastructure and capabilities to address issues of the global marketplace, that differentiates BNSF Logistics from other 3PL providers.

### What Makes Us Different

In a world where pressure on costs is greater than ever and where service execution is simply the "price of admission," customer service stands alone as the key differentiator between BNSF Logistics and other providers. Customer satisfaction is always our number one priority. It's an area where we consistently measure our results and continue to challenge our people and our organization to take customer satisfaction to the next level. Even with some of the highest customer satisfaction scores in the industry, we continue to strive to exceed our customers' expectations.

### **Core Competencies**

BNSF Logistics has developed expertise and invested in capacity and capabilities in four distinct but often overlapping markets; Domestic, International; Project Cargo and Solutions Design. We have the resources, depth, and willingness to invest in complex pursuits to find the most economically friendly and cost-effective solution each time by combining multiple service modes to create greater efficiency and economies. The more complex the need, the more innovative the solution; the greater innovation equates to a stronger value proposition and measurable, bottom-line impact for our customer.

### **Our Range of Services**

Our innovative solutions range from single shipment execution to complete network design and operations. Our professional project management expertise spans from retail construction logistics, fixtures sequencing and kitting, route optimization studies and the development of transload and storage facilities. We provide an unmatched blend of professional expertise, logistics technology and engineered solutions designed to maximize value.

Working with all Class 1 and short line railroads, we deliver effective options for rail transportation through the complete North American rail network. Using a combination of rail, transload and highway services, we deliver significant cost savings and sustainable solutions for our customers.

While our railroad roots allow us to build domestic solutions with a rail element incorporated, we remain a classic non-asset based 3rd party provider. Our suite of services covers the entire spectrum of domestic and international services. Our service capabilities include truck, rail, intermodal, international ocean, customs house brokerage, managed transportation and distribution services, domestic & international air, and supply chain consulting and design services.

Our recent acquisitions of Albacor Shipping and EP-Team in December 2012, represent a bold commitment to global project cargo, as these two companies are heavily invested in that arena. Recognizing the build-out of infrastructure in the emerging economies around the globe as a driving force for logistics demand, BNSF Logistics has invested in the expertise and global presence of these companies to ensure we have the capabilities our customers require.

## LOGISTICS PLANNER

### **Brown Integrated Logistics**



Brian Kinsey President and CEO

Through its subsidiaries Brown Logistics Services, West Logistics, Brown Fleet Services and Brown Trucking, Brown Integrated Logistics provides a suite of worldclass logistics services.









### **Brown Integrated Logistics**

6908 Chapman Road Lithonia, GA 30058 Toll Free: 1-800-241-5624 770-482-6521 Fax: 770-482-5307 brownintegratedlogistics.com



### Bringing All the Pieces Together to Fulfill Your Transportation Needs

The Southeast's leader in dedicated and regional transportation services for more than 65 years, Brown Integrated Logistics delivers unparalleled, innovative dedicated solutions through its four subsidiaries: Brown Logistics Services, West Logistics, Brown Fleet Services, and Brown Trucking.

### **Brown Logistics Services**

Our 3PL transportation management division works to determine your needs and connects you with the optimal solution for transporting your shipment – at the optimal price for the service level you require.

### West Logistics

With a range of customized solutions, and contract, dedicated, and public warehouse facilities throughout the United States, West Logistics has the warehousing resources you need.

#### **Brown Fleet Services** Brown's Maintenance

division provides our customers with a vast road service and shop network throughout the United States. Services include contract maintenance, parts sales and service, component installation, commercial truck rental, captive dedicated shops and full-service leasing.

### Brown Trucking Company

Our team is committed to providing exceptional on-time service, value-added options, and transportation solutions that our clients require and expect. These include:

**Dedicated Truckload Transportation:** We relieve customers of the cost, risk, liability and headaches of load planning, scheduling and managing drivers and equipment.

■ Regional & Short Haul Truckload: Regional same-day on-time, intact, and on-budget delivery in the Southeast. With 12 terminals and 19 driver domiciles, we have the capacity you need, when and where you need it.

■ Trailer Spotting & Yard Management: With our fleet of satellite-tracked OTR-legal yard tractors and single-axle tractors, we can organize your yard, swap loaded and empty trailers at the dock, and shuttle trailers between the plant and warehouses.

Private Fleet Outsourcing: We provide the drivers, spotters, dispatchers, maintenance, fueling and management, along with any equipment required, and you get the best possible load planning and routing to cut costs and improve service.

■ Information Services: We could be considered an information services company with a great trucking operation; one that gives our clients a competitive edge in managing costs and pricing.

We work with each of our clients to develop a complete, customized distribution solution and are capable of providing these services anywhere in the United States.



# LOGISTICS PLANNER

### C.H. Robinson



**John Wiehoff** Chairman and Chief Executive Officer

### **Mission Statement**

Our people, processes, and technology improve the world's transportation and supply chains, delivering exceptional value to our customers and suppliers.









**C.H. Robinson Worldwide, Inc.** 14701 Charlson Road Eden Prairie, MN 55347

800-323-7587 solutions@chrobinson.com www.chrobinson.com



### Renowned Service & Execution

Our industry-leading knowledge, passion for delivering solutions, and expertise in freight and logistics is seen first-hand as our skilled people act as a single point of contact and provide global logistics knowledge. Our experts bring forward ideas and business intelligence in challenging global supply chain situations to help customers achieve their goals and obtain new efficiencies. They know how to analyze information and help determine the best approach for better business.

### **Global Transportation**

As one of the largest logistics providers in the world, our global transportation model unites culture and systems to provide consistent experiences for our customers. With a global network of offices, our performance-driven, hardworking, flexible, and service-oriented employees fulfill customers' shipping needs using local knowledge and regional expertise. Our capabilities set us apart from the rest, as we provide exceptional value to customers by evolving their supply chains to be more competitive and efficient.

### Industry Leadership & Powerful Execution

The volatility of the supply chain industry inspires us to search for innovative ideas that challenge the status quo. Customers benefit from our forward thinking approach because we are not content to simply meet expectations—we are committed to exceeding them every single day. Take the guesswork out of shipping with our leading global technology solutions. Reap the benefits of proprietary technology programs, multiple global integration capabilities, and flexible reporting tools to monitor shipments 24/7 as they make their way around the world.

- \$10.3 billion in 2011 gross revenues
- 10 million shipments handled in 2011\*
- 10,500+ employees worldwide
- 230+ offices worldwide
- 53,000+ transportation providers under contract globally
- 37,000+ customers worldwide
- Publicly owned and traded on NASDAQ (Symbol: CHRW)

\*Includes transportation management business

# LOGISTICS PLANNER

### **C.R. England**



**Dan England** Chairman of the Board

### **Vision Statement:**

C.R. England, the largest temperature-controlled carrier in the world, is dedicated to providing a comprehensive range of asset based global transportation solutions to meet the requirements of a rapidly evolving global customer base. As a family-owned, customer and employee focused corporation since 1920, we are driven to maintain our leadership role through time-tested services, technology and processes. Our entrepreneurial culture and values enable us to expand reliable services while keeping our commitments to public safety, social responsibility and financial stability.



### C.R. England

4701 West 2100 South Salt Lake City, Utah 84120 800-453-8826 www.crengland.com



C.R. England, the largest temperature-controlled carrier in the world, is dedicated to providing a comprehensive range of services to help plan, implement, and manage the flow of goods safely from point of origin to point of destination, anywhere in the world, efficiently, reliably and economically.

We have the capability to implement everything from shipping refrigerated and dry freight reliably and on time, to managing a dedicated fleet and everything in between. From services, to systems to technology to people, C.R. England delivers performance and a seamless, transparent customer experience.

### **C.R. England Services**

Dedicated: As one of the largest dedicated service providers in North America, we design a contract carriage solution to match your requirements and support you with unparalleled customer service: refrigerated, dry, flat bed, specialized pups, DC-tocustomer or a strategic combination of modes. ■ Mexico: C.R. England has invested the resources and human capital to be the leading transportation company capable of serving customers in the U.S. and Mexico. We offer multiple border crossings and a bi-lingual staff.

■ Intermodal: C.R. England offers specialized protected service trailers and features TempStack, our 53' temperature-controlled containers. Un-tethered tracking technology ensures load safety and remote monitoring. Intermodal capability offers a variety of shipping advantages: reduced costs, improved environmental impacts, flexibility and load security.

■ Regional: This over-theroad service is customized to meet the demands of a shorter length of haul in a concentrated network. Service areas include the West, Midwest and Texas regions of the United States. C.R. England Regional service offers surge capabilities and on-time service without adding additional carriers.

**National:** Our largest most flexible transportation service, spanning the entire continental U.S. Our national team has the capacity and experience to serve every critical need, from freight transport to expedited team service to timely surgeresponse. We operate four award-winning driver schools throughout the United States, which means we train our drivers on the specific challenges of operating within a refrigerated fleet.

In today's world, every commodity or consumable must eventually travel via ocean, air, rail or highway. C.R. England has a unique combination of experience and capability to meet the transportation requirements of a rapidly evolving global customer base with a diversified portfolio of transportation solutions, capacity and flexibility, technology and a passion for service. For more information, visit www.crengland.com.

### **Cardinal Logistics Management Corp.**



Vincent P. McLoughlin Chairman of the Board

#### **Mission Statement:**

At Cardinal Logistics Management, our mission is to provide knowledge-based, integrated logistics and transportation solutions using advanced systems technology and experienced industry professionals. Cardinal fully understands the needs of each customer. Our goal is to develop the most expedient, costefficient and functional solutions for our customers and then implement the plans with flawless execution.







### **Experience Counts Most**

When it comes to quality at Cardinal, the results speak for themselves. As many companies work to meet ever-changing supply chain demands, Cardinal works harder to find the most efficient and cost-effective solutions to meet and exceed our clients' expectations. Cardinal built a solid foundation by solving challenging transportation issues and providing quality service as evidenced by consistent recognition from customers and industry peers.

Cardinal continues to successfully execute transportation solutions for its clients by hiring the best drivers and operators who are dedicated to maintaining our customer-focused culture. Our hands-on management team includes some of the most respected and hard-working logistics experts in the industry.

Our long-standing commitment to customize challenging supply chains is the hallmark of Cardinal's diverse array of transportation services and we plan for it to be for years to come.

### **Cardinal's Services**

Our logistics experts work directly with our clients to optimize their supply chains by developing and implementing customized solutions that best fit their needs. Our dedicated solutions are designed to meet the most complex transportation challenges while providing the same benefits of a private fleet – like dedicated drivers and capacity.

Cardinal's services include:

- Dedicated Contract Carriage
- Bulk Transport
- Home/Jobsite Delivery
- Temperature Controlled Logistics
- Transportation Management
- Warehousing and Distribution
- Supply Chain Consulting
- Software as a Service

We differentiate ourselves by remaining flexible and integrating technology to ensure clients receive the most advanced supply chain solutions.

### Cardinal's Proven Technology

Cardinal develops and customizes leadingedge technology with our proprietary and flexible Dynamic Workflow™ to support each client's specific transportation requirements.

Cardinal's proven technology includes: handheld scanning at delivery; real-time order updates, product and transit visibility using GPS; event and alert management capabilities; and comprehensive hosted WMS and TMS modules. Every solution we develop fully interfaces with our customers' primary operating systems making the Cardinal solution seamless with optimal portability.

### **Trust Cardinal**

Cardinal may not be the largest 3PL in the business, but when it comes to personalized service, customized solutions and a willingness to go the extra mile, Cardinal is the trusted transportation and logistics partner that customers turn to every day.



Cardinal Logistics Management Corp. 5333 Davidson Highway Concord, NC 28027 www.cardlog.com

Skip Stritzinger Sr. VP Sales & Marketing Office: 401-284-0806 sstritzinger@cardlog.com



### **Carlile Transportation Systems**



Linda Leary President

Carlile is committed to provide dependable transportation services to the people and businesses we serve in a manner which ensures stable, profitable growth, a pride of employment and ownership, a positive public image and a respect for the industry.



### **Road Tested**

Carlile puts its reputation on the road every day, transporting full and partial loads across North America. With six terminals in Alaska and four in Canada and the continental United States, we make it easy to move whatever you havewherever it is. Our fleet of more than 1,500 vehicles includes refrigerated and standard trailers, lowboys and tankers. We also offer select expedited services for shipments between Alaska and the rest of North America.

### Locations, Locations, Locations

Whether you're shipping within Alaska or between the state and the rest of North America, Carlile has strategic terminal locations and supplychain relationships to deliver your freight as quickly and cost-effectively as possible. Our Minneapolis and Houston terminals are perfect for shipping from every corner of the continental United States to Alaska. Our Tacoma facility sits at the edge of Alaska's waterways. Our Edmonton terminal provides dedicated shipping services between Alaska and Canada. And our network of road, rail, air, port and sea partners extends our continental services even further, including service to Hawaii via ship and barge from Tacoma and other West Coast ports!

#### **Heavy Lifting**

Carlile made its mark by hauling some of the heaviest, bulkiest and one-of-a-kind pieces of freight in Alaska's unforgiving climate. As a result, we have first-class equipment and technologies for heavy-lifting projects as well as specially trained drivers and on-the-ground support personnel. So we can deliver your heavy-haul load on time, on budget and in one piece.

#### **Hazardous Materials**

Our professionally-trained team manages and transports all classes of hazardous materials, including bulk, nonbulk and waste. Our network of transportation partners shares our commitment to ensure safe, compliant transportation of hazardous materials.



### Carlile Transportation Systems

Anchorage Main Terminal 1800 E. 1st Avenue Anchorage, AK 99501 800-478-1853 Fax: 907-276-6786 customerservice@carlile.biz www.carlile.biz

> Tacoma Terminal 2301 Taylor Way Tacoma WA 98421 253-874-2633 800-323-2296

# LOGISTICS PLANNER



Dan Sanker

#### Vision Statement:

CaseStack levels the playing field for mid-sized consumer packaged goods companies by providing logistics services with low costs, the highest service levels, and a technology platform usually reserved for the largest CPG's in the industry.

### Regional Consolidation Centers:

- Portland, ORBuena Park, CA
- Duenariar, CA
   Ontario, CA
- Ontanio, C
   Dallas, TX
- Chicago, IL
- Atlanta, GA
- Scranton, PA
- Toronto, Canada



#### CaseStack, Inc.

Corporate Office(s): 3739 N. Steele Boulevard, Suite 120 Fayetteville, AR 72703 Office: 479-856-6142 Toll Free: 855-638-3500 consolidation@casestack.com

2850 Ocean Park Boulevard Suite 100 Santa Monica, CA 90405 Toll Free: 855-638-3500 consolidation@casestack.com

www.CaseStack.com



### Total Outsourcing Solutions

CaseStack sets the industry standard for comprehensive integrated warehousing and transportation services that cut costs for consumer goods companies worldwide. CaseStack offers fully scalable services ranging from lessthan-truckload (LTL) shipping to full outsourcing logistic solutions.

Our team partners with our customers, using our expertise and strategic supply chain relationships, to design solutions that exceed your expectations and drive efficiency. We are your logistics ally, working closely with our supply chain network to provide you unsurpassed operational performance. Our programs and resources become your logistics infrastructure, with a team that guides your orders each step of the way.

Successful logistics operations are rooted in teamwork and trust. At CaseStack, we work diligently to maintain strategic partnerships throughout the supply chain, affording our customers the competitive pricing and advanced technology enjoyed by their larger rivals.

### Consolidation

CaseStack combines your LTL orders with other suppliers in our warehouses or via a cross dock. By matching up customers orders destined for the same retailer CaseStack is able to offer inexpensive full truckload pricing instead of costly LTL rates.

### **Customer Benefits:**

- Increased on-time performance
- Improved Suppliers
   Scorecard
- Improved product quality
- Decreased Inventory costs
- Sustainable Solution
- Preferred status to retailers

### CaseStack, Inc.

### Retailer Benefits:

- Improved in-stock rates
- Shorter lead times
- Eliminate order minimums
- Decreased dock congestion
- Reduced inventory costs
- Increase supplier competition

CaseStack consolidates multiple vendor LTL orders to the following retailers: Wal-Mart, Target, Costco, Whole Foods, Roundy's, Bed Bath & Beyond, Kroger, Publix, Safeway, CVS, H-E-B, Food Lion, C&S, and other grocery retailers.

### Technology

Fast, inexpensive shipping means nothing without data security and transparency. CaseStack ensures that customers experience not only higher service levels, but complete data protection and visibility with our proven technology platform. CaseStack set the industry standard for operations planning with redundant servers and an off-site data recovery system ready to keep your logistics operations running smoothly.

### Our Web-Based Platform Lets You:

- Place orders
- Track shipments
- Monitor SKU levels
- Specify item and order attributes
- Dictate inventory levels
- Forecast future needs
- Manage billing
- Manage claims

Case Stack

### **Cass Information Systems, Inc.**

Cass Information Systems, Inc. is the leader in customized freight bill audit, rating, payment and business intelligence services. We service over 1,200 customers globally including more Fortune 500 companies than any similar service.

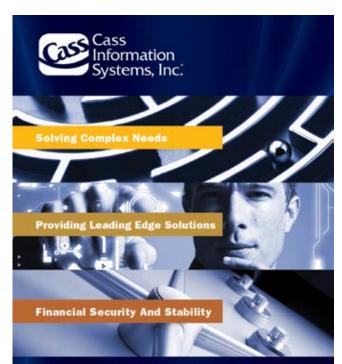
Cass has the most industry experience in implementing complex processing systems that meet the unique internal requirements of large companies. Our system architecture allows us to provide customized solutions. We do not fit companies into a "standardized" system. Cass prides itself on providing system solutions that companies are unable to develop internally, or with other service providers.

In business since 1906 and processing freight invoices since 1956, Cass continues to offer stability, security, and expertise in the freight payment market.



### Cass Information Systems, Inc.

13001 Hollenberg Drive Bridgeton, MO 63044 314-506-5500 Fax: 314-506-5840 cass@cassinfo.com www.cassinfo.com



### The **Leader** in Freight Bill Audit, Payment and Business Intelligence Services.

ass is the leading provider ✓ of freight audit, payment and business intelligence services, leveraging over 50 years of experience in providing solutions to major corporations having complex transportation payment and information needs. By understanding our customer's critical transportation and accounting processes, we provide customized business intelligence solutions that help create a competitive advantage through reduced costs, increased efficiency, and better decision making capability.

Our goal is to not just duplicate existing systems but to provide enhancements to the freight processing system that will help to maximize a customer's supply chain efficiency. Cass' team of industry experts perform an in-depth analysis of your unique needs.

### **Solutions**

Cass offers solutions in these key areas:

- Freight bill processing and payment
- Freight bill auditing
- Freight accruals
- Freight rating
- General Ledger Accounting
- System design and development
- Electronic billing conversion
- Package level audit and
- reporting
- Vendor compliance reporting
- Carrier compliance reporting
- Billing procedures

- Business Intelligence
  - Standard and Custom Reporting
  - Benchmarking
- Web-based reporting and analysis
- Carrier services
  - Freight bill inquiry
- Exception analysis

### **Financial Security**

Cass Information Systems Inc. is a Financial Holding Company. We are publicly held and traded on the NASDAQ Stock Market (CASS). We furnish our financial information and projections to the Securities and Exchange Commission and the NASDAQ on a regular basis.

We comply with the provisions of Sarbanes-Oxley and we make the SSAE 16 Auditing Standard Report available to our customers and prospective customers.

### **Experience and Service**

We substantially invest in personnel and the required technology to ensure we provide superior customer support and service in our relationships. Our Customer Service Team includes an assigned Account Manager who manages the customer relationship with representatives from systems, operations and carrier relations. This level of customer support provides the highest echelon of quality services, and the most extensive customer oriented focus in our industry.

Contact Cass today to learn more about the freight audit, payment and business intelligence solutions that you can count on today and into the future.

### **Cheetah Software Systems**



Jeff Groenke Vice President Sales & Marketing

Cheetah offers affordable integrated workflow solutions for real-time optimized routing, scheduling, loading, delivery, and pickup that provide access to information across your business. Cheetah offers companies with fleets of any size technology rivaling and even surpassing that used by international carriers, for a small fraction of the cost.



Cheetah Software Systems 200 N. Westlake Blvd. Suite 200 Westlake Village, CA 91362 Phone: 805-373-7111 Toll Free: 888-CHEETAH Fax: 805-373-7112 Email: info@cheetah.com www.cheetah.com

### Revolutionizing Speed of Service

Founded in 1987, Cheetah helps companies get the right products to the right place at the right time, with the best customer service and the lowest cost. Cheetah provides dynamic, optimized routing that continuously adjusts to changing conditions; automated dispatch and customer service; and access to real-time supply chain information across an organization.

Cheetah allows retail, logistics, transportation, healthcare, and other organizations to operate more profitably in an increasingly complex supply chain logistics environment. Immediate, realtime access to information allows for proactive operations management across the entire supply chain. Companies use Cheetah solutions to quickly and easily increase productivity, efficiency, and customer service - increasing volume with fewer dispatchers, customer service reps, miles, and vehicles. Customers include Macy's, Ward Trucking, Cardinal Health, FedEx Office, JS Logistics, Central Freight, Exel, and others across North America.

### What Cheetah Customers Are Saying

REVOLUTIONIZING

"After only six months or so. Cheetah has already accomplished the 3-5% increase in productivity and the 5-10% reduction in miles per stop that we hoped to accomplish with the solution. Even more importantly, we've been able to remotely dispatch multiple locations from a single location, consolidate management teams, and more efficiently manage the business. And, we've been able to provide better customer service by centralizing our customer service function.

"Our ability to accomplish our long-term plans for consolidation and centralization in only two months has helped us weather the storm in this incredibly difficult economy." – Director Operations Services, Central Freight Lines

"Cheetah has enabled us to eliminate many hours of data entry for pickups at the end of each day, and to eliminate up to an hour each day of drivers waiting for pickup assignments. We've lowered the number of miles driven per stop, and our ROI has been tremendous – we're making 10% more stops with 6% fewer miles, saving more than \$1,000,000 a year in direct operating costs, along with \$500,000 in dispatch labor costs." — *VP of Asset Management, Ward Trucking* 

### Cheetah Real-Time Logistics Solutions

Cheetah Freight, Delivery, Drayage, and Courier enable transportation, delivery, and logistics companies to reduce operating costs by significantly increasing the efficiency of route planners, dispatchers, and customer service representatives. All solutions provide optimized scheduled routing that enables more stops with fewer trucks, while the power of real-time dynamic routing allows for the scheduling and automatic routing of "on-demand" pickups. Stops are automatically downloaded into the driver's device, providing real-time, GPS-enabled supply chain visibility and instant proof of delivery – the easy-to-deploy and affordable systems for any size company.

Cheetah Software Systems, Inc. Revolutionizing Speed of Service.

# LOGISTICS PLANNER

### ChemLogix LLC

### J. Stephen Hamilton President & CEO

#### **Mission Statement**

ChemLogix is dedicated to solving its customers' most vital logistics challenges by leveraging chemical industry expertise, best-of-breed technology and a personalized, high-touch approach to deliver measurable, sustainable value.

### **Tailored Solutions**

ChemLogix offers a comprehensive menu of logistics solutions, each tailored to the needs of their clients, including:

- On Demand Global TMS Technology from IBM
- Managed Freight Services
   Freight Benchmarks &
- Procurement Freight Audit & Payment
- Rail Fleet Management
- International Freight Management
- Intermodal Freight Service
- Freight Brokerage
- Supply Chain Consulting
- Network Optimization

### ChemLogix, LLC

Abington Hall, Suite 300 1777 Sentry Parkway West Blue Bell, PA 19422 215-461-3800 information@chemlogix.com www.chemlogix.com



### Delivering Sustainable Value

ChemLogix, LLC is the leading provider of comprehensive chemical industry logistics management and technology services that together with its supply chain consulting resources enable its clients to improve performance and drive economic value.

### Chemical Industry Expertise

ChemLogix has deep roots in the chemical logistics industry that extend back to its affiliation with GATX Corporation and the former Chemical Leaman Tank Lines. Since becoming an independent entity in 2001, ChemLogix' staff has grown to more than sixty dedicated employees with offices in Blue Bell, PA, Naperville, IL and Houston, TX, the heart of the chemical market. ChemLogix operates under a proprietary business model called C|3PLUS, a unique philosophy that combines the technological and financial efficiencies of outsourcing with personalized strategic insights and industry leading best practices. This business model allows ChemLogix to provide both "point" and "end-to-end" logistics services beyond those of many average 3PL or logistics solution providers.

### High Tech and High Touch

Because technology is critical to monitoring and expediting supply chain movement, as an IBM Advanced Business Partner, ChemLogix employs state-ofthe-art systems to optimize transportation processes and deliver world class performance. In addition, the company's robust On Demand Global TMS provides clients with real-time visibility into shipment status and information anywhere in the world.

Complementing this technology is a team of dedicated front-line logistics managers and staff with decades of supply chain experience. By offering personalized, high-touch service, the ChemLogix team is able to deliver measurable, sustainable results – helping its clients shorten order-tocash cycles, reduce total costs, improve service levels and deploy innovative supply-chain management initiatives.

CHEML



# LOGISTICS PLANNER

### **Citi Transaction Services**



**Faizal Jiwa** Head of North America Trade



**Roland Hartley** Head of North America Trade Sales

### **Mission Statement:**

Citi works tirelessly to serve individuals, communities, institutions and nations. With 200 years of experience meeting the world's toughest challenges and seizing its greatest opportunities, we strive to create the best outcomes for our clients and customers with financial solutions that are simple, creative and responsible. An institution connecting over 1,000 cities, 160 countries and millions of people, we are your global bank; we are Citi.



C iti Transaction Services provides cash management, trade and securities services to companies, governments and other institutions in over 140 countries and 96 jurisdictions. Ninetyfour percent of Fortune 100 companies and 81 percent of Fortune Global 500 companies count on Citi to support their treasury operations with global solutions.

Every day, Transaction Services intermediates more than \$3 trillion in financial, commercial and capital flows. Access to technology platforms, regulatory knowledge and data-driven expertise enables clients to manage financial operations efficiently and with visibility and control. This maximizes the value of their capital, protects the integrity of supply chains and manages risk. Citi's clients depend on the scale and consistency of our global platforms, connectivity to market infrastructures and proven operating expertise in developed and growth markets.

We provide working capital solutions and transaction processing to supply chain financing, correspondent banking, securities services, issuer services and investment administration and servicing across traditional and alternative investment strategies, asset classes and geographies. Uniquely placed to support clients' expansion in the developing markets, Citi Transaction Services meets their evolving needs through sustained investment in technology and digital innovation and is truly the backbone of Citi's global franchise.



**Citi Transaction Services** 388 Greenwich St. New York, NY 10013 roland.hartley@citi.com www.transactionservices. citigroup.com

# LOGISTICS PLANNER

### **Cloud Logistics**



Mark Nix CEO

**Mission Statement:** Delivering the most innovative logistics solutions to all.

> C loud Logistics brings the newest generation of logistics solutions to the global supply chain market. We make the complexities of order collaboration, communication and transportation management simple, so that companies of any size benefit from our unique configurable architecture.

Cloud Logistics

Social work tools for business, such as our Logistics Activity Stream<sup>sm</sup> (LAS), allow each person involved with an order or shipment the ability to attach documents, photos and videos entirely within a private secure community.

Only one-third of the companies in North America use a TMS today. Keeping that in mind, the Cloud Logistics architecture was developed to address the needs of all shippers. Accessible from your smartphone, our LAS<sup>sm</sup> and TMS are available anytime you need to search for an important order or shipment status, even allowing you to see its location on a map. Offering our customers configurable process workflows, user experiences, alerts, and dashboard widgets, we make it possible to deliver software as a self-service (SaaSS) completely within our cloud based network.

Cloud Logistics is on a mission to deliver the most innovative logistics solutions to all.

- Global multi-modal, multileg TMS
- Tracking on maps via web or mobile device
- Order Collaboration, adjustments, global status updates
- Logistics Activity Stream<sup>sm</sup> social work tools for business
- TMS in your pocket via smartphone
- Configurable Workflow



Architecture (patent pending) Cloud network of sup

172

- Cloud network of suppliers, carriers, and customers
- Real-time photo, video, and shipment document sharing
- Tender, BOL creation, rating, auto pay, reporting
- Direct AS2 type carrier interfaces for 204, 214, 210's
- Simple approach, simple to use, rapid ROI

The Cloud Logistics team has been together at the forefront of web-based logistics software for over a decade. After helping to define the SaaS logistics landscape and gaining the trust of the industry's early adopters in early 2000, our team is back to extend the reach of logistics technology to companies of all sizes with a low cost solution built for today.

### **Cloud Logistics**

222 Lakeview Avenue Suite 1660 West Palm Beach, FL 33401 561-800-1212 Fax: 561-800-1208 www.gocloudlogistics.com



### **COGISTICS** Transportation, LLC

#### Mission:

To collaborate with our clients and their suppliers in providing innovative logistics solutions in today's global markets.

To integrate the best technology to reduce cycle time, improve customer service and lower costs while ensuring customer satisfaction.







Our solutions deliver your satisfaction www.cogisticstransportation.com OGISTICS Transportation offers you the most Shipments

strategic options necessary for reducing your expedited/ premium transportation spend, without compromising service.

Our staff and decision support software will determine the proper mode and/or multi-mode selection to meet your needs. Our professionals have handled hundreds of thousands of expedited shipments since 1994.

We Can Help You Reduce Your Expedited Cost!

### **High Visibility Expedited** COGISTICS

BOUND THE CLOCK · AROUND THE WORLD · AROUND THE CORNER

COGISTICS TRANSPORTATION

TRANSPORTATION results in successful expedites, higher visibility, increased service, and reduced costs. All of this, plus you will receive back your most important commodity - TIME.

- Non-Asset Based
- Domestic and International
- 24/7 Event Management
  - Freight In-Transit Recovery • Air Charter - Full range of
  - cargo aircraft
  - Special Equipment Full range
- Unique Service Requirements
- Blended Modes
- Full internet visibility with wireless text-based shipment updates
- HAZMAT Certified

#### COGISTICS

TRANSPORTATION has been satisfying domestic and international customers for over 18 vears.

Call 863-648-9279 to get started!



**COGISTICS Transportation** 

2525 Drane Field Road Suite 25 Lakeland, FL 33811 Phone: 863-647-9389 Email: info@cogistics transportation.com

### The Columbus Region



Kenny McDonald Chief Economic Officer Columbus 2020

### **The Columbus Region**

The Columbus Region is located in the center of Ohio, and within a one-day drive or one-hour flight of nearly half the population and manufacturing capacity of the U.S. and Canada. The transportation networks provided by Port Columbus International Airport, Rickenbacker International Airport and multiple rail terminals fuel these opportunities and grow with the area's ever-changing demands.

The Columbus Region is also home to a capable, educated workforce growing at a rate substantially above the national average.

Fifteen Fortune 1000 companies – including six Fortune 500 companies – have established headquarters in the Region due to its commitment to improvement and future growth.

The Columbus Region's logistics industry has been launched into the spotlight and is one of the area's fastest growing sectors.



Where the new Midwest begins.

150 S. Front St., Suite 200 Columbus, OH 43215 614-225-6063 columbusregion.com

### TOP RANKED LOGISTICS LOCATION.

### LEARN MORE AT COLUMBUSREGION.COM



### Access

Columbus is ranked the No. 1 Most Favorable Business Location with Accessibility to the American Market by Three Scale Research.

■ Road: Crossed by eight major interstate highways with easy southbound access through the Mid-Atlantic States to the Southeast. East-west corridors traverse the country from coast to coast. Interstate access provides major benefits to in-state commerce with easy travel possible to and from any market in the state.

■ **Rail:** Two mainline railroads and a network of short lines across the Region.

Air: Rickenbacker International Airport with 12,000-ft. runways, Port Columbus International Airport with more than 140 daily departures.

 Intermodal: Combined intermodal facilities to handle 800,000 container lifts annually.
 Port: Access to the Port of

Virginia through the Heartland Corridor, expanded to accommodate double-stacked freight trains.

■ Foreign Trade Zone #138:

Six pre-designated Magnet Sites and ability to provide FTZ designation to any site in 25-county Central Ohio service area

### Leadership and R&D

■ Home to top ranked Ohio State University, Battelle Memorial Institute and Chemical Abstracts Service – two of the world's leading private-research institutions.

Superior research capabilities and a strong corporate foundation have allowed the Columbus Region to become one of the fastest growing innovation and technology hubs. Industry leaders formed the Columbus Region Logistics Council (CRLC) to serve as the catalyst for the growth of the Region's logistics capability. The CRLC is dedicated to fostering a logistics-friendly business environment, developing and enhancing an advanced logistics infrastructure, infusing worldclass logistics technology into regional industry and building a highly skilled workforce.

### Workforce

Thriving region with more

than 3,200 logistics businesses and access to more than 2 million people.

 More than 100,000 skilled and motivated workers in logistics occupations, with educational programs at all levels.
 Fifty-four colleges and universities, including The Ohio State University's Fisher College of Business, ranked No.
 7 among supply chain/logistics programs nationwide.

### **Cost-Efficiency**

Business-friendly tax policy and state commitment to the industry.

Ernst & Young and KPMG rank Ohio No. 3 in tax competitiveness.

No inventory or personal property tax.

Among the lowest average asking rent for distribution and warehousing among major American cities.

### **Contacts and Services**

The Columbus Region is guided by Columbus 2020, a private, non-profit regional economic development organization that works in collaboration with state and local partners.

Columbus 2020 offers a comprehensive suite of services to companies and consultants evaluating the market area:

Confidential and custom site location assistance

- Labor market analysis and demographics
- Tailored market research
- Detailed, comprehensive site/ building information
- Facilitate state and local incentive programming
- Personal community and site tours
- Introductions to professional services providers

Meetings with community and business leaders

## **Con-way Inc.**

LOGISTICS PLANNER



**Doug Stotlar** President & CEO

#### Vision Statement:

At Con-way, our employees are our greatest competitive advantage. By focusing on our values, we will realize the vision of making Con-way our clients' greatest competitive advantage in global supply chain services.



Con-way Inc. 2211 Old Earhart Road Ann Arbor, MI 48105 Tel: 734-757-1444 Fax: 734-757-1158 info@con-way.com www.con-way.com



🛾 on-way Inc. (NYSE: CNW), a \$5.3 billion freight transportation and logistics services company headquartered in Ann Arbor, Mich., delivers industry-leading transportation and logistics services through its primary operating companies: Con-way Freight, Con-way Truckload and Menlo Worldwide Logistics. Operating from more than 425 locations across North America and in 20 countries, these operating units provide high-performance, day-definite less-than-truckload (LTL); full truckload as well as logistics, warehousing and supply chain services; and trailer manufacturing.

**Con-way Freight** delivers superior LTL performance, comprehensive coverage and service excellence across North America. A single network of more than 425 operating locations, the largest in North America, enables Con-way Freight to provide improved exception-free delivery, better on-time service performance and faster transit times to markets of all sizes. They also extend their customers' reach by providing full-service LTL throughout Canada and cross-border service to and from Mexico. Local, personal service is supported by the most experienced people in the business and state-of-the-art technologies ensure visibility, help customers save time, and provide them with the confidence their freight will be there — when and where they need it.

Menlo Worldwide Logistics designs and implements the logistics solutions that become customers' greatest competitive advantage. Menlo helps customers achieve their business objectives and improve performance while delivering the lowest total cost. Menlo provides consulting to determine optimal network design, and creates value by carrying this theory into practice. Menlo has developed and implemented this plan for top companies around the globe. Combining extensive transportation management resources and leadership in lean logistics with the resources of more than 17 million square feet of warehouse space, Menlo designs, delivers and operates flexible, cost-efficient supply chain management solutions.

Con-way Truckload is one of the industry's largest dry-van truckload carriers, providing exceptional service to our customers throughout the United States, Mexico and Canada. Con-way Truckload delivers consistently superior, on-time performance and industry-leading capacity. The company provides fulltruckload transportation servicing the shipping needs of retail and manufacturing businesses regionally and nationally. Through Conway Inc., Con-way Truckload can leverage a broad range of services to deliver integrated solutions that meet customers' complex shipping needs.

Additionally, Con-way's non-asset-based operation, **Con-way Multimodal**, provides truckload capacity through their network of more than 15,000 carriers. Con-way Multimodal offers dry van, intermodal and specialized services for any equipment combination needed throughout North America.

At Con-way Inc., we never settle for less.

Visit www.con-way.com.

# LOGISTICS PLANNER



Kyle Gholston Vice President

Conexus is a leading provider of transportation solutions throughout North America. We specialize in providing transportation, distribution, warehouse and customs clearance solutions between Mexico and the U.S. and Canada.

#### Capabilities

- Supply Chain Management
- North American Transportation
- Warehousing & Distribution
- Customizable Technology
- Shipment Visibility
- Project Management
- 24/7 Support



**Conexus Tulsa Office** (Corporate Headquarters) 808 N. 161st E. Ave Suite 100 Tulsa, OK 74116 800-545-6617 918-234-4414

#### Laredo Office

8620 Las Cruces Dr. Laredo, TX 78045 956-717-0922

www.conexuslogistics.com



#### About Us

Founded in 2003, Conexus is a third-party logistics company headquartered in Tulsa, Oklahoma providing transportation and supply chain solutions throughout North America. Conexus supply chain management services include truckload, less-than-truckload, intermodal, expedited, and specialized services to all points within the U.S., Canada, and Mexico. Our experienced staff carefully monitors the progress of every shipment from pick up to final delivery. Our customers can expect to receive professional and personal handling of their cargo each and every time while receiving critical updates along the way.

#### International Transportation

Conexus specializes in cross-border transportation between Mexico and the U.S. and Canada. Our entire staff stays current with the ever changing border and customs requirements giving our customers the confidence of knowing their shipments will arrive safely and in a timely manner. We maintain an extensive network of local drayage and Mexican carriers that provide us with the flexibility to meet even the most unique requirements.

### Warehousing & Distribution

Conexus offers a broad range of warehousing and distribution options at our international facility located in Laredo, Texas. The facility lies just two miles from the World Trade Bridge that crosses into Mexico, allowing us to simplify and expedite the international shipment process and provide complete visibility throughout the cross border transit. Our staff of experienced professionals makes safety and security their top priorities, giving our customers confidence in knowing their materials are in good hands. Our warehouse and distribution services include:

- Trans-Loading
- Packaging
- Repackaging
- Stretch-wrapping
- Slip Sheets
- Clamps
- Banding
- Racking
- Kitting
- Strapping
- Crating
- Pallet Procurement
- Pallet Procurement
   Pick & Pack Services
- Cross Docking
- Cross Dockir
- Return Management
- Same Day Shipping

## Conexus

#### **Our Provider Network**

We maintain strong working relationships with an extensive network of reliable carriers throughout North America. This allows us to provide the highest level of service while reducing the overall cost of our customers' transportation spend. Each carrier in our network is required to meet a set of stringent requirements prior to handling their first load.

#### **Delivering Value**

Our expectation is to provide value to our customers in every interaction we have with them, whether that value is realized through a comprehensive analysis of our customers' supply chain process or through a simple "thank you" from us. We strive to not simply be a transportation provider, but rather to become an extension of our customers' business while offering flexibility and cost-saving strategies.

#### **Personal Service**

As a Conexus customer, you won't hear a pitch. What you'll get is an account manager who is keenly interested in listening to your issues and focusing on solving your problems. Whether your issue is how to expand into new markets, reduce inventory costs, or simply achieve greater flexibility in your supply chain, Conexus customers can trust us to personalize our problem solving solutions to your company.

Contact us today and let one of our team members "CONEXUS" to your business!

## LOGISTICS PLANNER

## **Continental Expedited Services, Inc.**

#### **Quality Statement:**

Continental Expedited Services, Inc. is committed to exceeding clients' expectations with the highest level of service and technology, offering communication and reliability second to none, and striving to be the best by improving our processes continuously to meet changing needs.

#### Locations:

- Clarksville, TN
- Laredo, TX
- Nuevo Laredo, Tamps.
- Queretaro, Qro
- Mexico City, DF





#### Continental Expedited Services, Inc.

1203 Uniroyal Drive Laredo, TX 78045

P.O. Box 707 Clarksville, TN 37040

855-SHIPCES customer.service@shipces.com www.shipces.com



ontinental Expedited Services, Inc. is the fastest growing provider of time-critical transportation services in North America. Having provided door-to-door transportation solutions for customers' time sensitive needs for years, Continental has been the choice for many looking to simplify their supply chain with easy to use web tracking and order entry technology, full border crossing and customs services, and one of the most reliable on-time percentages in the industry.

#### Technology

Ease of use and simplicity while still feature-rich is how to best describe Continental's online user interface. Customers are able to enter shipments online though an easy to use web portal, as well as retrieve invoices, proof of delivery, and of course, track their order. With satellite units updating positions every 20 minutes, it is peace of mind knowing that even the slightest delay is noticed instantly by the 24 hour customer service team. With door sensors as well as

the newest technology in trailer tracking installed on all trailers, customers are given total peace of mind knowing their cargo is monitored at all times, even south of the border. This level of service allows customers to Call Continental and Sleep Well at Night<sup>™</sup> knowing their shipments are handled by the industry leader in technology and communication.

#### International

As manufacturers are keeping inventory lean and relying heavily on their supply chain, there is little margin of error for customs and border crossing issues. With the everincreasing volume of parts manufactured in Mexico, finding a carrier that is skilled at Southern border crossings is key. Continental boasts a full customs department at their Laredo, Texas facility. This four acre facility is not only CBP customs bonded for in-bond movements, but also houses the Border South operations team, which provides real time asset and non-based quotes and tracking for all orders in Mexico. In addition

to being a C-TPAT provider, Continental also utilizes FAST drivers and equipment for seamless border crossings. For the client, this equates to crossing times that make our Mexican border crossings as swift as our Canadian border crossings. Coupled with a 24 hour bilingual staff, and secure vards at three major points in Mexico, Continental Expedited Services has become the expedite provider of choice for all time-definite services in North America.

#### Value

With years in the expedite industry, Continental is constantly adding more value for its customers. From an integrated inventory control system in all US warehouses, to being an authorized carrier of hazardous materials in the US, Canada, and Mexico, Continental is leading the way in value and reliability. With one of the only asset-based expedite fleets in Mexico, they are the one call solution for all time-critical needs on our continent.

Call Continental and sleep well tonight!



# LOGISTICS PLANNER

## **Corporate Traffic**

#### **Mission Statement:**

Never Settle. At Corporate Traffic, "Never Settle" is more than a motto. It's a quantifiable mentality that all our employees, drivers, and vendors employ to get you the results you need, when you need them. We NEVER SETTLE for anything less than the best. We don't expect you to either!





#### Corporate Traffic, Inc.

2002 Southside Blvd. Jacksonville, FL 32216 800-787-2334 Fax: 904-727-6804 cti@corporate-traffic.com www.corporatetraffic.com C orporate Traffic was founded on the principle that logistics is about more than just transportation. It's about the relationships we build among all those with whom we do business. And it's about constantly seeking better ways to solve our clients' challenges.

Offering solutions via air, road, rail and sea, Corporate Traffic is a leading full-service logistics provider that is highly respected for its capabilities, resources and a truly unique dedication to everyone we do business with. Our logistics solutions are incredibly flexible. So are our people. We bend over backwards for our clients. We become part of your team and commit to your goals, offering full-service logistics capabilities and delivering solutions that are all about you.

We are committed to meeting you where you are, handling your business with the same passion and dedication that you bring to your own work. To many of our clients, that is the differencemaker. And the fact that we can handle those bumps along the logistics road also makes us incredibly easy to work with.

As an asset-based company, Corporate Traffic can give you the stability, control and flexibility to hurdle every challenge with ease. Because we know there's no room for "almost" in logistics.

#### **Corporate Traffic Offers:**

- Air
  - Truckload
  - M-LTL
- Intermodal
- OceanRetail logistics
- TMS
  - 11/15

## **COSCO Container Lines Americas, Inc.**



Founded in 1961, COSCO has consistently been the world's fastest growing shipping company over the past decade and is now one of the largest container operators in the world. 85 representative offices are maintained in 49 countries around the world, while operational agencies are located in 1000 cities in 160 countries.

#### **Bigger, Faster Ships**

COSCO continues to make major investments in its equipment. New, larger ships have greatly increased COSCO's capabilities. Included is the addition of five 5,250 TEU vessels with expanded refrigerated capacity for 1,000 plugs per vessel. Currently the company owns and operates a fleet of more than 117 container ships for a total capacity of 256,171 TEU. Capacity on owned and leased containers total nearly 535,000 TEU. Included in this total are 191,687 40-foot containers and 22,862 temperature controlled units. Cargo handling capabilities include 20 ft. and 40 ft. dry containers, refrigerated containers, flat-racks, open tops, high cubes and other specialized equipment.

#### Quicker, More Efficient Shipping Than Any Other Carrier

In addition to the improvements in equipment, recent scheduling additions and revisions have resulted in significantly faster transit times for COSCO's customers... as much as 10% faster than just a year ago. COSCO's 20 Main Line Services connect over 100 ports worldwide to reach more direct ports of call than any other carrier in the world. COSCO's knowledge of China is unmatched by any other carrier. Now available, 'COSCO

Comprehensive', is an expanded range of efficient and economical service products. By integrating COSCO's wide range of capabilities and global resources the carrier has enhanced its already impressive roster of service offerings. Through partnering with COSCO Logistics, the largest logistics company in the world, and Seatrade International, COSCO's customs brokerage firm, COSCO can now offer customers a suite of multidimensional services that can seamlessly handle the entire process, from product sourcing right on to final store door delivery. COSCO's capabilities, success and long track record of meeting the specialized needs of the international shipping community are a direct result of support from the customer.



#### COSCO Container Lines Americas, Inc.

100 Lighting Way Secaucus, NJ 07094 USA 800-242-7354 201-422-0500 Fax: 201-422-8956 www.cosco-usa.com

## Crowley

LOGISTICS PLANNER



**Tom Crowley, Jr.** *Chairman, President and CEO* 

#### **Mission & Core Values**

To be a leader in our markets by providing world-class services that ensure long-term company durability. Crowley values safety; integrity; one Crowley, one team; operational excellence and innovation; our people; customer satisfaction and company durability.

#### Crowley

9487 Regency Square Blvd. Jacksonville, FL 32225 Main: 904-727-2200 Toll Free: 800-CROWLEY www.crowley.com

#### Contacts:

Katie.Carter@crowley.com 904-727-2122

Tim.Quirk@crowley.com 904-727-4285



#### So Much More than a Liner Shipping Company -Total Cargo and Supply Chain Solutions

Founded in 1892, Crowley is a U.S.-owned and operated marine solutions, transportation and logistics company that provides services in both domestic and international markets. We are customer centric and solutions oriented. Personnel and assets across the entire organization are regularly brought together to solve throughput challenges for many of the world's most dynamic corporations.

Crowley's hallmark is our longstanding, regularly scheduled container and break-bulk liner services between the U.S., Puerto Rico, Bahamas, Caribbean, Puerto Rico, Dominican Republic, Haiti, Cuba and Central America. And as a third-party logistics provider, we provide supply chain and transportation management services including: freight forwarding; ocean, inland, and air transportation; customs house brokerage; cargo insurance and warehousing. Crowley's inland transportation team along with a healthy network of distribution centers, provide a framework for clients to combine and tailor cargo transportation services as needed while achieving visibility through sophisticated shipment tracking.

In 2012, we not only expanded our logistics offerings in the Caribbean and Central America, but we rolled our Jarvis International Freight subsidiary into Crowley and formed a project logistics and global freight management team. With a fundamental understanding that supply chains continue to operate within an increasingly complex and dynamic set of variables, Crowley is now truly positioned as a worldwide partner, offering flexible, scalable and agile logistics solutions to customers who have expanded their businesses into Europe, Asia, the Middle East and the like. Customers can now rely on Crowley who has effective operational representation in more than 130 countries for all of their logistics needs.

Total customer satisfaction is a key performance driver for Crowley. Open, twoway communication and a commitment to continuous process improvement is a must. And with ISO-certification in freight services and solutions development, Crowley meets and exceeds the highest standards for quality and service.

Crowley has a reputation for designing efficient cargo transportation solutions personalized and scaled to fit each customer's needs after all, some customers may simply have a few kinks in their supply chains they'd like fixed, while others may need a comprehensive, integrated transportation and logistics solution. So whether you need compliance consulting, SKUlevel inventory management, physical transportation services or anything and everything in between, you owe it to yourself to contact Crowley to discuss supply chain solutions.



# LOGISTICS PLANNER

## **CRST** International, Inc.



Dave Rusch President and CEO

More services, more solutions – it's all about getting you where you need to be.

When CRST International, Inc. announced the transformation from trucking firm to The Transportation Solution back in 1997, it was a move made with our customers in mind. More than just our tagline. The Transportation Solution describes the benefit a partnership with CRST International delivers. It begins with one of the broadest scopes of trucking services in the industry. We also offer comprehensive logistics services that help you streamline and more effectively manage your logistics activities to help save you money, save time and simplify your job.



**CRST International, Inc.** 3930 16th Avenue SW Cedar Rapids, IA 52406 319-390-2764 800-736-2778 www.crst.com



CRST International, Inc. is one of the largest privatelyheld transportation companies in the United States. Through its five operating companies, CRST provides a broad array of transportation solutions, including van, flatbed and dedicated, as well as brokerage, transportation management services and high value product white glove moving services.

CRST's operating companies include:

With more than 3,500 drivers, CRST Expedited, **Inc.** operates the trucking industry's largest fleet of team drivers. The company provides customers with irregular or scheduled routes in long haul, short haul, air cargo and dedicated fleets with secure, on-time, damage-free delivery. CRST recently launched a new expedited Temperature Controlled Team Service that will provide transcontinental transportation of perishable products in less than 60 hours.

**CRST Malone, Inc.** is an industry leader in the management of flatbed freight with 1,600 trucks, independent contractors and drivers covering 48 states and 130 million miles annually. The company also has one of the industry's largest fleets with removable side kit equipment that provides weather protection for freight such as aluminum and high end steel.

**CRST Dedicated Services, Inc.** provides customers with services ranging from a totally dedicated fleet to a singlesource transportation network. Our services are available in any number of equipment types–van, solo or teams, to flatbed or bulk containers.

**CRST Logistics, Inc.** is a full-service asset-based third party logistics (3PL) provider with big advantages to offer – from transportation brokerage services and freight management to complete transportation outsourcing. We leverage our buying power to the fastest, safest, most innovative ways to move your products, anywhere.

The most recent addition to the CRST family of companies is **Specialized Transportation**, **Inc. (STI)**, a leading provider of customized supply chain solutions for products that require high touch support, special handling and equipment, and value added on-site services. With this recent acquisition, CRST has access to a new network of agents and 45 distribution centers in key metropolitan areas in North America.

When it comes to serving customers, CRST's mission is clear: Never promise more than we can deliver; always deliver more than we promise. Look to CRST International for service that goes beyond simply responding to your needs to a partnership that helps make your job easier.

To learn more visit www.crst.com or call 1-800-736-2778.

# LOGISTICS PLANNER

## **CSX Transportation–Intermodal**



Bill Clement Vice President – Intermodal CSX Transportation, Inc.

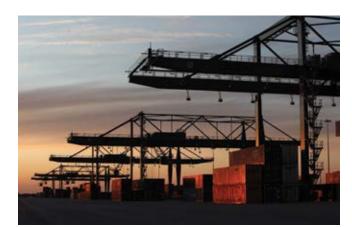
#### CSX's Commitment to You:

To be the safest, most progressive North American railroad, relentless in the pursuit of customer and employee excellence.



CSX Transportation-Intermodal

550 Water Street Jacksonville, FL 32202 855-GROW-H2R go\_intermodal@csx.com www.csxi.com



Whether you're looking for the support of an asset provider or the utilization of your own equipment, CSX Transportation (CSXT) provides the intermodal solutions your company needs. No matter how many loads you have, CSXT has the scalable capacity to move your freight.

- Reliable service at more than 30 terminals across the United States.
- Competitive access to all major East Coast Ports.
- Fluid network connectivity with other rail carriers to enable seamless intermodal solutions.
- Extended reach from coastto-coast in rail-provided containers.

CSXT has been expanding intermodal service aggressively in lanes with shorter lengths of haul to provide cost and sustainability alternatives to shippers who move freight extensively into and across the Eastern United States to reach dense population markets. To make these shorter distances work intermodally, CSXT has pioneered the hub-andspoke network in the railroad space, which creates the most connectivity and offers the most intermodal lanes in the Eastern United States. It is built around the state-of-the-art Northwest Ohio hub facility.

To support future growth and freight demands, CSX Intermodal Terminals, Inc. has invested aggressively in new facilities such as Northwest Ohio, expanding and improving capacity at existing terminals, as well as making available an ever-larger container fleet for use by transportation carriers on behalf of shippers.

For example, construction recently commenced on CSX affiliate Evansville Western Railway's new, high-efficiency intermodal facility in Winter Haven, Florida, to serve the growing Central Florida market with the most service offerings and freight capacity available by rail; the facility will be operational in 2014. In addition, a large construction project in Columbus, Ohio, will be completed in mid-2013 and expansion projects in Charlotte, North Carolina, and Worcester, Massachusetts, were recently completed, effectively doubling the throughput freight capacity of each of these terminals.

These enhanced facilities enable operations to be performed more quickly, in a more automated fashion and in a more environmentally responsible way than ever before – all of which benefit customers and users of intermodal rail.

As a result of customerdriven investments, CSXT anticipates aggressive highway to intermodal rail (H2R) conversion by shippers looking to take greater advantage of the Value of Intermodal Rail. Intermodal rail offers shippers:

■ Scalable Capacity – Intermodal solutions provide access to a large and growing fleet of both rail-provided and shipper-provided containers and carrier-owned containers, easing shippers' capacity concerns yearround, including peak seasons. Intermodal scales to meet shipping needs efficiently, with the ability to move the load of 280 trucks on one train.

■ Sustainable Savings – Intermodal benefits, such as lower fuel consumption and freight density through double stacking of containers, produce cost savings for shippers and their customers. And, the environmental favorability of intermodal rail provides a responsible growth engine for sustainable freight transport.

## **CT Logistics**

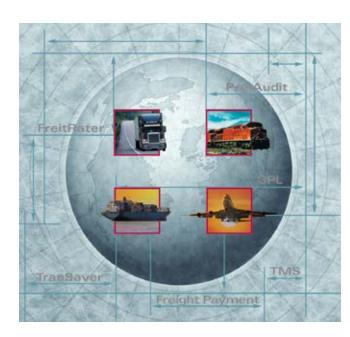
LOGISTICS PLANNER

#### **Mission Statement:**

The associates of CT Logistics are committed to providing quality demand chain business services and software solutions. Our foundation of confidence and trust has been earned through professional leadership since 1923.

ISO 9001:2008

SOC TYPE II



#### Confidence

More than 90 years of experience and a wide, in-depth selection of freight cost allocation and reporting solutions tailored to meet your company's specific needs. We give you the confidence to trust CT Logistics, one of the largest U.S. providers in third-party freight bill audit and payment, along with transportation management consulting services. It is our desire to work with you by managing your transportation data behind the scenes so you can focus on what matters most, which is efficiently and effectively running your supply chain management programs.

#### **CT Logistics**

12487 Plaza Drive Cleveland, OH 44130-1084 216-267-2000 Fax: 216-267-5945 www.ctlogistics.com Trust

Small firms to Fortune 100 corporations across the country, and around the globe, have relied on CT Logistics to assist them in making solid informed decisions regarding their freight bill audit and payment challenges. Our team of professionals has been instrumental in assisting many of these same companies – utilizing our expertise and technology to maximize their returns on investments and provide the flexibility they need to cope within an everchanging market.

#### Leadership

CT Logistics is a leader in the freight bill audit, payment and transportation management consulting industry. CT's portfolio of software solutions includes: our TMS software, CTLion", our customized freight audit & payment system, FreitRater"; our routing program, RatePort", and our exclusive shipper's co-op program, TranSaver". We take paths least explored to find solutions that will keep your company abreast of shifting business venues and opportunities to remain ahead of your competition.

#### Confidence. Trust. Leadership...Traditions Since 1923

They've become part of an important 90 year tradition that our customers have come to rely on when partnering with us. But just as important is the future the CT Logistics team will help you build. Our services and software are constantly evolving to provide you with the latest cutting-edge tools and systems and user-friendly applications that will help manage and reduce logistics costs while adding more to your bottom line.

Visit www.ctlogistics.com for more information about our solutions. Or call (216) 267-2000 Ext. 2190 to speak with one of CT Logistics' knowledgeable representatives regarding your company's freight transportation, logistics or supply chain challenges.



## **CTSI-Global** Your Link to Supply Chain Solutions

LOGISTICS PLANNER



J. Kenneth Hazen President and CEO

#### **Mission Statement**

CTSI-Global provides global supply chain management services through experience, knowledge, and technology.



#### **CTSI-Global**

5100 Poplar Avenue 15th Floor Memphis, TN 38137 USA Phone: +1-888-836-5135 solutions@ctsi-global.com www.ctsi-global.com

Follow our Supply Chain Blog The Link – blog.ctsi-global.com





#### Why CTSI-Global?

At CTSI-Global, we act as a valuable resource to our clients. For over 57 years, we have helped clients manage all key aspects of their supply chain – physical, information, and financial – within one global database. We provide services, solutions and customized transportation management applications that give clients more control, improved efficiencies, and a cost effective process that result in greater savings.

By offering both a complete SaaS TMS suite of applications and full service freight audit and payment, CTSI-Global automates manual processes, improves performance levels, and decreases transportation costs. Also, using one provider for all your needs ensures seamless integration, eliminates redundant processes, and costs much less.

#### **CTSI-Global Highlights**

 Multiple locations strategically placed around the world

- Expertise: same operating management for 25+ years
- 10,000+ carriers supported in all modes
- 250+ million annual transactions
- Hundreds of quality clients across all industries
- Over 125+ terabytes of online data storage
- \$5 billion in annual freight dollars processed
- Supports over 35 currencies

## Services & Applications Transportation

Management System (TMS): The ability to manage orders, optimize loads, select the best carriers, tender shipments, manifest parcels, track their progress and manage claims can cut transport costs by 10-30%.

#### Freight Audit & Payment:

By allowing experts to manage your contracts, audit your bills, allocate the charges, make the payments, and report the results, you are assured of paying the correct amount.

#### Business Intelligence:

Having the online tools to dynamically report, graph, map, trend and model your entire operation provides the performance reporting, KPI dashboards, and insight for continuous process improvement and maximum savings.

Global Consulting: With the information derived from these technologies, CTSI-Global is able to extend client savings by consulting in all key areas of interest including benchmarking, KPI management, global network design, bid preparation and negotiations.

While CTSI-Global performs the same operational tasks as traditional freight audit and payment providers, we have moved beyond providing merely operations tasks such as data entry, audit, and coding to more tactical solutions such as trending, executive drill-down dashboards, modeling and benchmarking. This provides the information required to facilitate strategic activities such as global network design, supply chain optimization, and financial planning.

Businesses cannot manage and control their transportation spend without having timely, accurate, and complete visibility to their shipping costs and activities. Investing in CTSI-Global can help reduce these costs, ensuring a competitive position in the global marketplace.

## LOGISTICS PLANNER

## Dalfen America Corp.



Sean Dalfen Executive Managing Director

"We consistently create value for our clients through our hands-on management and our dedication to acquiring and building only the best in class assets in optimal locations."

# <image>

#### The Supply Chain Advantage

A company's success is directly correlated with its ability to apply its energy and resources to its core business. We, at Dalfen America Corp., provide comprehensive real estate solutions for supply chain management so that our clients can focus on what they do best. By exploiting logistical efficiencies and leveraging real estate within the supply chain, we help small and large companies maximize transportation cost savings, improve reaction time, and expand market penetration.

#### **Real Estate Expertise**

We enable our clients to achieve their real estate and supply chain objectives by providing them with strategically located and optimally configured industrial manufacturing, warehousing, and distribution facilities throughout North America. Our innovative real estate solutions allow small companies to benefit from efficiency

gains as though they were multinational corporations, and permit conglomerates to operate as expeditiously as local enterprises. With offices and assets concentrated in and around core distribution corridors, key intermodal routes, port sides, major metropolitan areas, and strategic logistical locations spanning from coast to coast, we bring together our clients, their suppliers, as well as their target market, to effectively drive down supply chain costs and minimize lead times.

#### **A Collaborative Approach**

The implementation of a successful real estate strategy begins with a thorough understanding of our clients' objectives, needs, and requirements across their entire supply chain. Then, either through our existing availabilities or through carefully selected new acquisitions, we collaborate hand in hand with our clients to customize a plan that reduces their operational costs and maximizes their supply chain efficiencies. The plan is tailored taking into account accessibility to their maximal market reach, qualification and cost of the local labor market, and the benefits of logistical amenities required to sustain the greatest efficacy of the facilities' operation. Lastly, we work with different levels of government to generate economic incentives through tax abatements, tax credits, and enterprise zones, in an effort to maximize cost savings on numerous fronts.

#### **Consistent Results**

Our success is defined by the strength of our longstanding relationships with our clients, with whom we team up to become an integral partner in their supply chain. Over the past 18 months, Dalfen America Corp. has transacted on 41 buildings across the US and Canada, making it one of North America's most active buyers of opportunistic and value-add industrial real estate. Our winning strategy combines our real estate experience and business acumen with an unwavering commitment to integrity and fair dealing, respect and client service.



#### Dalfen America Corp.

4444 Ste. Catherine West Suite 100 Westmount, Quebec Canada H3Z 1R2 Tel: 514-938-1050 Fax: 514-938-9575 info@dalfen.net www.dalfen.ca

#### Robert Daoud

1-855-938-5392 rdaoud@dalfen.net

## DAT TransCore

LOGISTICS PLANNER



**David Schrader** Senior Vice President

DAT TransCore has been using technology to help freight brokers, third-party logistics providers (3PLs), trucking companies, manufacturers, and distribution operations move and manage freight more efficiently since 1978.



DAT TransCore 866-678-7065 inquiries@DAT.com www.DAT.com



DAT has served freight transportation professionals for 35 years, operating the industry's largest spot marketplace since 1978. Over the past decade, DAT has provided carrier qualification and insurance monitoring, satellite tracking and communication services.

The company's products and services include DAT Freight Rates<sup>¬</sup>, a database of truckload rates derived from one million freight bills per month and \$7 billion annually paid out to carriers in spot market rate transactions. DAT Freight Rates are updated daily based on actual transactions between load providers and carriers.

#### Products and Services for Transportation Professionals

DAT Freight Rates" enable you to benchmark costs and forecast van, reefer and flatbed rates based, in part, on dynamic spot market trends for major markets and pointto-point lanes in the U.S. and Canada. Known as "the industry's first and best crystal ball for carrier rates," DAT Freight Rates provides insight into current market rates and conditions, with trend information updated daily.

- Follow spot market trends to predict rate changes for each equipment type on every major U.S. freight lane.
- Forecast your transportation costs accurately and get the best pricing in every season.
- Benchmark your company's truckload costs against market rates being paid by equipment type in the same lanes, both seasonally and year-round.
- For RFPs, compare incoming bids against the prevailing rates in every lane.

DAT CarrierWatch<sup>\*</sup> gives you the information you need to validate carriers you use or are considering: safety (including CSA scores), cargo insurance, authority, and more. New federal and state laws make you responsible for regulatory compliance of the carriers you hire. Carriers can lose their authority overnight – literally – due to a missed payment or failed inspection. Likewise, insurance may be out-of-date or insufficient for the freight being shipped. To protect your company and assets, you should double-check each carrier's qualification, and get a current copy of the carrier's insurance certificate directly from the insurance agent. With DAT CarrierWatch, you will:

- Complete your full carrier qualification checklist in minutes, and integrate the process with your TMS workflow.
- Get today's CSA scores, DOT authority and SmartWay status on every carrier, plus full insurance coverage details and a copy of the certificate directly from the insurance agent.
- Monitor all your regular carriers and get automatic alerts if there are any changes in their authority, safety or insurance.
- Protect against identity theft and fraud by identifying "chameleon carriers," who go out of business and then re-invent themselves.

#### **Other DAT Products**

- Truck and Trailer Tracking: 100% satellitebased GPS system for asset tracking, remote temperature control, monitoring and in-cab communications
- Intermodal Services to manage and monitor your freight on the road and on the rails
- Data Integration, Analytics and Consulting to help you manage transportation logistics and costs

## **DF Young**



A. Wesley Wyatt President and CEO

#### Mission Statement:

DF Young's mission is to always look at our clients' world through fresh eyes. With a strong commitment to our own staff that inspires creative solutions to international logistics, we set the stage for superior customer service that removes obstacles, builds trust and makes our customers' world more manageable.

#### **DF Young Services**

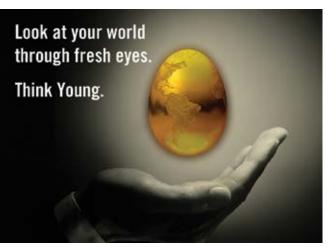
- Air Services
- Ocean Services
- Ground Transportation
- Customs Brokerage
- Security Management
- Documentation
- E-Business



DF Young Inc.

1235 Westlakes Drive, Suite 255 Berwyn, PA 19312 Phone: 610-725-4000 Fax: 610-725-0570 www.dfyoung.com

Contact: Betty Reynolds VP of Sales & Operations 610-725-4000 ext 4002 Betty.reynolds@dfyoung.com



DF Young brings over 100 years of experience and creative thinking to integrated logistics services and complete supply chain management. Our specialized business units:

#### **Automotive**

For 85 years we've served automotive manufacturers in NA, SA, Europe, Japan and Australia, and work closely with the largest Ro/Ro carriers. Full Electronic Interface capabilities and ISO Registration. Services are geared to:

- Prototype and exhibition vehicle shipments
- Fully- and semi-knocked down shipments
- Built-up vehicle shipments

#### **Commercial Goods**

Full front/back end services support multi-national manufacturers, international distributors, retailers and wholesalers. Includes Ocean/Air Import and Export and Import Customs Brokerage.

#### Front End Services:

- Import/Export flow and distribution
- Quality Assurance program

#### **Back End Services:**

- Vendor direct inventory
- Reverse logistics
- Store setup and fixtures

#### Supply Chain Services:

- Sole-source provider
- Just-in-time pick/deliver
- Real-time tracking
- Simplified, competitive pricing
- Consultation services
- Full logistics services
- Total Quality Assurance
- Performance metrics/reports

#### Food/Humanitarian Aid

As one of the world's oldest companies providing this vital global service, we work closely with international relief and U.S. Government agencies. Provide computer recordkeeping, documentation and complete logistics solution.

#### Services include:

LOGISTICS PLANNER

- Tendering and procurement of Food Aid cargoes
- Contracting with U.S. and Foreign Flag carriers
- Customs clearances
- Warehousing
- Small commercial contracts and liner parcels shipments

#### **Foreign Military Service**

As a key logistics and shipping resource for Foreign Military Sales (FMS) since the inception of the U.S. Government Security Assistance Program, we provide full service support to participating foreign countries for all material handling and shipping.

#### Services include:

- Air and ocean freight
- shipping and/or charters Export licensing,
- documentation and packing
- Explosives call forward
- HazMat processing
- Inland freight services
- Repair/return processing
- Materials tracking/tracing

#### Petrochemical

DF Young handles the distribution of oil well supplies and project cargoes that are purchased and shipped to major petrochemical manufacturers worldwide.

#### Services include:

- Charters
- Contract management
- Purchase order fulfillment
- Documentation
- Online reporting
- General and project cargo
- Hazardous materials
- Air, ocean, land and rail transportation

# LOGISTICS PLANNER

## **Distribution Technology**



(left to right): Tom, Rock, and Mark Miralia

**F** or over forty years, Distribution Technology has been providing innovative logistics services, analyses, and recommendations by focusing on the needs of their clients.

As a full-service warehousing and 3PL (third party logistics) company, Distribution Technology prides itself in offering their diverse group of clientele a complete range of management services including public warehousing, mass-retail cross docking, rail consolidation/deconsolidation, contract warehousing, third-party distribution, international consolidation/ deconsolidation, trucking and transportation management services and logistics consulting.

Founded in 1969 by chairman of the board, Rock Miralia, Distribution Technology operated with seven full-time employees and provided 100,000 square feet of space for contract and public warehousing in the Piedmont region. In 1988, sons Tom and Mark Miralia joined the family-owned company as staff industrial engineer and warehouse supervisor respectively.

Over the years, Distribution Technology continued to expand its services throughout the greater southeast region. Today, Tom Miralia oversees the company as its president/ CEO and Mark manages sales efforts as Distribution Technology's vice president of sales and president of their records management company, Record Storage Systems. To date, Distribution Technology operates approximately a 1.1-million-square-foot warehousing campus, and employs more than 250 people.

As a privately-owned company, Distribution Technology's management team possesses an extensive background in warehousing, transportation and distribution. Through the years, Distribution Technology has earned a solid reputation among its customers and other trade industries as a trusted partner in strategic planning and management expertise. Across the board, Distribution Technology believes that its greatest assets are its team members and associates who are committed to forward thinking and collaborative problem solving, leading to a higher level of delivered customer value.

As a logical extension of its service areas, the company also operates a record storage company, re-packaging division, freight-forwarding services, trucking, consolidation, and pool distribution in support of its accounts, thus enabling the company to provide a complete range of logistics services. In addition, Distribution Technology is the operator of Charlotte Foreign Trade Zone #57.



#### **Distribution Technology Inc.**

1701 Continental Blvd. Charlotte, N.C. 28273 Phone: 704-587-5587 Fax: 704-587-5591 Email: Mark.Miralia@ DistributionTechnology.com DistributionTechnology.com



## **DSC Logistics**

Supply Chain Management and Logistics



**Ann Drake** CEO 2012 Recipient of CSCMP's Distinguished Service Award

#### **DSC Logistics**

DSC has won nine awards since 2009 for achievements in Supply Chain sustainability



DSC has developed specialized capabilities in Health Care Supply Chain Management





## **A Make-or-Break Year**

How many times during the past several years have we heard "business hates uncertainty"?!

As all of us watch the fluctuations in the economy, hoping for a strong and deliberate recovery, maybe the supply chain has something to teach business in general. That is: In an environment this unpredictable, you can't plan your way to success, but you can prepare yourself and your organization to be responsive and flexible. As we've said at DSC Logistics for more than a decade - you can expect the unexpected and be ready for anything!

As a strategic supply chain partner, DSC's role is to help our customers meet complex challenges and position themselves to seize new opportunities. And to do that, we apply what we've learned in more than 50 years of working with some of the world's leading companies, through all kinds of situations requiring innovative, customized strategies and solutions.

As we look forward to 2013 – a year when some companies will move forward and others will fall behind – here's how DSC will help our customers achieve their goals:

- We'll continue to emphasize intellectual capital and operations excellence. At DSC, one of our core values is "We are a thinking, learning organization," and that means the value we bring to customers continues to expand and grow.
- Second, we'll enthusiastically adopt new technology. There's no limit to the visibility, traceability, efficiency, and accountability we can bring to our supply chain operations and to our business partners.
- We'll continue to focus on strong partnerships. Join us as we Think Big, Think New and Think Together in 2013!

#### **DSC Logistics**

1750 South Wolf Road Des Plaines, IL 60018 www.dsclogistics.com customer.solutions@ dsc-logistics.com Lead Logistics Partner • Third-Party Logistics • Supply Chain Analysis & Design Network Management • Logistics Center Management • Transportation Management Value-Added Services • Business Process Integration • Supply Chain Visibility Dynamic Supply Chain Management



ready for anything!

customersolutions@dsc-logistics.com

## **Dunavant Global Logistics Group, LLC**



**Bill Dunavant** President and CEO

#### **Mission Statement:**

Dunavant Global Logistics Group, LLC provides global supply chain expertise and solutions. We add value to our clients' bottom line. Our solutions and our people provide a path to the future. We are an eco-friendly company driven by customer service, technology, creative insight, knowledge, and experience.



Dunavant Global Logistics Group, LLC 959 Ridgeway Loop Road Suite 205 Memphis, TN 38120 Tel: 888-955-3547 Fax: 901-369-1684 info@dunavant.com Dunavant.com



#### **Dunavant: Who We Are**

Dunavant Global Logistics Group, LLC, a subsidiary of Dunavant Enterprises, Inc., is a privately owned company that offers logistics solutions in four main service verticals (global, freight, distribution, and consulting) for agriculture commodities, automotive aftermarket, food & beverage, paper & packaging, and consumer goods businesses.

#### **Key Service Offerings** *Global*

With more than 50 years of expertise utilizing international supply chains, our global team is well qualified to manage our clients' trade finance needs for both open sales and deferred payment letter of credit. Dunavant handles every aspect of our clients' international needs with up-tothe-minute track and trace capabilities. Our experienced team navigates supply chain needs, including overhead reductions, banking and trade finance contract management, ocean freight operations, and customs clearance regulations. Dunavant's global services include:

- Licensed OTI and NVOCC Trade
- Trade Financial Services
   Import/Export Ocean Freight – LCL, FCL
  - Refrigerated, Project Cargo, Ro/Ro and Breakbulk

- Document Packaging Services
- Customs Clearance FDA, USDA, DEA, DOT, FCC, and FWS
- Air Freight

#### Freight

Dunavant is able to respond to seasonal or rapid spikes in demand with timely capacity, including but not limited to large company events like grand openings, promotions, and seasonal product distributions. Dunavant offers a complete freight solution through intermodal, truckload, less-than-truckload, and nontruckload services providing shipment optimization, carrier management, customer service, communication, freight audit, and payment.

#### Port Logistics and Drayage Operations

With more than 300 independent owner-operators and company drivers, Dunavant provides crossdocking, dedicated drayage, and lightweight chassis to customers with inbound or outbound freight, including heavy containers. Dunavant owns and operates regional and local drayage/trucking operations in the major Gulf and East Coast seaports along with key inland intermodal ports, including the following locations:

- Atlanta, GAHouston, TX
- Houston, T.
   Dallas, TX
- La Porte, TX
- Nashville, TN
- Nashville, 1
- Norfolk, VA
- Wilmington, NC
- Charlotte, NC
- Savannah, GA
- Charleston, SC

#### Distribution

Dunavant's distribution services offer answers for each aspect of delivery from consolidation to disposition of materials, ensuring prompt, efficient results for our clients. Dunavant's distribution services suite includes:

- Packing and Consolidation
- Reverse Logistics
- Port Consolidation/ Deconsolidation
- Cross-Docking
- Pick, Sort and Pack
- Regional Delivery Service

#### Solutions

Dunavant's business process consulting service leverages the company's comprehensive knowledge base of various industries and countries to enhance processes; improve methodologies and tools; identify and prioritize initiatives; achieve operational and financial benchmarks; and deliver value-adding services with real-time accountability. Dunavant avoids "one-sizefits-all" approaches by gaining an understanding of each customer's business needs, such as their supply chain designs and inventory modeling, before offering a solution. This enables us to provide creative supply chain solutions to ensure the highest quality job is performed most efficiently.

For more information, email info@dunavant.com or call 800-621-2582.

## **Dupré Logistics, LLC**

LOGISTICS PLANNER

Dupré Logistics is a team of professionals who design and deliver safe, diversified logistics solutions and services for qualityfocused clients committed to increasing their competitive advantage over their competition.



Dupré Logistics, LLC Corporate Headquarters 201 Energy Parkway, Suite 500 Lafayette, LA 70508 1-800-356-3659 855-686-5478 http://blog.duprelogistics.com www.duprelogistics.com



"The problems we have today cannot be solved at the same level of thinking we had when we created them." – Albert Einstein

As companies have survived the "great recession" they've learned that they must find ways to get more, produce more, and enhance performance – all while facing more challenges and having access to fewer resources at the same time. Dealing with this challenge is one of the top 3 issues facing management teams today; and is especially important for midmarket companies looking for growth.

Today, shippers deal with an unprecedented set of challenges, including:

- Constrained capacity
- Restricted capital
- Increased regulation
- Reduced pool of qualified drivers
- Higher transportation costs
- Unprecedented time pressures

Leading manufacturers and distributors realize that the logistics and supply chain function represents a critical, yet often latent, opportunity to enhance and exploit a company's competitive advantage. The fundamental commonality among these leading companies is how they view their logistics function through the prism of making investments, rather than incurring expenses.

Traditional, tactical approaches to logistics management are not enough to enable mid-market companies to overcome these barriers. Solving these problems requires an integrated, holistic approach.

It requires taking a longterm, full-view approach to logistics management, understanding and embracing a total cost viewpoint rather than a zero-sum, "minimize the lineitem" approach.

Companies that take such a strategic approach to logistics, and give the logistics function the "seat at the table" it deserves, will enjoy considerable operational advantages that will give them superior control over their costs, greater predictability and a vastly improved competitive position.

#### Integrating Business Acumen With Logistics Savvy

For more than 25 years, Dupré Logistics, LLC has enabled mid-market manufacturers and distributors to eliminate the invisible costs that occur in their distribution and supply chain processes.

Through our unique approach to comprehensive logistics support and management, our clients enjoy increased productivity and permanently decreased cost structures, as they become more competitive and profitable.

If you were to ask our clients how Dupré is able to deliver results others haven't, they'll tell you it's because we take a business approach to logistics, rather than a logistics approach to business. They'll tell you it's the distinct combination of our people, process, technology and overall approach that drives results.

■ People: Our people combine business savvy with logistics know-how to provide mid-market companies the capabilities they need to compete and win in highly competitive, globalized markets.

■ Process: We begin by understanding what truly drives your business results. Then we collaborate to design and implement an optimized logistics process that works for you.

■ Technology: Our technology platform provides your business clarity and transparency. We're able to identify bottlenecks, inefficiencies and issues solving problems before they happen.

■ Approach: Our overall approach not only drives great results for clients, it's earned us recognition for best practices in safety and transportation from the American Trucking Associations, including the 2010 President's Award and the 2011 National Safety Director of the Year Award.

# LOGISTICS PLANNER

## **EA Logistics**



Mike Ellis President



EA Logistics delivers a "can-do" spirit with on-time delivery and a comprehensive suite of web-based shipping and warehousing tools.

Consider us a trusted resource to get the job done right. From online booking and quoting to PODs automatically sent to your email, and a full menu of real-time warehousing tools, we have the robust systems to accommodate any data need and keep you updated on your shipments and inventory. Positive confirmation takes worry out of the equation.

Well-executed shipments still come down to good people making good decisions. We are proud to be a team of forwardthinking industry veterans. We solve real-world problems with common-sense solutions.

We believe great communication is the foundation of a great partnership. We follow up with our clients every step of the way and make good decisions quickly. Our exceptional people are your link to service and top management is always available to help.

State-of-the-art technology gives our clients the automation they need.

- **Domestic:** Time-Definite and Standard LTL, Truckloads, Partials, Airfreight and Hotshots. To and from anywhere.
- International: Airfreight, LCL, Containers and Customs Brokerage. To the door or to the port, Import and Export. Worldwide service.
- Warehousing: We provide a full menu of warehousing services to support your logistics needs across the

USA and World. Full online visibility and order entry.

- Special Projects: From rollouts of thousands of POP displays to stores – to being Official Carrier on tradeshows – to Permitted Truckloads, we customize solutions and execute as promised.
- Retail Shipping Solutions: For marketers, we provide a comprehensive suite of warehousing and fulfillment services. When coupled with our transportation solutions, your POP or general marketing materials are handled with the attention to detail and customization that is required.
- **Delivered GrEAn:** Carbon-Neutral Freight services coupled with numerous internal sustainability actions.



**EA Logistics** 

1121 N. Wood Dale Rd. Wood Dale, IL 60191 800-863-5948 www.ealogistics.com

## **EBE Technologies**



Larry Kerr President

EBE Technologies is dedicated to helping transportation and logistics companies improve operational efficiencies, enhance customer satisfaction and improve profitability by delivering innovative integrated document, content and business process management solutions.



#### **EBE Technologies**

4430 Kennedy Drive East Moline, IL 61244 800-447-0612 Fax: 309-792-5557 info@ebeships.com www.ebeships.com

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ounded in 1973, EBE is the leading provider of integrated document and content management, workflow and business process automation software, designed specifically for the transportation and logistics industry. SHIPS applications address a broad range of operational issues that are categorized within the lifecycles of Order Management, Invoice Processing, Logistics/ Carrier Management and Driver Management. All of these applications have been designed to integrate with carriers' existing systems so companies can both protect and add value to their technology investments.

#### Order LifeCycle

SHIPS Order LifeCycle Workflow applications automate the many processes that take place before an order number is assigned a move within a dispatch system. By monitoring and processing orders received via fax, e-mail and Web, data entry efforts are minimized while order integrity and processing are optimized. Carriers automatically receive alerts for changes in order status; gain visibility to order turn downs to better manage utilization of drivers and equipment, and automatically provide order acknowledgement status reports back to shippers.

#### Invoice LifeCycle

SHIPS Financial Workflow Solutions help carriers decrease DSO, reduce labor costs and improve customer satisfaction by going beyond the traditional store, retrieve and print functionality found in most document management solutions. Based on company business rules, SHIPS will automatically monitor, process, gather supporting documentation and validate order accuracy, invoices and payments. Additionally, the administrative burden of managing short pay, collections, aged receivables and billing for accessorials is greatly reduced by utilizing SHIPS Financial applications.

#### Logistics Management LifeCycle

SHIPS Logistics Solutions minimize the daunting manual tasks associated with operating an efficient and profitable logistics operation. Carriers are qualified and vetted utilizing Web based tools and integrations to FMCSA, D&B, and other background service providers. Once on-boarded, the system continuously monitors the expirations of compliance documents and rating standards ensuring acceptable measures are met. To expedite load acceptance and processing, the system automates rate confirmations, provides shipment status and generates invoices and settlements-in a totally paperless environment!

#### **Driver Lifecycle**

SHIPS Driver LifeCycle applications offer a complete end-to-end solution to manage all driver related activities. SHIPS Recruiting Workflow Solution provides a standardized, paperless approach to qualifying, and on-boarding the best drivers as quickly as possible. Once on-boarded, EBE's CSA Dashboard and SHIPS Safety & Compliance applications monitor, assign and manage corrective activities including roadside inspections, DQ files, training, log violations, DVIR compliance, accidents and even driver performance such as mpg, idle time and hard braking. All of this information is rolled up into one single 360° driver scorecard offering complete visibility to management.

# LOGISTICS PLANNER

## **Echo Global Logistics**



**Doug Waggoner** Chief Executive Officer

#### About Echo:

Echo Global Logistics is a leading provider of technology-enabled transportation management outsourcing. Our proprietary webbased technology, dedicated service teams and robust procurement power enable our clients to achieve significant transportation efficiencies while receiving best-in-class service.

We take the "complicated" out of transportation management for our clients.

#### **Echo Global Logistics**

600 W. Chicago Ave. Suite 725 Chicago, IL 60654 800-354-7993 Fax: 888-796-4445 www.echo.com



#### Echo Global Logistics has

built a team of talented people who, supported by our proprietary technology, are actively producing outstanding results for clients and investors alike. Our transportation, logistics, information technology, and service professionals collaborate seamlessly to ensure our clients' success. Operating from 20 locations nationwide, we created transportation and logistics solutions for more businesses in more locations than ever before, always with a single-minded focus on simplifying each client's transportation management challenges. We take the "complicated" out of transportation management for our clients.

#### People

At Echo, we understand that teamwork yields better results for our clients. We assemble the right team with the right experience to create solutions unique to each client's needs. Echo employees function as an extension of a client's in house team, enabling them to develop flexible solutions to simplify the supply chain requirements of any business.

#### Technology

Our technology is a critical component of our Evolved Transportation Management<sup>™</sup> ("ETM") approach. A fully scalable platform, ETM provides portals for client, carrier and vendor management, and a team dedicated to meeting an organization's transportation and logistics needs. In-house technology enables us to rapidly integrate new applications to our platform, offering our clients every advantage to stay ahead of their competition.

#### Results

At Echo Global Logistics, our success is measured in large part by the results we generate for our clients. Results are at the core of every client engagement we undertake. Our success is defined by each problem we solve, every solution we create, and the efficiencies we deliver. The results we shape are as unique as the clients we serve. Behind every client we serve, you will find a team of great people using great technology to produce superior results.



## enVista



**Jim Barnes** President & CEO

#### **Mission Statement:**

enVista's mission is to provide the highest quality professional services and innovative solutions to enable enterprise excellence. Our expert consultants partner with you from operational analysis and solution selection, through implementation and beyond, to empower and educate your team, maximize results and ensure success.

Our Guiding Principles hold us to the highest standards and ensure your organization receives the value you expect from your enterprise and supply chain investments. Hundreds of clients across a variety of industries successfully partner with us as part of their business strategy.



enVista 11711 N. Meridian St., Ste. 415 Carmel, IN 46032 317-208-9100 Fax: 317-208-9109 info@envistacorp.com www.envistacorp.com Driving Profitability for Leading Retailers, Distributors and Manufacturers

# ifrom Source to Consumption

**Broad Supply Chain** 

service, reduces waste and

improves profitability – from

source to consumption. We

bring strong transportation

market leadership in vendor

enVista's leading

transportation solutions

Transportation

Assessments: We assess your

current to future state process

design and identify savings

Master Planning /

Modeling: Our transportation

modeling and perform what-if

processes and flows.

experts deliver mode

optimization and fleet

scenario-based savings

analyses. We also analyze

and identify consolidation

Carrier Contract

enVista regularly delivers

client cost savings of 5-20%

in the area of carrier contract

analysis and negotiation. We

behalf or guide you through the

contract negotiation process to ensure you receive the carrier

negotiate directly on your

Analysis and Negotiation:

With proprietary data analysis

tools and the deep experience of

our transportation consultants,

points or multi-stops.

opportunities by use of pool

prepaid to collect conversion

opportunities within current

management.

include:

management capabilities and

**Transportation Expertise** 

enVista improves customer

Solutions, Deep

incentives to which you are entitled and deserve. We then go beyond the analysis and negotiation process to manage your contracts and ensure that your carriers remain compliant.

Transportation Technology Selection and Implementation: Our transportation experts have over 20 years of experience supporting clients with their toughest Transportation Management System (TMS) projects. Our consultants have a thorough understanding of the TMS marketplace along with each vendor's strengths and weaknesses. enVista will assist you in solution design, identifying and building requirements for a new TMS and building an internal business case for company leaders. From there, we will lead, develop and conduct an RFI/RFP for a TMS vendor selection and provide implementation support through our standardized implementation methodology. Managed

#### **Transportation Operations:** enVista's managed

transportation team provides flexible offerings that can be tailored to fit your business model and needs. We offer programs designed to accommodate the needs of mid to large-sized companies that would like to license their own TMS and control their own carrier contracts, as well as more comprehensive packages for small to mid-sized companies in need of a solution that handles all of your daily transportation.

LOGISTICS PLANNER

Invoice Audit / Bill **Pay:** enVista's proprietary solution, myShipINFO<sup>®</sup>, is a web-based freight audit and payment solution designed to provide greater shipment visibility, carrier performance monitoring, management reporting, invoice auditing and refund recovery. This proven solution evaluates carrier services across all modes of transportation and generates cost savings on parcel shipping by securing all of the refunds to which your organization is entitled through a systematic invoice audit process.

Vendor Management: enVista provides a comprehensive vendor compliance and management solution that drives critical process optimization and enables optimal vendor performance. We close all visibility and communication gaps between retailers and their partners by providing visibility to and management of POs, transportation and ASNs. Our team also provides ongoing operational support, collaborating with your vendor base, monitoring and ensuring data quality, providing monthly training, and onboarding new vendors.

enVista's expertise and comprehensive approach to inbound transportation delivers significant savings, waste reduction and competitive advantage. Let us enable your supply chain success through improved transportation.



## **Estes Forwarding Worldwide**



Scott P. Fisher President, CEO

#### **Mission Statement:**

EFW is an employee-centric, customer focused community of vested transportation professionals striving for strategic growth by providing innovative, consistent solutions delivered with passion and integrity.



Estes Forwarding Worldwide

1100 Commerce Road Richmond, VA 23224 855-433-9669 EFWnow.com

## THERE ARE 24 TIME ZONES, TWO-THIRDS OF WHICH DON'T SLEEP WHEN YOU DO. SO WE ARE ALWAYS ON.



## A supply chain with no weak links.

In today's 24/7 world, it's always business hours somewhere. So Estes Forwarding Worldwide is always on. That's the reason they put their personal cell phone numbers on their business cards.

When you're handed one, that person becomes your single source of contact, day or night. So while your goods may travel by a number of different forms of transportation, through a number of different time zones, you always have one single number to call to plan the journey or track the shipment. As Scott Fisher, President and CEO of EFW, likes to say, "From the first day, our focus has been on the customers. We will give you the best experience each and every time you engage us. And that focus will never change." And it's that commitment to service that has made Estes Forwarding Worldwide a leader in logistic solutions across the globe.

What started as a single call center now has multiple locations:

Richmond, VA; New York, NY; Harrisburg, PA; Philadelphia, PA; Norfolk, VA; Charlotte, NC; Atlanta, GA; Jacksonville, FL; Chicago, IL; Dallas, TX; Houston, TX; Salt Lake City, UT; Seattle, WA; Los Angeles, CA and San Francisco, CA.

Estes Forwarding Worldwide offers a full range of global solutions – including air, ocean, ground and intermodal transportation – that few competitors can match. With access to provider assets and a direct relationship with Estes Express Lines, EFW is one of the very few companies that can guarantee capacity with no size limitations.

EFW has dedicated truckload, trade show and government services divisions. They can provide armed escorts, EDI transmissions, transportation of dangerous goods, and mass distributions to simultaneous locations, just to name a few of their services. The company is also a licensed customs house broker.

But no matter what logistic solution you need, EFW's goal is to always offer the ultimate customer experience. "We never say no to a customer," says Scott.

It helps that Estes Forwarding Worldwide has the ability to train and retain employees for the long run. For example, of the original six who founded the company back in 2003, five are still there. And like everyone else in the company, they are always on.

**Evans Distribution Systems** 



John A. Evans President

#### **Quality Mission:**

Evans Distribution Systems creates an atmosphere of confidence and comfort for our customers by understanding their changing needs and efficiently implementing the processes which will exceed their expectations of quality.

#### **Nine Point System**

- 1. Listen
- 2. Innovate
- 3. Communicate
- 4. Assign Responsibility
- 5. Set Standards
- Document
   Implement
- 8. Monitor
- 9. Review



#### **Evans Distribution Systems**

18765 Seaway Drive Melvindale, MI 48122 313-388-3200 Fax: 313-388-0136 sales@evansdist.com www.evansdist.com



vans Distribution Systems helps customers enjoy a smoother glide through the supply chain by simplifying complex processes and delivering effective results. As our tagline suggests, "It's easier with Evans."

Our philosophy encompasses the idea that customer success directly correlates to how easy we make it for our employees to provide the best service possible. We're a strategic partner closely involved in our customers' supply chain decision-making, serving as their eyes and ears, anticipating supply chain challenges and proactively identifying opportunities to improve processes and increase profitability.

#### Heritage

From our founding in 1929, Evans Distribution Systems has evolved into a fullservice third-party logistics service provider offering warehousing, transportation, packaging, inspection, and staffing services. Our extensive and diverse experience with industries including automotive, chemicals, food & beverage, retail and others provides our customers with flexible, creative solutions which enable them to become more successful.

Now in our fourth generation of Evans family leadership, the company employs more than 700 associates operating in eight states including Michigan, Virginia and Illinois.

#### Innovation

Evans is particularly adept at meeting changing customer demands by continually investing in new technology to support transportation, warehousing, and value-added services. Our state-of-the-art WMS & TMS systems deliver real-time inventory tracking, satellite tracking, geofencing, customized reporting, event management, complete web visibility and some of the most flexible customized solutions available anywhere. Providing these extra services helps our customers to better utilize their own valuable resources, freeing up time they can devote to other areas of their business.

#### Passion

The Evans team includes many long-time, dedicated employees devoted to providing the highest quality service. This loyalty provides customers with confidence and comfort the job will be handled right, no matter what. It's a commitment that enables us to provide premium service. We have the right people, systems and programs in place at the right time, every time.

#### **Simplified Systems**

Our goal at Evans is to work seamlessly as an extension of each customer's organization. We blend our logistics expertise with the experience and knowledge of each customer to develop efficient and synchronized processes specifically designed to face the challenges at hand.

#### **Specialized Services**

- Dedicated & Multi-Client Warehousing
- Foreign Trade Zone and US Customs Bonded Space
- Transportation Management Services
- Complete Local and Long-Distance Transportation Services
- Contract Packaging, Shrink Wrapping, Kitting, Fulfillment
- Quality Inspection and Sortation Services
- Sub-Assembly
- Testing and Rework
- Logistics Staffing Services

Evans firmly believes that excellent customer service is the key to continued success. As our Chairman John W. Evans says, "Our success is based on our ability to listen to our customers, develop innovative solutions and then pay meticulous attention to the day-to-day details that make it all happen."

Ask our customers..."It's easier with Evans."



Matthew "Bo" Bates President and CEO

#### **Mission Statement:**

Our corporate mission is to continue to grow as a vital force in the transportation and logistics industry, and to provide superior logistical services and support to our customers. We are a winning team of capable leaders, associates and agent partners who respond quickly and efficiently to change and are able to adapt aggressively to the customer's needs.



Evans Network of Companies 100-110 W. Columbia St. Schuylkill Haven, PA 17972 570-385-9048 1-800-666-7885 Fax: 570-385-5970 kim.lorimer@evansdelivery.com www.evansdelivery.com



Corporate Headquarters 100-110 West Columbia Street Schuylkill Haven, PA 800-666-7885 www.evansdelivery.com



**Evans Network of Companies** 

he Evans Network of Companies is a marketleading logistics partner with revenues totaling over \$250 million and a fleet of over 1,800 tractors and 110 terminals throughout the country, providing transportation services in the port drayage/ intermodal, flatbed, freight brokerage and van truckload markets. The Evans Network encompasses seven divisions: All Points Transport, Century Express, Hale Intermodal Trucking, Evans Delivery Company, Land Transportation, Phoenix Transit & Logistics and West Contract Services. The Network also includes two sister companies: DM Transportation and West Motor Freight of PA.

Headquartered in Schuykill Haven, PA, the company was founded in 1939 by Albert L. Evans, Sr. with two trucks handling LTL freight. In 1965 Albert "Bert" Evans, Jr. assumed the role of President and CEO and in January 2012, Matthew "Bo" Bates took over that role. Bo had joined his father-in-law at the family owned company in 1988 overseeing the newly acquired West Motor Freight of PA. At that time West Motor Freight, combined with Evans operated about 200 trucks in the northeastern United States. In 2002 he was named Executive Vice President of Evans Delivery Company and oversaw the integration of newly acquired Hale Intermodal. In addition to his role as President of Evans Network of Companies, Bates continues to serve as CEO of West Motor Freight of PA and Co-Chairman of DM Transportation Services.

The Evans Network of companies has been named in the Inbound Logistics Top 100 Motor Freight Carriers six times and was a Top Ten Green Supply Chain Partner in 2011. Commercial Carrier Journal has ranked the company in the Top 250 Motor Carriers each year from 2008-2012 and Transport Topics Magazine has included Evans Network of Companies in the Top 100 For-Hire Carriers in 2010, 2011 and 2012. The Evans Network of Companies is the largest Drayage Carrier in the United States.

#### **Industry Leader**

A recognized industry leader in sustainability issues, Evans Network of Companies launched ECO-Match (Export Coordination/Optimization -Match) in 2009 to make more productive use of resources by matching up to 75% of import and export shipments handled by the company. Projects with importers, exporters and steamship lines have saved more than 125,000 gallons of diesel fuel and almost 3.0 million lbs. of CO<sub>2</sub>. Evans is a member of the EPA's Clean Air Act Advisory Committee representing the company and the Port Drayage Industry as well as many other industry and governmental coalitions.

#### **Agent/Driver Focused**

The Evans Network of Companies provides Agents and Owner-Operators with many advantages including a best-in industry fuel discount, Single Point of Contact sales, business workshops, CSA and Safety training and other support services. Agents attend an annual meeting featuring seminars and sales awards and each year one driver is awarded a Harley Davidson Motorcycle for an outstanding safety record.

## FINSA

LOGISTICS PLANNER



#### Sergio Argüelles Gonzalez President and CEO

#### **Service Portfolio**

Site Selection

- Infrastructure Development (electric plants and networks, natural gas, land development, industrial water treatment and sewage)
- Construction, Design, and Engineering
- Market Studies and Analysis
- Environmental Impact Studies
- Real Estate Development and Management
- Public and Government Relations
- Asset Management
- General Management for Third Parties
- Brokerage

#### Product Portfolio

- Built to Suit Construction
- Inventory Buildings
- Sale Lease-Back
- Real Estate Development

#### FINSA

Ricardo Margain #444 Sur Piso 12 San Pedro, Garza Garcia, N.L. C.P.66265 Tel: +52(81) 8152-4200 Fax: +52(81) 8152-4201 www. finsa.net



#### FINSA: Experience. Innovation. Development

Founded in 1977, FINSA provides completely integrated real estate solutions for the industrial sector through its strategic locations in Mexico, United States and Argentina. Today, FINSA is internationally recognized as one of the most important real estate developers in Mexico with a 17 million square feet portfolio under management and more than 60 million square feet developed, thanks to the continued preference from its distinguished customers and the strength of its ventures that continuously generate a portfolio of new projects with more than 50% coming from established clients. FINSA is commercially related with more than 300 companies, most of them in the Fortune 500.

FINSA has been a pioneer in Mexico introducing innovative real estate solutions aimed at satisfying the requirements of all its customers with world class quality, as well as on time and cost competitive services, such as:

#### **Dedicated Suppliers Park**

FINSA's value proposition deployed through exclusive industrial park locations have enabled unique capabilities that have significantly benefited automotive OEMs (Original Equipment Manufacturers) and their associated multi-tier supply chain customers.

Important supply chain cost savings and improved efficiencies for automotive OEMs are achieved through optimizing inventory and logistic operations. Improved supplier-customer responsiveness and overall customer satisfaction is only possible in FINSA Industrial Parks by eliminating warehousing space, packaging, and by minimizing transportation lead times and distances, while improving the total quality of the process. "Just in Time" and "Just in Sequence" programs are the

backbone for competitiveness in automotive supply chain.

#### **Integrated Developments**

Effective urban planning, which strategically integrates housing, commercial/retail and industrial elements on a unique approach that generates a positive experience where people can live close to where they work, play and shop. All this is accomplished in FINSA's new developments.

#### Sustainable Developments

FINSA's advanced design, architecture and construction initiatives, strive for harmony with nature and environment, in an aesthetically pleasant proposal.

FINSA was awarded the "Certificate of Environmental Quality" by the Federal Office of Environmental Protection (PROFEPA); the award recognizes FINSA's compliance with PROFEPA's Environmental Regulations.

At FINSA, we are confident that we will maintain our leadership, quality and solid tradition; our success is measured by our customers and determines our mandate to continue developing great ideas.





## **FLS Transportation Services, Inc.**



**Domenic Di Girolamo** *Chief Executive Officer* 

myFLS is FLS' online client portal for tendering, tracking and reporting on truckload shipments.



#### TANSPORT TO STREAL OUTPER TO

**S** ince its beginnings as a small, grassroots Canadabased company more than twenty-five years ago, FLS Transportation has grown into a notable multinational third party logistics company, an industry leader with a strong foothold in the transportation and logistics market throughout North America. Building on their reputation of providing reliable Cross-Border transport, FLS has expanded its freight management and contract logistics solutions to now include Load Planning, Optimization and Execution, Carrier Sourcing and Selection, Lead Logistics Provider, and Supply Chain Consulting.

FLS understands the importance of providing reliable solutions, executing to plan, and achieving performance goals. Their focus on precision and performance, coupled with a passion for delivering exceptional service, has earned them several accolades from their many clients, who round out North America's Fortune 500. Embracing their ability to customize clientcentric logistics programs, act proactively, and tap into a multitude of successful resource options, FLS is one of North America's fastest growing full service logistics companies.

Services offered by FLS Transportation include:

- FLS CN Canada Domestic Truckload
- FLS US US Domestic Truckload
- FLS XB Cross Border Truckload

- FLS RF Refrigerated Truckload
- FLS FB Flatbed Truckload
- FLS ES Expedited and Specialized Hauling
   FLS IM – Intermodal
- FLS IM Intermod
   FLS LT
  - Less-than-Truckload
- FLS CL Contract Logistics
- FLS FM Freight Management

#### **FLS Technology**

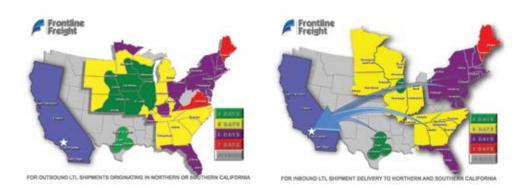
FLS has made a significant investment to enable and improve their clients' processes through the use of technology. Employing a state-of-the-art Transportation Management System, solutions are easily configurable and information is exchanged in real-time across a wide variety of platforms to increase the effectiveness of their client's supply chains.

#### FLS Transportation Services, Inc.

333 Decarie Blvd. Suite 250 Montreal, QC H4N 3M9 Canada Phone: 800-739-0939 Fax: 514-739-8113 www.flstransport.com

## Frontline Freight, Inc.

#### **Rick Jodzio** President and Founder



eadquartered in Santa Fe Springs, CA, Frontline Freight, Inc is a privately owned and operated light asset based LTL carrier. Since our inception in 1989, we have remained focused on delivering total customer satisfaction.

Understanding the challenges facing most shippers today, we continue to provide a dependable, low-cost, direct LTL service to and from California.

Our focused niche is 1 to 5 pallets or up to 10 linear feet not to exceed 10,000 pounds. We can also accommodate larger shipments through our volume department.

While our dynamic, efficient carrier network, flexible pricing options and robust technology platform provide the framework that meets our customers growing demands, it is our exceptional team that makes us one of the most reliable and economically priced freight companies in California. Over the past several years we have experienced steady growth and are anticipating the expansion of our domestic footprint throughout 2013.

Service is the essential difference at Frontline Freight and our success has always been based on our unparalleled dedication to building partnerships by providing quality and value to our customers. Consistent with our commitment to service excellence we continue to expand our team and provide state of the art training. Frontline Freight sets the standard for integrity and excellence.

#### Frontline at a glance:

- Light asset based carrier with a terminal located in Santa Fe Spring, CA.
- Specialized long haul LTL carrier to and from CA.
- Niche is 1 to 5 pallets.
- Business to Business only.
- Competitive pricing plans.
- Full technology integration with customers and partners
   – EDI, API, and imaging.

Let Frontline Freight prove to you that quality does not cost, it pays.



#### Frontline Freight, Inc.

10205 Painter Avenue Santa Fe Springs, CA 90670 800-243-5422 ext 141 Fax: 562-236-1457 sales@frontlinefreightinc.com www.frontlinefreightinc.com

# LOGISTICS PLANNER

## **Geodis Wilson**



John M. Gallahan Regional VP-Americas Managing Director-U.S.

- International and Domestic Freight Forwarder
- 3PL Solutions Provider



Airfreight Forwarder of the Year 2010 and 2011



#### Inbound Logistics Top 100 3PL Provider 2011 and 2012

Atlanta • Boston • Charlotte Chicago • Dallas • Detroit • Houston • Los Angeles • Miami • Minneapolis • New York • Norfolk • San Francisco • Seattle • Washington, D.C.



#### **Geodis Wilson USA HQ**

485C Route 1 South Suite 410 Iselin, NJ 08830 1-877-469-0510 info@geodiswilson.com www.geodiswilson.com/us



Wilson is one of the world's largest freight forwarders and third party logistics providers. We have a strong presence in Europe, the Americas and the Asia Pacific region, with additional offices in the Middle East and Africa.

We serve our customers with integrated supply chain solutions that deliver cargo by air, ocean and ground. Our expertise, value-added solutions and e-services enable you to streamline a more transparent and flexible supply chain.

#### **Industries Served**

- Aviation & Aerospace
- Automotive
- Hotel and Resorts
- Industrial Manufacturing
- Cruise Lines

- Pharmaceutical & HealthHi-Tech
- Oil and Gas
- Fashion & Retail
- Relief Cargo

#### International & Domestic Freight Forwarding

Our services include air freight forwarding, export consolidations, customs brokerage, ocean freight forwarding, banking services, insurance, warehousing and distribution, inbound transportation, vendor management, domestic air and ground services and charters.

In addition, Geodis Wilson specializes in project cargo, with teams dedicated to the specific needs industries such as Oil & Gas, Nuclear and Infrastructure with a warehouse and staging area based in Houston, TX.

#### **3PL Solutions Provider**

Geodis Wilson provides value-added transportation, warehousing & distribution solutions for shippers around the world. With our warehouses strategically located in key markets, including Los Angeles, Chicago, Atlanta, New York/ New Jersey and Dallas, we have the capabilities to integrate your imports and exports into a seamless domestic and international distribution supply stream. We provide pick & pack, light assembly, consolidation, deconsolidation, documentation, scanning, sorting and other logistics services from these locations. Geodis Wilson also has a warehouse located in the Washington, D.C. region dedicated to government and military 3PL solutions.

## **Georgia Tech Supply Chain & Logistics Institute**



Jaymie Forrest Managing Director

#### **Mission Statement:**

The Georgia Tech Supply Chain & Logistics Institute (SCL) is a unit of the H. Milton Stewart School of Industrial and Systems Engineering at Georgia Tech. The Stewart School is the largest Industrial Engineering program in the United States (more than sixty faculty members, 1000 undergraduate students and 400 graduate students). For twenty consecutive years, U.S. News and World Report has ranked the Stewart School as the best undergraduate and graduate industrial engineering program in the United States.

> Georgia Tech Supply Chain & Logistics Institute

765 Ferst Drive, N.W. Atlanta, GA 30332-0205 Phone: 404-894-2343 Fax: 404-894-6527 www.scl.gatech.edu



or more than 20 years, the Georgia Tech Supply Chain & Logistics Institute has been the premier academic institution for supply chain and logistics education, innovation, and leadership. While SCL has resources and programs in supply chain management, its primary focus is on development of new tools for analysis, design and management of logistics processes, and new concepts and strategies for the practice of supply chain engineering.

#### Supply Chain and Logistics Education

SCL offers an extensive curriculum of open-enrollment supply chain executive education courses. The curriculum includes comprehensive courses in logistics, transportation, warehousing and lean supply chain management. Since 1992, more than 6,500 logistics professionals have attended the program with more than 650 participants earning SCL's Supply Chain and Logistics Certificate from Georgia Tech. In addition, the H. Milton Stewart School of Industrial and Systems Engineering offers a part-time Executive Masters in International Logistics (EMIL) for mid-career executives.

## Supply Chain Executive Forum

The Supply Chain Executive Forum (SCEF) provides executives from leading supply chain organizations the opportunity to meet twice a year to discuss new and compelling ways to streamline operations and enhance profitability, and integrate supply chain strategy with corporate strategy.

#### Research Centers & Sponsors

SCL's research utilizes the outstanding faculty and graduate student resources of the Stewart School. More than twenty Stewart School faculty members focus their research on supply chain and logistics problems. SCL research activities are organized around seven major research centers of excellence: Supply Chain Strategy, Warehousing and Distribution, Global Transportation, Manufacturing Logistics, Resource Scheduling, Health and Humanitarian Logistics, and China Logistics. SCL also opened a Trade,

Innovation, and Productivity Center in Costa Rica and a Panama Logistics Innovation and Research Center.

#### The Integrated Food Chain (IFC) Center

IFC is a membership-based industry/academic joint initiative that identifies and resolves critical integration issues across the end-to-end food chain while focusing on designing, analyzing and continuously improving cold chains for perishable food products.

#### **Leaders in Logistics**

SCL's Premier Industry Research Program, Leaders in Logistics provides a unique opportunity for select business and governmental organizations engaged in supply chain practice to interact with SCL's faculty, students, and one another. Annual Membership includes a research project and education/ outreach activities.



# LOGISTICS PLANNER

## **Givens Logistics, LC**

#### Ed Reed President

#### **Mission Statement:**

The Givens Companies help our customers reduce costs, inventory levels, man-power requirement and capital outlay. Givens will ease your logistics concerns by ensuring quick response and problem free, first quality service.



1720 S. Military Highway Chesapeake, VA 23320 800-446-8195 Fax: 800-295-3550 acampbell@givens.com mthomas@givens.com http://givens.com



#### THIBUTION CENTERS • TRANSPORTATION • LOGISTICS

For over 50 years, the key to Givens' proven success has been determination, innovation and dedication to our customers' unique needs. We understand the logistics issues facing each of our customers and strive to satisfy those issues in a timely and cost-efficient manner. We help reduce distribution costs, inventory levels, manpower issues and capital outlay. We offer a full spectrum of transportation, warehousing and logistics services, specializing in the demanding requirements of automotive, mass merchandise and electronics distribution.

Our objective is to provide complete distribution support, allowing our customers to concentrate on their core businesses. We help reduce distribution costs, inventory levels, man-power issues and capital outlay. We offer a full spectrum of transportation, warehousing and logistics services; specializing in the demanding requirements of automotive, mass merchandise and electronics distribution.

Givens is proud to play a integral part in our customers' success. American Honda has been a value customer for over 50 years and we are equally appreciative of similar long term relationships with others, including Canon, TRW, Volvo Penta, Audiovox, QVC, Mitsubishi Chemical, Cummins Engine Company, John Deere and several Tier One automotive suppliers.

Givens Logistics is an asset base 3PL with 1.8 million square feet of warehousing space in the ports of Norfolk, VA and Seattle, WA. We provide freight management for LTL, truckload and intermodal business as well as warehousing services.



# LOGISTICS PLANNER

## **GP** Desarrollos



Armando Garrido Camelo GP Desarrollos Director

#### **Services Portfolio:**

- Site Selection
- Design, Engineering and Construction
- Project Management
- Financial Analysis
- Property Management

#### **Product Portfolio:**

- Built to Suit Projects
- Inventory Buildings
- Sales/Lease Back
- Office Buildings
- Lease Acquisition Projects
- Concession Projects
- PPS/APP's
- Retail Project
- Commercial Project
- Mix Use ProjectsVertical Residences



#### **GP Desarrollos**

Zaragoza sur #1300 Level A1-Suite 112 Monterrey, N.L, México Toll Free from USA: 1-855-3666-GGP www.grupogp.com.mx



GP Desarrollos is Mexico's leading real estate developer for logistics and manufacturing facilities with over 3.5 million square feet built and land reserve over 2,000 acres available in strategic locations such as Nuevo León, Aguascalientes, Tamaulipas and San Luis Potosí.

Our parent company, Grupo GP founded in 1986 decide to meet global market dynamics in the need for space and compliance with upscale features for investment. As a result, GP Desarrollos became responsible for creating Mexico's first northeastern region industrial park, detonating opportunities for both domestic and foreign direct investment, today resulting in a solid client portfolio ranging from logistics and manufacturing to financial services and software development.

Over the years, GP Desarrollos has been an active member of key organizations such as AMPIP (Mexican Association of Private Industrial Parks), ADI (Real Estate Developers Association) and CMIC (National Construction Industry Chamber) with a strong commitment of contributing to regional socioeconomic development.

#### **Competitive Advantages**

■ Technical Capabilities: Your solutions are altogether within our walls. This means we do not outsource construction or property management services like most of developers would, therefore we achieve maximum efficiency combined with local market knowledge that sets industry standards to deliver on time results.

■ Guaranteed Quality and Sustainable Projects: Our construction segment has over 45 years of experience with global companies and international standards compliance, nowadays aiming to specialize in LEED certification projects. On the other hand, when it comes to Property Management, the company's facilities are maintained in accordance to the industry's highest standards certified by:

- NFPA (National Fire Protection Association)
- ASHRAE
- ISO 9001
- DQS UL

■ Strategic Alliances: The company's leadership and growth has outlined expansion plans and partnerships with world class real estate & financial institutions such as Clarion Partners, enhancing the company's capacity and financial stability to execute high complexity projects and improve market share in key locations.

Corporate Social Responsibility: Essentially, corporate responsibility is a self-regulation process integrated into our business model to ensure support for quality of life, ethical standards and community involvement. With this, our business embraces responsibility for the impact of its activities on the environment and stakeholders, also encouraging public interest in community growth and development, voluntarily avoiding practices that could harm the public sphere.

## LOGISTICS PLANNER

## Gray Peaks, Inc.



Tim Sensenig Chairman

Smart logistics management understands that creating simplicity in complex supply chains is best; but simple is hard work. Gray Peaks works with its clients around the world to deliver solutions with fewer, more automated steps to cut time and cost from their logistics operations.

Gray Peaks architects and designs global and domestic supply chain applications utilizing technology innovation, which todav means Software-as-a-Service from the cloud. We think of this as Logistics Process-asa-Service, facilitating clients to manage an end-to-end collaborative process of both transaction and communication with transparency and visibility. Our global Consulting Services deliver advisory, strategic assessments, supply chain re-engineering, and project management and implementation services to deliver sustained supply chain improvements.

> Gray Peaks Providing service to 200 countries globally Regional Headquarters Americas +1 919 844 7724 Asia Pacific +65 3156 1002 Europe +44(0) 7831 603330 Middle East & Africa + 97 155 242 1298 info@graypeaks.com www.graypeaks.com



t Gray Peaks, we never forget that every transfer of goods, whether a multileg international move under a Letter of Credit or a stock transfer between two of a company's warehouses, is at its core a transfer of costs and risks. In each transaction, there are four flows - cargo, document, funds and information - that must be managed in order to complete successfully. Every organization involved in the movement of goods requires a comprehensive and appropriate set of technologies to manage these primary flows so that freight planning, collaboration, execution, invoice settlement and risk management may take place seamlessly, delivering day-to-day operational control.

#### Application System Design, Support and Maintenance

Our technology development provides architecture design, software development and SaaS delivery of logistics solutions, control towers and e-commerce platforms. Our off-shore center can deliver products, application extensions and bespoke developments, as well as application maintenance and sun-set support.

- Software development utilizing Java Frameworks: Significant development expertise with current technology and mobile platforms, combined with a long experience in logistics, allows us to quickly develop and deploy high-value solutions.
- Application Maintenance & Support: Off-shore support for your applications, especially to outsource legacy applications that require significant maintenance effort and migration to your new platform.
- Logistics Business Process Outsourcing: Our transportation expertise off-shore also can provide business process outsourcing, such as invoice entry and matching, rate and tariff maintenance, and commercial invoice entry.

#### **Consulting Services**

Unlike pure supply chain consultants providing advisory support, we additionally can project manage and implement freight logistics solutions that we recommend or you have selected, to deliver sustained logistics improvements. From strategic assessments to optimization tuning and upgrades, our experienced and successful consultants can help you locally and globally.

- Transportation Strategy & Advisory: Expertise in port logistics, free trade zones, network design, distributed order management and logistics process redesign; also warehouse layout design and distribution network optimization.
- TMS Practice: Extensive experience with major applications, such as Oracle Transportation Management (OTM) and JDA's i2 and expertise with Routing & Scheduling applications and Real-time Scheduling for home delivery, together with mobile and tracking systems. Our SaaS WMS and Cargo Warehouse solutions deliver rapid returns.
- Customs & Compliance Practice: We have deep knowledge of Freight Forwarding applications, Customs, Global Compliance, PO Management, tracking and visibility.



# LOGISTICS PLANNER

## **Hoosier Energy**



Harold Gutzwiller Manager of Key Accounts and Economic Development

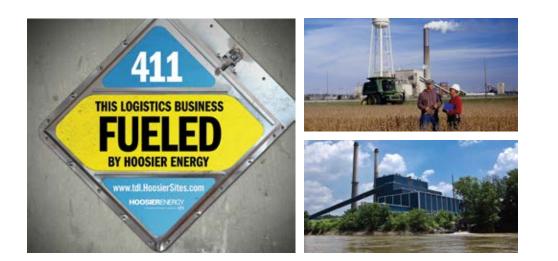
#### **Mission Statement**

To provide member distribution systems with assured, reliable and competitively priced energy and services in a safe and environmentally acceptable manner.



#### **Hoosier Energy**

P.O. Box 908 Bloomington, IN 47402 Direct: 812-876-0294 Cell: 812-360-4796 Fax: 812-876-5030 Hoosiersites.com Hepn.com



oosier Energy is a generation and transmission cooperative (G&T) with headquarters and system control center in Bloomington, Indiana. The G&T provides electric power and other services to 18 electric distribution cooperatives, which collectively meet the electricity needs of more than 800,000 residents, businesses, industries and farms.

Hoosier Energy, Indiana's first power supply cooperative, operates four power plants, two renewable energy plants and a transmission network that includes 1,700 miles of high-voltage lines, 18 primary substations and nearly 300 delivery points.

In addition, Hoosier Energy provides training, key accounts, marketing, communications and technical services to its member cooperatives. Hoosier Energy and its members are cooperative businesses that provide reliable, affordable electric power and carry on a long-standing commitment to improve the quality of life in our communities.

#### Our Commitment to Economic Development

Through Hoosier Energy's

Economic Development's 2012 efforts, an estimated 1,500 new jobs and \$320 million in capital investment was created in member territories. Because of this dedication and contribution to our counties' economic growth, the Hoosier Energy Economic Development program continues to be one of the Midwest's leading economic development organizations.

The Indiana and Illinois economic development program at Hoosier Energy provides comprehensive economic development services throughout our service territory. Some of these services include:

- Shovel-ready site listings
- Electric usage cost estimates
- Searchable business mapsSearchable sites and
- buildings maps
- Personalized assistance.

#### Our Commitment to Quality, Reliability

To help assure a consistently reliable power supply, Hoosier Energy's power delivery system is connected to the regional power grid and interconnected with other utilities. As well, the power supply cooperative is a founding member of the Indianapolis-based Midwest Independent System Operator, which manages power flow, transmission reliability and power marketing throughout a 15-state region and parts of Canada.

Hoosier Energy is a Touchstone Energy<sup>®</sup> cooperative, part of a nationwide alliance of 650 electric cooperatives providing service with accountability, integrity, innovation and commitment to community. The power supply cooperative has been recognized nationally for its environmental stewardship and education programs, including an education center, free electronic lending library for educators, and community watershed conservation efforts.

Each of the power supply cooperative's members elects a representative to the Hoosier Energy Board of Directors, which develops policies and reviews the co-op's operations. The chief executive officer and his staff carry out dayto-day management of the organization, directing a work force of more than 460 employees.

# LOGISTICS PLANNER

## **Hub Group**



David P. Yeager Chairman & CEO



Mark Yeager Vice Chairman, President & COO



Hub Group 3050 Highland Parkway Suite 100 Downers Grove, IL 60515 800-377-5833 GoGreen@hubgroup.com Twitter: @hubgroup www.hubgroup.com





We are Hub Group, a leading transportation management company. We provide comprehensive intermodal, highway and logistics services. We are a reliable and reputable \$3 billion publicly traded company with over 41 years of financial stability setting our foundation for success. Our goal is to implement strategic freight management plans that allow us to best serve each customer. We come equipped with an array of services that can be blended to meet each customer's needs.

#### Intermodal

Our asset-light Intermodal strategy is not only innovative, it's incredibly effective - a model that gives customers access to a fleet of over 24,000 of our own 53-foot freight containers, and over 65,000 rail assets. This brings our customers the most flexible and reliable intermodal shipping service operating throughout North America.

#### **Truck Brokerage**

Hub Highway is one of the largest over-the-road brokers in North America. Our \$300 million Hub Highway brokerage business is fueled by a 20,000+ carrier base. Our highway division can provide a personalized plan - from a single load to innovative capacity solutions for special projects.

#### Drayage

Comtrak, Hub Group's drayage operation, is stronger than ever. 30 years strong in fact. Our services include intermodal drayage, international drayage and dedicated truck services. Our intermodal drayage footprint includes over 2,500 drivers with 27 terminals nationwide. We retain an in-house information technology staff that ensures Comtrak's technological edge.

#### Logistics

Unyson Logistics is an award-winning 3PL that

specializes in customizing solutions to fit our clients' needs. We offer multi-modal capabilities that guarantee supply chain savings through our services, technology and expertise. Unyson deploys structured account management, continuous improvement programs and business intelligence that combines innovative reporting with cutting-edge dashboard technology.

#### **Mode Transportation**

In 2011, Hub Group acquired Mode Transportation, an asset-light based third-party logistics company focused on delivering truck brokerage and intermodal services. Mode Transportation operates across the United States through a highly qualified network of independent business owners. Mode is headquartered in Dallas and is a wholly-owned subsidiary of Hub Group.

## **HWC Logistics**

LOGISTICS PLANNER



**Mike Owens** Chairman and CEO

#### **Mission Statement**

HWC Logistics designs, implements and manages supply chain solutions. We deliver operational excellence through superior people, processes and technology. This gives our employees challenging and rewarding careers, and our customers competitive advantages, by being an integrated provider of distribution, warehousing, transportation, import and export services.

#### We Put Products In Motion



#### HWC Logistics Global Headquarters: Atlanta

5300 Kennedy Rd. Forest Park, GA 30297-2502 678-705-6002 info@hwclogistics.com www.hwclogistics.com

#### Savannah

122 Norwest Court Pooler, GA 31322-3943 912-748-9506

#### Charlotte

1700 West Pointe Drive, Ste. E Charlotte, NC 28214-7901 704-392-8204





#### History

In 2013, HWC Logistics celebrates its 32nd year in business. Dedicated to providing quality and reliable service to our customers, our business is committed to being a powerful partner to all we serve. From our humble beginnings as a single courier to our vision today of being an integrated provider of distribution, warehousing, import, export and trucking services, we have continued to expand within the U.S. market.

#### **Core Values**

We believe that the best core values are those that help our people reinforce the principles of great customer service, doing business the right way and striving to learn more about the needs of our customers, and making sure we do the job right all the time. Consistent with that process, we have developed seven core values that we believe do just that.

- Question, Question, Question
- Do It Now
- Make the Customer Sticky

- Work the Cause, Not the Symptom
- Easy to Do Business With
- Strive for Excellence
- Anticipate the Need, Anticipate the Problem

## HWC Logistics is a Solutions Provider

- 3 regional service centers and 150 dedicated employees
- Average 96,990 import shipments per year, not including truckload, LTL or expedited deliveries
- HWC Logistics' acquisition of Cargo Services of Atlanta has added transportation capability to all areas of the 48 states if requested
- Over 45 dedicated HWC trucks, with strategic carrier relationships and access to 1 million square feet of warehouse space
- Building customer relationships allows us to leverage our experience in



- Container Freight Station
- Centralized Exam Station
- FDA Exam Station
- Ocean Import & Export
- Transloads
- Cross-Docking
- Automobile Export
- Flat Rack / Heavy-Lift
- Local Pickup & Delivery
- Full Truckload
- IPI Program
- Container Drayage

logistics to design solutions in order to help clients achieve supply chain goals HWC Logistics uses the Cargo Manager Systems Warehousing and CFS suite of applications including a WMS. Some of the features of our

system capabilities are:

- Warehouse inventory control
- VMI-Vendor Managed
- Inventory Order processing
- Barcode reading
- Location control
- Multiple SKU processing
- Dimension and weight reporting
- Electronic customer reporting
- Real time CFS availability
- Online web visibility and order processing
- Quote for Delivery
- Shipment confirmation
- Customer Login for specific customer visibility

# LOGISTICS PLANNER

## Hyundai Merchant Marine

#### **Company Mission:**

Guided by an unwavering focus on customer service and satisfaction, HMM is dedicated to providing a high level of excellence in all product offerings. Short- and long-term strategies are channeled by our pursuit of these goals:

- It is the collective goal of all Hyundai employees to deliver operational quality in each shipment we transport for every client.
- By definition, the Hyundai name is synonymous with innovation. We will rise to the challenge of our customers' changing needs.

#### Hyundai Merchant Marine

877-7Hyundai www.hmm21.com m.hmm21.com



HMM is a worldwide network of supply chain services with a rich history of innovation and success with our customers and partners. We operate more than 45 sea routes to over 120 ports of call, enabling HMM to collaborate strategically with the world's major consumers of ocean transportation products and logistics services.

In order to drive the company's enterprise and provide value generating solutions to meet the requirements of our clients, HMM operates a global ERP (Enterprise Resource Planning) system. Hyundai offers state of the art web based B2B products for enhanced supply chain visibility:

- Customized reports
- Booking & Bill of Lading Transactions

Tracking & TracingInteractive Sailing Schedules

Our technical offerings also include EDI transactions for companies ready to bridge their data gaps. Hyundai supports either ANSI X.12 or UN/ EDIFACT formats.

Each time HMM delivers a shipment on schedule it is by design.

Ranked among the top 5 Ship Operators for 2012 Reliability Rankings, according to Drewry's Carrier Performance Insight Report Q3 2012.

Our company is processoriented and functional processes are maintained and adhered to in order to deliver consistently reliable service standards. We hold the following certifications:

- ISO 14001
- ISM Code
- ISO 9001 & 9002
- OHSAS180

HMM was the first international ocean shipping company to receive the Environmental Management System Certification, and throughout the years maintains an eco-friendly policy to preserve the environment, and subscribes to the principle of sustainable development. This policy not only suits the demands of the present generation but also insures the well-being of future generations.

HMM. On time. Online



### **IAS–International Asset Systems**



Paul Crinks CEO



**Chris Mazza** Senior VP Business Development

#### **Mission Statement:**

Our mission is to connect disparate systems in the global transport chain to deliver information and services that reduce costs, increase revenue, and improve customer service.



IAS – International Asset Systems

520 Third Street, Suite 101 Oakland, CA 94607 510-844-3000 Fax: 510-844-3001 info@interasset.com http://interasset.com

More Than Intuition	VISIBILITY a window into your data, processes, and assets.
More Than Opportunity	OPTIMIZATION the most efficient supply chain movement for optimal operations.
More Than Software	INNOVATION enabling your people and assets to create additional value.
More Than Connectivity	COLLABORATION a platform to unite you and your network to a common goal.
More Than Venders	EXPERTISE partnering with the best technologists and transportation people.

IAS provides greater visibility, control, and optimization of assets through a collaborative platform uniting the global trade, transportation, and logistics industry. The IAS solution portfolio and InterAsset platform create a more valuable network by enabling efficient and secure communications, optimizing the inland intermodal process, and lowering the cost of routine business transactions. IAS connects thousands of trading partners and enables them to increase revenue, margin, and service. The IAS team is dedicated to supporting world-class solutions with 24/7 global service and one of the intermodal industry's most comprehensive service level agreements.

#### InterAsset

IAS powers all solutions with a secure, configurable platform that connects the intermodal community and makes implementation fast and affordable. InterAsset is the result of a unique combination of proven, best-inclass technologies paired with the industry expertise gained in providing cloud-based business solutions to the global intermodal community for over a decade.

#### IAS Equipment

EquipmentRepair and EquipmentInsight automate the maintenance and repair cycle to significantly lower costs, improve M&R decisionmaking, and maximize equipment utilization. Empower your M&R managers with the tools necessary for success and ensure your equipment gets checked quickly, estimates are agreed efficiently, and repairs are executed promptly.

#### **IAS Dispatch**

DispatchManager, DispatchOptimizer, DispatchTender, DispatchTariff, DispatchInvoice, and DispatchInsight streamline work order management, improve performance of inland transportation, and provide visibility, control and optimization of the first and last mile. IAS Dispatch coordinates your needs with the resources of partners in your transportation network, resulting in improved profit, improved equipment utilization, and improved customer satisfaction. With DispatchOptimizer, you can address the environmental, health and social dimensions of haulage-less fuel consumption, less port congestion, less

noise, less air pollution–while simultaneously improving your financial bottom line, customer service, and operating efficiencies.

#### **IAS Imbalance**

SlotXchange and InterChange leverage the world's largest network of equipment suppliers and receivers and broker's expertise to help manage imbalances around the globe. These services improve vessel and container utilization and reposition assets to where they are needed, when they are needed.

#### **IAS Chassis**

ChassisManager connects chassis owners and users, improves communication and visibility around equipment usage and charges, and sets a higher standard for customer service. Chassis users can rent chassis in a safe, secure, customer-friendly manner and access and manage real-time information on their rental fleet and its associated charges.

Please visit interasset.com to learn more.

## LOGISTICS PLANNER

### **Ingram Micro Logistics**



Alain Monie President and Chief Executive Officer

#### Mission

To optimize our customers' supply chains by offering the world's best third-party logistics solutions empowered by unparalleled flexibility and scale.

#### Vision

Ingram Micro Logistics will be universally regarded as the global leader in third-party logistics and the most indispensable supply chain business partner.



#### **Ingram Micro Logistics**

1600 East St. Andrew Place Santa Ana, CA 92705 1-714-382-4845 IMLSales@IngramMicro.com http://IngramMicro.com/ Logistics



#### ngram Micro Logistics (IML) is a leading third-party logistics provider delivering the world's most scalable multichannel fulfillment solutions to a wide range of industry and product leaders. By leveraging Ingram Micro's core assets and more than 30 years in order management and fulfillment, along with the advantage provided by our global network of 100 distribution centers, IML sets the standard for third-party logistics (3PL) business solutions and services as the authoritative logistics subject-matter expert.

We help our customers gain a competitive advantage with a wide range of services unequaled by other national distributors or 3PLs. Whether your business is in IT, e-commerce fulfillment, retail, apparel, or any other industry, our multi-channel supply chain expertise allows your business to expand and grow. And when it grows, we will scale to meet your needs. No other 3PL scales like we can. It's that simple.

IML delivers value by reducing overall supply chain costs, improving operational efficiencies, and increasing customer satisfaction with world-class logistics solutions driven by unparalleled flexibility and scale.

#### **Our Key Differentiators**

Strategic Focus as a Master Logistics Provider and in eFulfillment: Our multichannel fulfillment expertise allows customers to leverage a single pool of inventory for all distribution channels. Whether your business requires a single product shipped to an individual customer, or a complex multi-product truckload delivered to a retail distribution center, we deliver value every step of the way.

Advanced Logistics Centers: With more than 100 global distribution centers in 35 countries, we have created an unmatched global network operating as the heart of our business. From ISO certifications and 5S methodologies to the most efficient information systems and fulfillment processes, our Advanced Logistics Centers (ALCs) do more than just pick, pack and ship.

Value-Added Services: IML is able to deliver the widest range of value-added services by any 3PL. No matter what level of customerorder handling your business requires, we deliver with betterthan 99% same-day shipping and order accuracy.

- Services include:
- Etching and engraving
- Configuration and postponement
- Kitting and bundling
- Gift bags
- Dynamic messaging
- Retail display assembly
- Customized packaging
- Labeling
  - Catalog and insert stuffing Financial Backing and

Stability: IML is the only 3PL backed by the stability and financial strength of the world's leader in IT distribution, Ingram Micro. With more than 30 years of supply-chain expertise and the innovative leadership of a Fortune 81 global organization, you can trust that the partnerships, processes, people, and information systems that your business depends on are here to stay.





### **Institute of Logistical Management**

"Earn While You Learn" for Real World Application!



#### Frank R. Breslin Dean, MBA, Interstate Commerce Law Practitioner

#### **Courses Offered**

Distance Learning and Online

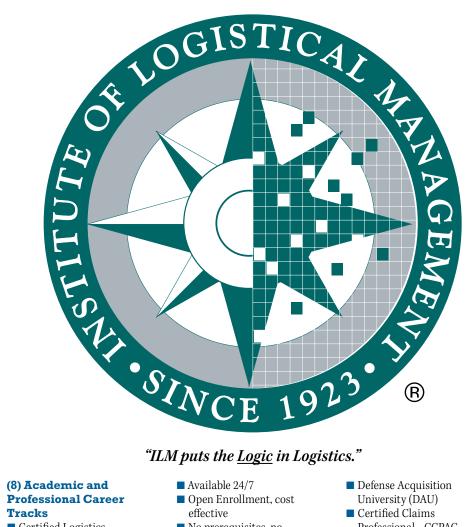
#### Faculty/Consultants

- Kenneth B. Ackerman
- Richard Armstrong
- Robert A Schirmer, Ph.D
- Emmett O'Hare, Ph.D
- Leon (Bud) Cohan
- Michael B. Stroh, CTL
- Walter Weart
- Rich Kuzy Brent Wm. Primus, J.D.





Institute of Logistical Management 888-ILM-4600 609-747-1515 info@logisticseducation.edu www.logisticseducation.edu



#### "ILM puts the Logic in Logistics."

## **Tracks**

- Certified Logistics Practitioner (CLP)
- Supply Chain Practitioner (SCP)
- Logistics Practitioner (LP) Motor Carrier Practitioner (MCP)
- Transportation of Dangerous Goods Certification
- International Logistics Certification
- Specialized Certifications
- Transportation and Logistics
- Certification

- Open Enrollment, cost effective
- No prerequisites, no classrooms
- Students Worldwide
- DANTES Affiliated
- Listed in ACE Directory of Accredited Institutions of Postsecondary Education
- Accredited Member Distance Education and Training Council
- Approved for Veterans Benefits and Montgomery G.I. Bill & Post-9/11 Benefits
- Go Army Ed

- Defense Acquisition University (DAU)
- Certified Claims Professional – CCPAC
- Licensed, State of New Jersey
- DETC Recognized by US Secretary of Education
- Oldest Logistics Distance Learning School in the World!
- Recommended Credits generally transferable to most degree-granting Institutions, who make final determination of acceptance of credits.

## LOGISTICS PLANNER

### **Interlink Technologies**



Jessie Miller President, CEO



#### About Us

In 2013 Interlink Technologies proudly celebrates 27 years of WMS Solutions! Beginning in 1986, Interlink was one of the first companies in the nation to develop and offer Warehouse Management Solutions (WMS). Early on, Interlink's vision was to provide paperless, realtime information in the warehouse so that managers and supervisors could make smart decisions and keep the supply chain on track with their customer's demands. Interlink's vision remains focused on this philosophy while product development continues evolving with advancing technologies and practices. The key to Interlink's success is the partnership Interlink provides to customers. Interlink believes that it's not enough to just provide customer service; instead Interlink provides a partnership service to achieve customer goals and deliver peace of mind.

#### WHSe-LINK®

WHSe-LINK<sup>®</sup> (Warehouse Link) is Interlink's WMS software package. "WHSe-LINK" is a business system designed to support all distribution activities. From the moment the product arrives, until the product leaves, you have complete auditing and tracking information." Management has full control over the user's menudriven directives and authorities. Productivity increases, shipping accuracy increases, response time, order-fill rate and customer satisfaction also increase.

No one likes to hear "I don't know" in response to a question and management needs to know! Warehouse Link eliminates the uncertainty about where the product is located and where it is in the distribution process. Management decisions can be made with real-time, accurate information – whether they're on the warehouse floor or in their office.

Warehouse Link includes features and functionality to manage your way. With 27 years of warehouse management methods built into receiving, putaway, tracking, picking and shipping, Warehouse Link is designed to work with you, not dictate to you. Use Warehouse Link to manage kitting, lot/batch/ serial numbers, environment requirements, hazardous materials, seasonal products, QC, cycle counts and more! (Many customers have even eliminated physical cycle counts!)

Warehouse Link operates in any warehouse environment, including but not limited to: 3PL, Pharmaceutical, Food, Healthcare, Retail, Automotive, Electronics, Manufacturing and Distribution. Warehouse Link is multi-building, multi-company, multi-location system that allows you to manage each independently or dependently. Warehouse Link is scalable – from 5 users to thousands. The system will grow as your company grows.

#### **Interlink Solution**

Interlink Technologies is consistently ranked in the Top 100 Technology Providers. While Interlink's core focus is software, Interlink provides a turn-key solution: WHSe-LINK\* Software, Hardware, Project Management, System Integration, Training and Support. If your warehouse deserves a WMS with powerful performance and a professional partner to help you achieve your goals – Think Interlink!





#### **Interlink Technologies**

PO Box 970 Perrysburg, OH 43552 Toll Free: 800-655-5465 Phone: 419-893-9011 Fax: 419-893-7280 info@www.thinkinterlink.com www.thinkinterlink.com

### **Intermec Technologies Corporation**



Allen J. Lauer Interim President and CEO

#### **Mission:**

Intermec has been writing technology history for more than four decades: With more than 640 active patents and counting, we're in the business of shaping data capture and information management in rugged and highly scaled business environments.

In order to deliver business results that truly matter, our experts immerse themselves in our customers' business – their objectives, how they use mobile workers, their existing processes and technology infrastructure – in order to fully identify their opportunities to enhance the performance of critical workflows.

In the end, we deliver innovative technology solutions that yield unparalleled success, including reduced operating costs, better margins, and greater revenue for our global customers.



Intermec Technologies Corporation

6001 36th Ave W Everett, WA 98203 Phone: 1-800-347-2636 Email: info@intermec.com www.intermec.com



#### Over 40 Years of Technology Leadership

Intermec Inc. (NYSE:IN) develops, manufactures and integrates the most sophisticated tools for the fully coordinated supply chain. Our core technologies include RFID (radio frequency identification), mobile computing and data collection systems, bar code printers and label media. Intermec products and services are used by the leading companies of diverse industries worldwide to improve the productivity, quality and responsiveness of their business operations - because investments in Intermec technology go straight to the bottom line.

Headquartered in Everett, WA, USA, the company is perhaps best known as the inventor of the world's most widely used bar code symbology and for its 154+ patents critical to the development and use of RFID technology.

Intermec patents and innovations also include such familiar devices as the "Smart Battery" technology now common in portable electronics such as camcorders, laptops, and handheld computers; the first computerized cash register; some of the world's most widely used bar code symbologies; the first penbased handheld computer running Microsoft Windows 3.1; and even the sort of wireless Personal Area Network that Bluetooth is now based on. **Recent Intermec** 

developments include the first fuel-cell powered mobile computer and the first MEMS-based (microelectromechanical systems) laser scanning system. Fuel cells and MEMS are anticipated to be the future bases of battery and scanning technologies, respectively. And in 2006, Intermec achieved another breakthrough in the development of laser-scan engines - the EX25 scan engine – the first imager to read 1D and 2D bar codes at ranges of 6 inches to 50 feet.

#### **A History of Innovation**

Intermec invented many of the revolutionary technologies that make it possible for businesses to track goods and services throughout their supply chains. Intermec also developed key technology integral to the current consumer and wireless revolution and continues to explore new automated data collection, mobile computing and RFID technologies for future retail, industrial and government applications.

Today, Intermec is a leader in global supply chain solutions and in the development, manufacture and integration of wired and wireless automated data collection, RFID, mobile computing, voice systems, bar code printers and label media. The company's products and services are used by customers in many industries worldwide to improve productivity, quality and responsiveness of business operations, from supply chain management and enterprise resource planning to field sales and service.

#### More Than Technology: Solutions

Intermec is the workflow performance company. We design the leading data capture and information management solutions at the interface between mobile workers, assets, and customers. Through continuous innovation in hardware, software, services and integrated solutions, Intermec helps customers realize the full potential of their people, time, space, and information.

#### **Mobility Solutions**

- Advanced data capture, wireless and global positioning technologies
- The broadest solution portfolio in the industry including rugged mobile computers, data capture products, software and services
- Extensive range of industrial printers, desktop printers, mobile printers, RFID printers, software, media supplies, and services

#### **Voice Solutions**

- Integrated voice centric workflow solutions
- Combines voice recognition software and wearable accessories for managing workflows
- Warehouse and healthcare focused solutions

#### Life Cycle Services

Complete mobility lifecycle services including solution consulting, acquisition, deployment, support and device management

## LOGISTICS PLANNER

### J.B. Hunt Transport Services, Inc.



John Roberts President and CEO

#### **Mission Statement:**

We forge long-term partnerships with key customers that include supply-chain management as an integral part of their strategy. Working in concert, we drive out cost, add value and function as an extension of their enterprise.







#### J.B. Hunt Transport Services, Inc.

615 J.B. Hunt Corporate Drive Lowell, AR 72745 1-800-643-3622 solutions@jbhunt.com www.jbhunt.com



#### **Our Services:**

J.B. Hunt utilizes an integrated, multimodal approach to provide customeroriented solutions centered on delivering customer value and industry-leading service. Our customizable services range from full-load containerized freight transportation over highways and railroads to individual deliveries to small businesses and personal residences. We further combine our assets with those of more than 28,000 transportation providers representing over 800,000 pieces of equipment, ensuring our customers get the capacity they need, even in difficult market conditions.

Among our service offerings are:

■ Intermodal: Our intermodal fleet contains the most extensive rail network and the largest private container fleet in North America. Intermodal services combine integration of best-in-class service, priority routing and seamless coordination of rail and over-the-road transport movements to deliver single billing for complete door-todoor service.

#### Dedicated contract

carriage: Our dedicated division offers design, development and execution of customer-specific fleet solutions. These dedicated designs are customized with guaranteed capacity, industryleading service levels, optimum efficiency, and cost-savings management.

Truckload: Our over-theroad service has been the proven leader in truckload transportation for decades. Our fleet of over 10,000 tractors combined with access to tens of thousands of transportation providers ensures capacity. Over-the-road covers more lanes than ever before, provides specialized equipment and combines innovative technologies with experience. Final Mile Services: Our Final Mile service utilizes experienced, backgroundchecked and highly trained

drivers with specialized equipment and technology that provides full delivery visibility, and safe, reliable transportation.

• Less-than-truckload (LTL): Our LTL service provides efficiency throughout an organization by offering the flexibility of LTL, expedited LTL, and consolidation services.

■ Temperature-controlled: Our customizable singlesource solutions utilize both temperature-controlled intermodal and van service, including over 500 refrigerated units and a network of thousands of safe, reliable carriers, including roll-door and multi-temperature units.

■ Flatbed: Our flatbed solution includes over 1,000 company-owned units with access to thousands more, including heavy haul, step deck, removable gooseneck and curtainside equipment.

• Expedited & Team: We offer solutions to expedited and specialized needs ranging from dual-driver protection to trade show services, all with critical care and 24/7 customer service.

■ Specialized: A variety of specialized equipment is available including forklift flatbeds, boom trucks, delivery vans, multi-axle equipment, and others.

#### **Enterprise Solutions**

Our suite of scalable services are unique to the industry and offer single-source solutions for virtually any supply chain needs. For more information, visit www.jbhunt.com.

### **Jacksonville Port Authority (JAXPORT)**

#### **JAXPORT's Vision**

The vision of the Jacksonville Port Authority is to be a major economic engine in Northeast Florida by continuing to be a premier diversified port in the Southeastern United States, with connections to major trade lanes throughout the world.



#### **About JAXPORT**

JAXPORT is a full-service, international trade seaport in the Southeastern United States. JAXPORT owns and manages three cargo terminals in Jacksonville, Fla., including the Blount Island Marine Terminal, the Dames Point Marine Terminal and the Talleyrand Marine Terminal.

JAXPORT and its maritime partners handle containerized cargo, automobiles, recreational boats and construction equipment (Ro/Ro), dry and liquid bulks, breakbulk commodities, and oversized and specialty cargoes. JAXPORT's three marine terminals handled a total of 8.2 million tons of cargo and more than 600,000 vehicles in 2012, making JAXPORT one of the largest import and export automobile centers in the United States.

JAXPORT terminals feature 18 container cranes, on-dock refrigerated & freezer warehousing, Foreign Trade Zone status and outstanding intermodal connections.

#### **Intermodal Connectivity**

Strategically located at the southeastern corner of the United States, Jacksonville offers the best intermodal connections in the South Atlantic.

More than 55 million consumers are within an eighthour truck drive of all three JAXPORT marine terminals, each of which is minutes from an Interstate highway. More than 100 trucking and drayage firms operate in and around Jacksonville's port to take advantage of the city's highway system, anchored by I-95, I-10 and I-75. In addition to Jacksonville's two Class I railroads — Jacksonville-based CSX Corporation and Norfolk Southern — and one regional railroad, Florida East Coast Railway, JAXPORT's terminals offer on-dock and near-dock rail access.

#### The Shift to JAXPORT

With the ability to serve as a hub for inbound and outbound cargo and for distribution of goods throughout the U.S. Southeast and beyond, it is little wonder that Jacksonville is developing a reputation as America's Logistics Center.

#### Why businesses are shifting their supply chains through JAXPORT

- Superior customer service
- Skilled, diversified labor
- Direct connections to the world's largest ports
- Services from 14 of the top 20 container lines
- Savings from #3 globally ranked Foreign Trade Zone #64
- Access to 55 million U.S. consumers within an 8-hour drive
- Speedy interstate highways, rail lines and on-dock rail
- Truck turn times as low as 14 minutes
- Competitive intermodal and trucking rates
- 88 million square feet of regional warehousing and distribution space

#### **Contact us**

If you would like more info about shipping your goods through Jacksonville, please call the Jacksonville Port Authority's (JAXPORT's) Trade Development and Marketing office at tollfree 1-800-874-8050 or (904) 357-3030, or email us at info@jaxport.com.



#### Jacksonville Port Authority (JAXPORT)

Trade Development and Global Marketing 2831 Talleyrand Avenue Jacksonville, FL 32206-0005 Toll-free: 1-800-874-8050 Phone: 904-357-3030 Fax: 904-357-3066 info@jaxport.com www.jaxport.com Twitter: @jaxport Video: youtube.com/jaxport

### **Jacobson Companies**



**Brian Lutt** President and Chief Executive Officer

#### **Our Vision**

Our vision is to be the best at managing value added supply chains, continuously improving operations and driving reliability in the flow of our customers' goods within the world's economy.

#### **Our Mission Statement**

Our mission is to provide best in class supply chain services and create significant value by:

- Delivering competitive advantage for our Customers while delivering strong returns for our shareholders
- Providing opportunities for our Employees
- Driving Safety in our workplaces
- Promoting sustainability and protection of our Environment

#### Jacobson Companies

3811 Dixon Street Des Moines, IA 50313 800-636-6171 Fax: 515-265-8927 sales@jacobsonco.com www.jacobsonco.com



#### **Jacobson Goes Global** *Experience our 'Can Do' Third Party Logistics Worldwide*

We are a leading third party logistics company offering end-to-end supply chain management solutions around the globe. Our extensive network includes 195 facilities worldwide operating 35 million square feet of warehouse space, making us the 2nd largest warehouse 3PL in the United States. Jacobson recently announced the establishment of our first off-shore legal entity, Jacobson Global Logistics, Ltd. (JGL) in Hong Kong. JGL will be the platform from which we grow our business in Asia and around the globe.

#### Our end-to-end supply chain solutions worldwide include:

- Solutions Design
- Procurement Services
- Consolidation/Origin Services
- Freight Forwarding (ocean and air)
- International Transportation (road and rail)
- Customs Brokerage
- Contract Manufacturing
- Warehousing and
- Distribution
- Contract Packaging
- Staffing
- Deconsolidation
- Freight Management
- Transportation Services
- Dedicated Contract Carriage



Integrated Supply Chain Solutions

#### Why Jacobson?

Our strategy and service philosophy offers flexibility, trust and collaboration with our clients. We provide creative and technology-forward logistics solutions to the food and beverage, chemical, consumer packaged goods, industrial/automotive, life sciences and healthcare, retail, consumer electronics and commercial durable goods industries. We believe in total customer satisfaction and exceeding expectations, which leads to on-time deliveries, solving complex logistics and customs scenarios and reducing your logistics costs. Our broad reach and proven expertise give us the power to deliver smart logistics and transportation solutions around the globe.

When you go with Jacobson, you quickly realize you've made the right decision. The relationships we develop with our clients are built on trust and mutual respect, with open, honest communication. Let us show you what we can do for you so you can focus your resources on your mission.

What Can We Do For You?

### Joplin Regional Partnership



Kevin Welch Director

#### Welcome to the Joplin Region!

The Joplin Region is comprised of Southwest Missouri and Southeast Kansas, where you'll find five counties working together to make your business expansion or location successful and profitable. Explore our region and you will find a quality labor force, available buildings and sites, a strong transportation network, competitive state and local incentives, numerous education and training facilities and many other resources available to grow your company.



#### **Joplin Regional Partnership**

320 East 4th Street Joplin, MO 64801 417-624-4150 Fax: 417-624-4303 Email: kwelch@ joplinregionalpartnership.com www.joplinregional partnership.com



#### Joplin Region's Logistics Advantages:

- 670-acre Distribution Park adjacent to I-44 and new interstate grade U.S. 71 (I-49 corridor) The Region has numerous other distribution parks in other communities
- Nine communities and five counties make up the Joplin Regional Partnership
- Rail-served sites up to 1,500 acres
- More than 50 trucking companies
- Excellent highway access
- Available sites and buildings
- Low operating costs

#### **Access to Success**

If easy access to U.S. and North American markets, low operating costs and skilled employees are important to your business, then Joplin, Missouri Region offers a number of dynamic opportunities for success.

Interstate 44 (east-west) along with interstate-grade US Hwy. 71 & US 69 (northsouth) create connections to every region in the country and to Mexico and Canada as well. These major highway connections are enhanced with numerous state highways that provide efficient market access throughout the region and the greater Midwest area.

Three Class 1 railroads and two regional shortline railroads are important parts of the transportation system. These rail lines provide direct access to major ports on the Gulf of Mexico and Pacific Ocean. The Joplin Regional Airport and three other airports within 60 to 90 minutes drive-time serve the region, providing commercial and cargo air service to markets throughout the world.

While the Joplin metropolitan area comprises

173,000 people, the three-state market area encompasses more than 450,000. The labor pool of more than 250,000 people gets high marks for its productivity and quality of work. The excellent highway system makes it easy for businesses to access this talented labor market.

The workforce is enhanced with training opportunities at Missouri Southern State University, Crowder College, Pittsburg State University and Franklin Technology Center. All of these institutions offer standard and customized training in a wide variety of skills.

Along with a skilled workforce, companies locating in the Joplin Region find that overall operating costs are among the most favorable in the U.S. Utility and transportation costs are low. Local property tax rates are among the lowest in the country and state corporate tax rates are modest. Wage rates are very favorable, particularly given the strong work ethic of area residents.

Overall, the Joplin Region offers an ideal location for companies that need access to U.S. and North American markets, quality labor, available sites and buildings, low operating costs and communities with a high quality of living.

The Joplin Region is home to companies such as General Mills, Leggett & Platt, Owens Corning, Atec Steel Fabrication, Butterball, Schreiber Foods, and Thorco Industries. Let us help you successfully meet your logistics needs as well.

# LOGISTICS PLANNER

## Kane is Able, Inc.



Pete Westermann President and CEO

KANE (Kane Is Able) is a thirdparty logistics provider that helps consumer packaged goods (CPG) companies efficiently distribute goods throughout the United States. KANE's value-added CPG logistics services include integrated distribution, packaging, and transportation solutions specifically designed to meet the needs of CPG manufacturers shipping to retail.



S CPG logistics specialists, our business is making retail and grocery supply chains more efficient. So your biggest challenges – retailer satisfaction, promotion support, routing guide compliance, multi-channel distribution – are our bread and butter. KANE's core logistics services are tightly integrated to give you a single-source solution.

#### DISTRIBUTION



Dedicated and multiclient facilities. Ambient and temperature-controlled space. Bulk and pick/pack fulfillment. KANE customers keep inventory low and costs in check by fulfilling retail and consumer orders from one KANE DC.

#### PACKAGING



Final packaging services include simple kitting and POP assembly to high-speed, automated packaging. By performing packaging in the DC, KANE customers have reduced supply chain costs 30% and cut 7 days off delivery cycle time.

#### TRANSPORTATION



Combined asset and nonasset solutions for ambient, chilled and frozen deliveries. KANE serves many small and mid-sized shippers who co-locate inventory at a KANE DC and share truck space to reduce the cost and carbon impact of final mile delivery.



Stauffer Industrial Park Scranton, PA 18501 888.356.KANE (5263) info@kaneisable.com www.kaneisable.com

## LOGISTICS PLANNER

### Kenco



Jane Kennedy Greene Chairwoman & CEO

"What I like about Kenco is that you are big enough to handle our business and everything we throw at you, but you are small enough that we are important to you." - Customer Testimonial







#### Kenco

2001 Riverside Drive Chattanooga, TN 37406 Toll Free: 1-800-758-3289 solutions@kencogroup.com kencogroup.com



Renco is the largest woman-owned thirdparty logistics company in the United States. We provide integrated logistics solutions that include distribution and fulfillment, comprehensive transportation management, material handling services, real estate management and information technology – all engineered for Operational Excellence.

Privately-held and financially strong, we take our corporate responsibility seriously by engaging in ethical, honest and sustainable business practices. Our agility, customer dedication and common sense solutions drive uncommon value.

By leveraging the strengths of our five operating companies, we engineer innovative solutions that provide tangible value. These companies are committed to providing the highest level of quality, service and continuous improvement in the following areas:

#### Distribution and Fulfillment

Kenco operates over 30 million square feet of warehouse space across North America. We perform services that go far beyond the receiving and storage of freight. Network optimization, sequencing, raw materials management, product testing, vendor-managed inventory and regulated pharmaceutical destruction are just a few of the value-added services we perform. Kenco's technology solutions bring agility and flexibility to our customers. We offer the combination of several powerful tools that can help you manage your information, workforce, inventory, space and time.

#### Transportation Management

Companies rely on Kenco for innovative solutions that lower transportation costs, improve customer service and reduce order cycle times. Our experts focus on your transportation needs so you can focus on your company's core competency. Kenco offers full-service transportation solutions, which include dedicated fleet management, freight management, transportation brokerage, over the road transportation and transportation management systems.

#### Material Handling Solutions

Kenco has been providing material handling equipment (MHE) and maintenance services for over 46 years. In addition to regional forklift dealerships, Kenco has the ability to provide on-site technicians that perform preventative maintenance and repairs. This service can substantially reduce equipment downtime and maintenance costs. We also offer a fleet strategy service that tracks and reports MHE data to allow management to make more informed equipment decisions.

#### **Real Estate Management**

JDK Real Estate is known for optimum site selection and rate negotiation power. Leveraging our partnerships with internationally known real estate firms we provide a "onestop shop," capable of managing the real estate process from beginning to end; locating an existing site or building-tosuit, customizing, equipping and managing customers' distribution centers.

Through our Women's Business Enterprise National Council (WBENC) certification, Kenco fulfills a unique market niche by offering high-quality and comprehensive services on a large scale while allowing customers to meet supplier diversity goals.



### **Kentucky Cabinet for Economic Development**



Larry Hayes Secretary

#### **Mission Statement:**

The Kentucky Cabinet for Economic Development is the primary state agency in the Commonwealth responsible for encouraging job creation and retention, as well as new business investment in the state. The Cabinet is committed to enabling the success and growth of Kentucky's existing businesses, attracting new businesses to Kentucky and facilitating the start-up of small business ventures by consistently providing outstanding service, programs and results that exceed expectations. Business investment in Kentucky totaled approximately \$2.6 billion in 2012, with the creation of more than 13,000 new jobs.

#### Kentucky Cabinet for Economic Development

Old Capitol Annex 300 W. Broadway Frankfort, Kentucky 40601 Toll-free: 800-626-2930 Phone: 502-564-7140 Fax: 502-564-3256 econdev@ky.gov www.ThinkKentucky.com

Facebook: @ThinkKentucky Twitter: @ThinkKentucky



### Kentucky delivers the whole package

With excellent air, highway, rail and river assets, Kentucky is an important link in the world's distribution chain. Located at the center of a 32-state distribution area, Kentucky's location advantages facilitate the distribution of goods and materials to a massive industrial and consumer market.

### Global cargo hubs create distribution mecca

Kentucky has two major aircargo delivery hubs operated by DHL and UPS. Their presence gives Kentucky a lot more than jobs. They serve as a catalyst for dozens of other technology and logistics-based companies to locate or expand operations in Kentucky. Companies know they'll have easy access to shipping to the worldwide marketplace.

UPS<sup>\*</sup> Worldport at Louisville International Airport is the largest fully automated package-handling facility in the world. The operation turns more than 130 aircraft daily, processing an average of 1.5 million packages a day. UPS chose to locate Worldport, its global logistics hub, in Louisville based on several important factors, including proximity to population centers, the airport's strong record for staying open in inclement weather, the community's quality of life, and the willingness of city and state government to work together.

DHL's U.S. hub at Cincinnati/Northern Kentucky International Airport (CVG) in Northern Kentucky handles about 90 percent of the DHL shipments that enter the United States. DHL Express U.S. specializes exclusively in international shipping for importers and exporters, employing more than 2,000 workers at CVG, where 78 flights operate daily, connecting shipments across the United States and around the globe. DHL is currently undergoing a major expansion, including the addition of a new sorting facility and upgrades to its existing 520,000-square-foot facility.

#### **Rivers, Roads, Rail**

With ports on the east and west coasts getting more and more congested, many international shippers are looking for alternative routes into – and out of – America's heartland. Kentucky provides that alternative. Kentucky has about 1,100 miles of commercially navigable waterways, providing an expedient two-way route between inland markets and major ports on the Gulf of Mexico. The Ohio River alone flows 664 miles along the northern border of Kentucky. Seven public riverports operate facilities at Henderson, Hickman, Louisville, Lyon County, Owensboro, Paducah and Wurtland.

LOGISTICS PLANNER

Back on land, Kentucky is served by an exceptional highway system that includes Interstates 24, 65, 75, 64, 71 and 69, four interstate bypass loops, and a network of limited-access state parkways.

Numerous railroads also serve Kentucky with 2,760 miles of track, including 2,299 miles of Class I track. Railroads operating in the state include CSX, Norfolk Southern, Canadian National Railway Company, and the Paducah and Louisville Railway. The state also offers regional and local distribution networks of shortline railroads and intermodal freight facilities.

By highway, river, rail, or air, Kentucky offers unique advantages for transportation, distribution, and export, and provides new opportunities for capitalizing on North American markets and global trade. It's easy to see why so many companies have already chosen the Bluegrass State for their global transportation needs.



### **Landoll Corporation**

LOGISTICS PLANNER



**Don Landoll** Founder and CEO

#### **Mission Statement:**

Landoll Corporation is a leader in innovative design, world class manufacturing, and global marketing of quality products and services for Agriculture, Transportation, Material Handling, OEM, and Government.

Our primary objectives are ensuring total customer satisfaction by continually improving quality and value in our products and services, providing employees an environment that encourages developing personal and professional abilities and being an asset to our community through growing quality employment and local leadership, while providing respectable return on investment.

We will ensure fulfillment of this mission through our commitment to the values of quality and integrity.





andoll Corporation, which celebrated its 49th anniversary in December 2012, is located in Marysville, KS. Landoll is a diverse and vertically integrated manufacturer of products for the Material Handling, Transportation, Agriculture and specialty OEM and Government markets.

The Material Handling Division manufactures forklifts that operate in aisles as narrow as 56" with lift heights to 39' and capacities from 3,000 to 12,000 lbs. The Narrow Aisle Forklifts include the original and popular Bendi front articulating forklift that has been converted to AC, as well as the IC truck.

Landoll is the manufacturer of the highly reputable Drexel SwingMast line of Very Narrow Aisle trucks. Both the Bendi and Drexel SwingMast forklifts provide maximum utilization of storage space by reducing aisle sizes while still performing all the jobs of a front loading forklift. This includes loading and unloading trailers, going from the dock to the rack without staging, climbing ramps and working in a variety of applications.

Landoll Corporation provides a wider range of solutions to those customers wanting to minimize storage aisle sizes, and maximize productivity and equipment utilization. Innovative new designs and continuous product improvements keep Landoll in its position as a leading provider of these narrow aisle forklifts. Landoll distributes and supports its forklift line through over 100 independent dealers worldwide.



Landoll Corporation 1900 North Street Marysville, KS 66508

Ed Campbell, Sales Manager Material Handling Division Phone: 540-220-4124 ed.campbell@landoll.com



### Landstar





Henry Gerkens Chairman, President & Chief Executive Officer

#### Landstar

877-696-4507 solutions@landstar.com www.landstar.com

#### Celebrating 25 Years of Excellence in Transportation Logistics and Supply Chain Solutions

Landstar is celebrating its 25th year of providing excellence in transportation logistics and supply chain solutions. We started as a trucking company with a vision. Today, we arrange over one million shipments a year for customers who use our supply chain solutions and complete global and domestic transportation logistics services.

Our customers have come to rely on us as they would a member of their own staff moving freight across North America, by truck or rail, or

around the world, by air or ocean. Over the years, we have honed our skills hauling oversized, over weight freight to be recognized as one of the world's largest heavy and specialized transportation companies. Along the way, Landstar has acquired expedited, international, warehousing and supply chain expertise, so that we can evaluate your total supply chain practices and provide you with solutions that afford you more efficient and cost-effective operations.

- Outsourced Logistics Management
- Freight Optimization
- Global Air & Ocean Freight Forwarding
- Complete Shipment Visibility
- 36,000 Transportation Capacity Providers
- Specialized Project Management



## LOGISTICS PLANNER

### LeanCor Supply Chain Group



Robert Martichenko

LeanCor is a trusted supply chain partner that delivers operational improvement and measurable financial results. Unlike other third party logistics providers, LeanCor offers a unique combination of training and education, hands-on consulting, and outsourced logistics services. This integrated portfolio of services helps organizations eliminate waste, drive down costs, and instill a problem-solving culture across their supply chain.

Customers leverage this transformation to gain improved inventory visibility and logistics control while achieving process improvement and lead time reduction to deliver peak operating performance.

"LeanCor exists for the sole purpose of supporting our customers to build and sustain supply chain performance. We are committed to continuous improvement and fully recognize LeanCor's value is measured by real results for our customers. As an operator and thought leader, we relentlessly try to optimize those processes that add value and eliminate those that are waste." – *Robert Martichenko, CEO* 

#### LeanCor Supply Chain Group

7660 Turfway Road, Suite 200 Florence, KY 41042 859-283-9933 Fax: 859-283-2511 Ic\_info@leancor.com cd-team@leancor.com www.leancor.com



eanCor delivers improved inventory visibility and logistics control. Our services cover all traditional areas of transportation and warehousing management, inventory, materials, and supplier management. However, we approach outsourced logistics with a much higher level of discipline to process and lean principles when compared to other third party operators.

Through visual management, real-time information flow, KPI reporting and problem solving, we achieve optimal supplier, logistics service provider, and customer performance.

#### Inbound Logistics: Materials and Supplier Management

LeanCor Logistics specializes in lean inbound logistics, materials and supplier management. The focus is connecting manufacturing demand and consumption to the upstream supply base using lean principles of velocity, leveled flow, and pull. Using disciplined logistics engineering processes and proprietary web-based technologies, LeanCor is the preferred partner for organizations seeking best in class inbound logistics processes. Results of partnering with LeanCor in inbound logistics include supplier fill rate improvement, Total Logistics Cost reduction, inventory and space reduction, and increased manufacturing schedule attainment.

#### Transportation Management

LeanCor Logistics brings process and discipline to transportation management. As a non asset-based transportation provider, LeanCor focuses on custom solutions and what is best for the customer in managing its inbound, outbound, and internal transportation. Effectively utilizing a vast database of partner carriers, LeanCor balances transportation cost and service to build the optimal transportation strategy. Dedicated transportation professionals and advanced proprietary technologies allow LeanCor customers to benefit from visibility, stability, and control of transportation functions and cost.

#### Dedicated Warehousing: Internal Conveyance and Value Add Services

Starting from the beginning with site selection, facility layout and flow design, LeanCor operates and manages dedicated warehousing operations on behalf of customers. LeanCor's focus is on inbound warehouses, outbound distribution center management, and cross docking. In addition, LeanCor provides factory internal conveyance and value-added services such as packaging, kitting, sequencing, and light manufacturing processes. These services are enhanced by a lean culture of operational excellence and continuous improvement within the facility, resulting in facility cost reduction, space and equipment reduction, and overall supply chain stability.

#### Success Stories: Aluminum Product

Manufacturer: Within six months of providing service, this customer achieved a Total Transportation Cost savings of 7.2%. In the past 12 months, LeanCor has saved this customer \$2.4M on a spend of \$27.4M. Members of the executive leadership team thanked LeanCor for this cost savings that positively affected the entire company.

Construction Equipment Manufacturer: Compared to the baseline in the first six months of 2012, this customer achieved \$1M in transportation savings and a \$570K reduction of on-hand inventory.



## LOGISTICS PLANNER

### **LEGACY Supply Chain Services**



**Ron Cain** Chairman & CEO

#### **Mission:**

LEGACY Supply Chain Services is a supply chain solutions provider that increases performance by instilling leadership at every level of the supply chain and creating a culture that delivers results.

#### LEGACY Supply Chain Services

99 Bow Street, Ste. 100E Portsmouth, NH 03801 Office: 866-560-8694 contactus@legacyscs.com www.LEGACYscs.com



LEGACY Supply Chain Services is a U.S.-based thirdparty logistics provider with over 35 years of supply chain experience. LEGACY operates state-of-the-art warehousing and distribution facilities in strategic locations across the U.S. We've expanded our national distribution footprint to over 20 facilities and more than 4,000,000 square feet of dedicated and multi-client space.

#### The LEGACY Difference

Just like other logistics providers, we recognize design, technology, and infrastructure as integral parts of every supply chain. And we have the tier-one technology, LEAN fundamentals, buildings and contracts to prove it. What distinguishes us in the 3PL industry is our valuesbased LEGACY culture. We develop our people to be more than excellent supply chain professionals - we invest in their development as leaders who make a difference in the

lives of co-workers, customers, and their local communities.

#### Performance-Driven Culture

Through our proprietary corporate values model, LEGACY helps clients achieve sustainable performance. Our model drives employee engagement, leadership development, and reduction of waste; resulting in increased performance and decreased costs. Our leadership culture is the engine that drives hightouch personal service and sustainable performance for our clients, year over year.

#### Integrated Solutions for Your Business

We specialize in providing integrated supply chain services to several vertical markets including Consumer



Packaged Goods, High Tech, Industrial Manufacturing, Aftermarket Automotive, Life Sciences and Consumer Industrial.

- Warehousing & Distribution: Dedicated contract and multiclient facilities, business-to-business and direct-to-consumer fulfillment models, tier-one WMS capabilities and labor optimization
- Domestic Transportation Brokerage: Less-thantruckload, full truckload, airfreight, last mile & white glove, rail and intermodal
- Global Freight Forwarding & Customs Brokerage: Import, export, foreignto-foreign, air, ocean, and compliance, with a partner agent network in over 190 counties
- And Everything in Between: Transportation analysis and planning, supply chain design, value-added services and customized supply chain technology

Our high touch personal service and performancedriven culture make LEGACY one of the Top 100 3PLs in the nation, as recognized by *Inbound Logistics* for 7 years running. To learn more, visit www.LEGACYscs.com or call 800.361.5028 ext. 6.

422 Logistics Planner

### **LeSaint Logistics**

LOGISTICS PLANNER



Jeff Pennington President

#### **Mission:**

LeSaint Logistics provides the highest value integrated third party supply chain solutions with an unsurpassed level of customer satisfaction.

Our work environment provides an opportunity for growth, participation and open communication so that we can attract and retain the highest quality individuals.

We are socially responsible and actively contribute to our communities.

#### Key Markets:

- Chemical
- Retail
- Pharmaceutical
- Beverage

### Engineering Retail Logistics Solutions:

- Vendor Compliance
- Port Services
- Warehouse Management
- Inventory Management
- Transportation
- Reverse Logistics

#### LeSaint Logistics

868 W. Crossroads Parkway Romeoville, IL 60446 1-877-KNOW3PL Fax: 815-293-1095 www.lesaint.com/end2end



#### Put LeSaint Logistics 3PL KnowHow™ to work for you.

These days, achieving competitive advantage is all about effectively managing the complexities of your supply chain. Knowing when to outsource your logistics so you can focus on your core competencies may be the most critical decision you make. As a nationally recognized 3PL provider, LeSaint Logistics has the know-how, flexibility and service performance levels to power your supply chain with intelligent solutions that streamline efficiencies and boost your bottom line.

### Delivering value at every point in your supply chain.

LeSaint has a proven track record of designing, implementing and managing sophisticated supply chain solutions. From warehousing and transportation to information technology and fulfillment, our experienced team of logistics experts can manage your entire network or any facet of it.

#### LeSaint Integrated 3PL Services.

Supply Chain Management

- Warehouse Management
- Transportation ManagementFulfillment
- Inventory Management
- Dedicated Contract Carriage
- Hazardous Materials Management
- Value-added Services

### We make it our business to know your business.

Our customers come from a wide range of diverse industries, but they all have one thing in common: they expect us to understand their business and deliver high-performance logistics solutions designed to meet their unique needs.

For more than 27 years, LeSaint has been developing customized integrated supply chain solutions that help reduce our customers' total logistics costs, free up working capital, reduce risk and improve their customer service. We can design and deliver the right mix of services to create an integrated and effective supply chain solution for you, while measuring and monitoring the key performance indicators that are critical to your business. Most of our customers have multiple manufacturing

facilities, distribution points and suppliers, as well as high inventory turns and hundreds or thousands of different products or parts to handle.

#### LeSaint TechKnow™ adds visibility and control.

LeSaint TechKnow<sup>™</sup> adapts best of breed third-party information technology systems to provide management and reporting throughout the supply chain, with the accountability and visibility you need to streamline your logistics processes. Our WareTech™ manages all your inbound and outbound shipments, fulfillment and inventory control. For real-time reporting, count on our WareTech<sup>™</sup> Portal, providing web-based order and inventory status, customized reporting and email alerts. Our TransTech<sup>™</sup> solution manages your entire transportation process, from order entry and dispatch through logistics management and settlement. We are continually adding and upgrading technologies to help manage the flow of your products more effectively.

### 14 North American locations.

Headquartered near Chicago in Romeoville, IL, LeSaint has warehouse and distribution facilities located throughout North America. Put LeSaint 3PL KnowHow<sup>\*\*</sup> to work for your business. You'll see the difference on your bottom line.



### Lynden

LOGISTICS PLANNER



Jim Jansen Chairman

#### At Lynden, our job is to deliver customers innovative transportation solutions.

Lynden began with a clear mission: put the customer first, deliver quality, and be the best at what you do.

Today, Lynden's service area has grown to include Alaska, Washington, Western Canada, with additional service extending throughout the United States and internationally, via land, sea and air. Our mission remains the same. Complex transportation problems can be solved in the hands of the right people, with the right tools and the right experience.

#### Lynden

6441 South Airpark Place Anchorage, AK 99502-1809 1-888-596-3361 Fax: 206-243-8415 information@lynden.com www.lynden.com



• ver land, on the water, in the air – or in any combination – Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, Western Canada, the South Pacific and Russia, as well as other areas around the globe, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing.

The combined capabilities of the Lynden companies includes truckload and lessthan-truckload transportation, scheduled and charter barges, rail barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air forwarding, international ocean forwarding, customs brokerage, trade show shipping, remote site construction, sanitary bulk commodities hauling, and multi-modal logistics.

Lynden offers customers sophisticated technologies, including a suite of e-commerce services; to capture data and translate it into information that helps you with every aspect of your freight and logistics. EZ Shipping lets you book your shipments on line, including the printing of necessary forms and labels. EZ Tracing provides the visibility you need from origin to destination with the ability to view signed delivery receipts and other documentation. EZ Reporting allows customers to specify what type of information and date ranges they would like to see in spreadsheet data reports, with links to shipment documents. EZ Invoicing sends you email notification that your latest invoices are ready in PDF format.

The Lynden family of companies delivers a completely integrated freight transportation package. Our people have the knowledge to quickly respond and solve your multi-modal transportation problems. From origin to destination, over any terrain, managing freight movement, as well as the flow of information, Lynden provides innovative solutions to meet your unique needs, keeping you in control while providing you with services no other company can match.

Proudly Serving Alaska for Over 50 Years.





### LynnCo Supply Chain Solutions, Inc.



Wendy Buxton President, LynnCo

Partnering with you to achieve optimal service levels, with the right inventory levels delivered at the lowest landed cost.



#### LynnCo Supply Chain Solutions Inc.

2448 East 81st Street Suite 2600 Tulsa, OK 74137 866-872-3264 www.LynnCo-SCS.com **Performance Management for Complex Supply Chains** 



**CONFIGURE** Gaining total visibility of your supply chain

#### Do You Ask...

- How can we better manage and monitor compliance of our supply chain partners?
- How can we reduce inventory carrying costs and increase order fill rates with accuracy?
- How can we reduce logistics expense without increasing inventory or sacrificing customer satisfaction?
- How can we establish, measure, and monitor our key performance indicators to ensure consistent, on-time delivery and a landing cost we can count on?

## LynnCo has the answers

LynnCo has been selected by savvy midmarket and emerging growth companies for our Supply Chain Performance Management solutions because we consistently produce real results that give you a competitive advantage, year after year. We turn "what ifs" into realized market gain. We know that while optimization of supply chain performance can be complicated, managing it doesn't have to be. LynnCo offers a dynamic, three-pillared approach:

**PLAN** Identify and address performance issues

#### **Configuration:**

LynnCo's goal is simple: Set up your supply chain network to win. Our engineered approach to supply chain configuration puts LynnCo's performance optimization methodologies to work for you, before the first order is placed and shipment is moved.

#### **Planning:**

LynnCo's unique supply chain business intelligence gives you the ability to see and address gaps between your supply chain plan and its actual performance. Our systems help you gain proactive control over unexpected events and hidden risks that threaten service and costing levels that impact product landed costs.

#### **Execution:**

LynnCo deploys expert resources to help with the heavy lifting. With a high level of precision, control and visibility, LynnCo lends the



**EXECUTE** Implement and continuously optimize supply chain performance

support you need to keep your trading partners compliant, your landed costs down, and your customers satisfied.

Too often executives look to short-lived solutions, like negotiating lower freight rates or implementing lean methods that are transportation focused, only to find that in the end, these solutions fall short of expectations yielding less-than-optimal supply chain performance. To stay in the game and gain ongoing competitive advantage, companies need to focus on total Supply Chain Performance. Our ultimate goal: *Optimal* service levels with the right inventory levels at the lowest landed cost.

If you are ready to lead your company into the next generation of growth through stellar Supply Chain Performance Management, call LynnCo today: **866-872-3264** 



PERFORMANCE MANAGEMENT FOR COMPLEX SUPPLY CHAINS



# LOGISTICS PLANNER

### Matson



Matt Cox President and CEO

**Mission Statement:** 

To provide our customers with an efficient, reliable service of superior quality and value.



leader in Pacific Shipping, Matson's ocean transportation service is recognized for its industry leading on-time arrival performance and awardwinning customer service. Its diversified fleet features four newly-built containerships, as well as combination container and roll-on, roll-off vessels and specially designed container barges. Matson's ships and assets are U.S.-built, U.S.crewed and U.S.-operated, which provide significant advantages in the integrated trade lanes of the company's operations.

Serving Hawaii continuously since 1882, Matson is uniquely experienced in carrying the wide range of commodities needed to support island economies. Matson's service to Hawaii, Guam and Micronesia is a key component of the distribution systems for island businesses, allowing customers to rely on the company's dependable vessel schedules to continually replenish inventories from distribution centers located on the U.S. Mainland.

Matson's China-Long Beach Express has established a strong reputation in the Transpacific trade for reliable, expedited service from Xiamen, Ningbo and Shanghai to Long Beach, consistently delivering the best transit times in the trade and offering next day cargo availability on the West Coast.

All of Matson's Pacific services are further enhanced by the vast transportation network of the company's subsidiary, Matson Logistics. Matson Logistics is a leading provider of multimodal transportation services to the North American market, including domestic and international rail intermodal service, long haul and regional highway brokerage, supply chain services and LTL transportation services, as well as third-party logistics services that encompass warehousing, distribution, and international freight forwarding.

Matson Logistics serves a

broad range of customers and industries with customized transportation solutions and award-winning service.

Contact Matson Logistics for all of your logistics needs:

- Domestic rail intermodal service
- International rail intermodal service
- Long haul and regional highway truckload service
- LTL transportation
- Specialized hauling, flatbed and project work
- Dedicated and seasonal warehousing and distribution
- Transloading, cross-dock services, and value-added packaging services
- Network analysis and freight management services
- End-to-end supply chain services

At Matson, customer satisfaction is our top priority. We're firmly committed to providing our customers with industry-leading service wherever their transportation needs take them.

## Matson

#### Matson

555 12th Street Oakland, CA 94607 1-800-4MATSON customerservice@matson.com www.matson.com

### **MD** Logistics

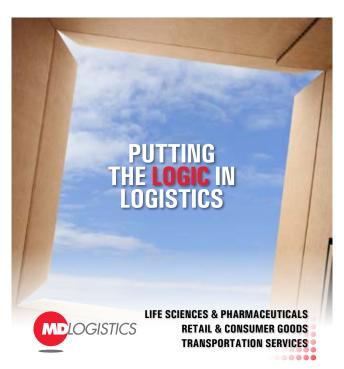
LOGISTICS PLANNER



Mark Sell President and Co-Founder

#### **Our Mission:**

At MD Logistics, our mission is to support our team of leaders, dedicated to each other and our customers, in order to remain fast and flexible while providing custom supply chain solutions in a high quality environment, on time, every time.





MD Logistics 1301 Perry Rd. Plainfield, IN 46235 +1 317-838-8900 info@mdlogistics.com www.mdlogistics.com

> Reno Office: 12125 Moya Blvd Reno, NV 89506

MD Logistics is a third party logistics company specializing in customized supply chain solutions. Our vertical markets include Life Sciences and Pharmaceuticals, Retail and Consumer Goods, as well as Transportation Services. In addition to cold chain and foreign trade zone warehousing, our services range from packaging, fulfillment and distribution to global freight forwarding and freight management. Located in Plainfield, Indiana, and Reno, Nevada, our combined facilities include state of the art Pharmaceutical and Retail distribution space.

### Life Sciences and Pharmaceuticals

MD Logistics designs customized supply-chain solutions for global distribution of trade, sample and clinical specialty products. Our facilities are fully licensed and accredited, maintaining cGMP and VAWD standards, enabling us to provide compliant cold chain storage for finished and WIP products. We deliver these standards through the utilization of Red Prairie WMS and strategically located state of the art facilities. We offer full integration with our customers' ERP software and support electronic data interchange for order management and

reporting. Most critical to operational success, our dedicated and experienced pharmaceutical team stands behind our services to ensure the utmost product quality and maximum customer satisfaction.

#### Retail & Consumer Goods

MD Logistics client shared facilities manage high-volume, high-value, market-driven, retail-sensitive products for industries that expect maximum performance and flexible infrastructure. We handle B2B and e-commerce distribution, supporting the top 100 retailers in the country. Our tier one WMS fully integrates with our customers' ERP software and supports electronic data interchange for order management and reporting. By combining a wide array of custom solutions, the MDL team manages your supply chain from start to finish.

#### **Transportation Services**

Beyond traditional warehousing and distribution services, MD Logistics offers freight management, global freight forwarding and brokerage services. Our Indianapolis and Reno facilities are both located near International airports and within a day's drive of over 80% of the US population. We are strategically positioned to offer customers a range of all-inclusive transportation services and optimize their transportation budgets.

### MercuryGate International, Inc.



Monica Wooden CEO

"MercuryGate started out with a simple mission. We wanted to deliver one transportation solution that provided immediate value to transportation professionals across the brokerage, 3PL and shipper sectors. We have achieved that goal. Since 2001, we have been delivering high value transportation solutions that are creating immediate results for our clients."



ercuryGate delivers end-to-end global transportation solutions that permit shippers and logistics service providers to plan their transportation, execute shipments, and analyze performance of all involved. The MercuryGate TMS is architected to support both site-hosted and SaaS deployment models while providing ease of integration to other business systems.

The solution is highly scalable and configurable to the unique requirements of a wide variety of customers.

MercuryGate's TMS helps you find ROI and profits hidden in your operations with capabilities that include:

■ Inbound, outbound and multi-leg optimization and visibility across all modes: Parcel, LTL, TL, Rail, Intermodal, Air Freight, and Ocean

Manages global multi-leg movements and electronically files SED's and 10+2 data with US Customs

Supports international transportation management. Includes real time currency conversion and configurable interface with your choice of 14 languages.

Coordinate with carriers, vendors and clients using the application's web portals, EDI and email

■ Fastest route optimization engine in the market-built as a transportation solution to support pooling, backhauls and multi-stop loads using real life rates, availability and locations

Optimize moves across customers or business

units while allocating all transportation costs based on configurable rule sets

■ Manage all data (i.e. insurance coverage, safety rating, availability, etc.) and connections with thousands of carriers integrated with your transportation planning and execution process

Built-in carrier and customer invoicing and freight audit capabilities

Powerful access to data with analysis tools to mine information and provide operational, tactical and strategic reporting

Un-paralleled abilities to quickly on-board new clients and configure unique business processes—and adapt these processes as clients change.



#### MercuryGate International, Inc.

100 Regency Forest Drive, Suite 300 Cary, NC 27518 919-469-8057 sales@MercuryGate.com www.MercuryGate.com

# LOGISTICS PLANNER

### **MIQ Logistics**



Joey Carnes Chairman and CEO



John Carr President

#### **MIQ Logistics**

11501 Outlook Street Suite 500 Overland Park, KS 66211 1-877-246-4909 contact\_us@miq.com www.mig.com



#### The smart solution to global integrated logistics.

MIQ Logistics is a leading provider of distribution, global and transportation services operating in Asia, Europe, North America and Latin America.

The company operates over 70 facilities around the world, and supports trade activities among 80 countries by providing international freight forwarding, customs brokerage, transportation management, truckload services, contract logistics and dedicated warehouse and fulfillment services. Through a global agent network, over 5,000 in-country logistics professionals deliver supply chain services, allowing companies to improve their bottom-line performance.

Joey Carnes, chairman and CEO, states "Our business is still very relationship-based and we believe each customer is unique and best served when we gain a deep understanding of its business. To gain this understanding, we hire the best talent in the industry to analyze each customer's particular needs and then design and implement a solution specifically developed for them with a personal commitment to exceed their expectations."

The MIQ Logistics infrastructure delivers seamless logistics services supported by expertise in global supply chain management. Transportation services enhance supply chain efficiency with network strategy design, predictive modeling, shipment optimization and execution tools. Web-native technology enables timely and accurate shipment tracking, status monitoring, event management and reporting to efficiently share information across a customer's organization.

A wide range of sophisticated global logistics services at points of origin around the world help companies achieve overall supply chain savings, while gaining better control of shipments. These services feature global freight forwarding, trade and customs compliance assistance, and value-added services such as account management, logistics engineering, and distribution bypass strategies.

Comprehensive distribution capabilities help drive lower transportation costs, sort and sequence shipments and add value to a company's supply chain. MIQ Logistics offers contract logistics, warehouse management and fulfillment, and a range of value-added services, including labeling, customized packing, light assembly and shipment consolidation.

In today's world it isn't just about providing time-tested, logistics services. It's about smart solutions.

MIQ Logistics is headquartered in Overland Park, Kansas. To find out more, visit our website at miq.com.

For Intelligent Global Solutions call +1 877 232 1845.



# LOGISTICS PLANNER

### MOL (America) Inc.



**Tsuyoshi Yoshida** President & CEO

#### MOL Corporate Principles:

As a multi-modal transport group, we will actively seize opportunities that contribute to global economic growth and development by meeting and responding to our customers' needs and to this new era.

We will strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards.

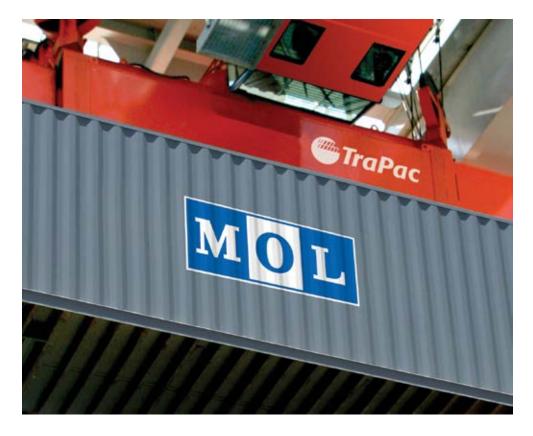
We will promote and protect our environment by maintaining strict, safe operation and navigation standards.

#### MOL (America) Inc.

North America Headquarters 700 East Butterfield Road Suite 150 Lombard, IL 60148 USA Phone: 630-812-3700

U.S. Regional Offices Atlanta: 678-855-7700 Chicago: 630-812-3700 Edison: 732-512-5200 Long Beach: 562-983-6200

Toll Free: 800-OK-GATOR www.MOLpower.com www.CountOnMOL.com



OL is recognized as one of the world's leading providers of global liner and logistics services. By offering a wide-range of service options, MOL has the flexibility to respond quickly to global market forces, giving customers the power to maintain the production and delivery schedules of their increasingly complex, multi-sourced supply chains.

MOL's wholly-owned North American subsidiary is MOL (America) Inc. (MOLAM). MOLAM employs 400 transportation professionals in four U.S. regional offices and 18 sales offices throughout the United States, Canada and Mexico. In addition to MOLAM, MOL's North America logistics network includes the whollyowned subsidiaries of TraPac, Inc., MOL Consolidation Service, Ltd. and MOL-IT.

Headquartered in Tokyo, Japan, MOL is the world's largest multimodal shipping company. Founded in 1884, MOL's business diversity makes it one of the world's most financially solvent transportation companies.

#### **Global Services**

MOL, along with its alliance partners, operates weekly Asia-North America, Europe-North America, Americas and Asia-Europe Services. MOL also has one of the industry's most extensive intra-Asia service networks with sailing schedules synchronized to its mainline services.





### NASSTRAC



**Eric Morley** 2013 NASSTRAC Chairman President, Morley Mgmt Consulting



**Doug Easley** 2013 NASSTRAC President President, ACME Logistics

#### **Mission Statement:**

NASSTRAC provides education, advocacy, connections and solutions to transportation, logistics, and supply chain professionals who manage freight across all modes.



#### National Shippers Strategic Transportation Council 9382 Oak Avenue

Waconia, MN 55387 Voice: 952-442-8850 x208 Brian2008@NASSTRAC.org

Contact: Brian Everett Executive Director



Where shippers learn, advocate, and connect.



hether you manage freight transportation via truckload, LTL, rail, ocean or air, you'll find value in NASSTRAC. When you belong to this industry association, you become part of a community where transportation and logistics professionals across diverse industries turn to advance their careers. You'll find:

- Information to stay current and competitive
- Education to deepen your expertise
- A voice with other companies to stop burdensome laws and regulations
- Provider relationships in a market tight on capacity

#### Transportation: What We're About

Solutions, best practices, information, and industry connections. NASSTRAC is your premiere resource for all these and more. In fact, we've been providing education, advocacy, and value to shippers and carriers since 1952. As a member, you'll benefit in these key areas: ■ Education. Through various conferences, regional meetings, and online webcasts, you'll remain productive, improve your skills, and increase your knowledge of the industry.

Advocacy. Join the voices of other companies with a common goal: To stop burdensome laws and regulations that impede productivity and increase the delivered cost of goods. For more information on NASSTRAC's advocacy initiatives, visit www.FreightAdvocacy.org.

Connections. Build your industry network and critical relationships with transportation decision-makers, carriers and providers of logistics services.

■ Solutions. Find transportation solutions from a variety of sources, ranging from articles, case studies and white papers in our Online Resource Library to free access to NASSTRAC's Legal Counsel who has decades of experience in transportation shipper law.

#### Who Belongs

Key decision-makers at all levels are involved, ranging from Director of Transportation to Vice President of Logistics or Supply Chain Management. NASSTRAC primarily serves manufacturers, retailers, and wholesalers/distributors. Our membership roster includes Fortune 500 and other leading companies such as Advance Stores, Alcon Labs, Ashland, BASF, Baxter, Best Buy, Cambro, Coach, Colomer, ConAgra, CVS Caremark, Dell, Energizer, Famous Footwear, Floor & Décor, Home Depot, Johnson & Johnson, Kraft Foods, L'Oreal, Lowes, Merck & Co., Revlon, SPX Corp., Stein Mart, and Target, to name a few.

#### Join Us!

When you're a member of NASSTRAC, you're part of a worthwhile industry association. We're a leader in education. An advocate in Washington. Your connection to the industry.

### Nebraska Public Power District

NPPD's Economic Development Team provides confidential plant location assistance.

#### We will help you with:

- Community Information
- Available Buildings
- Available Sites
- Customized Research
- Site Visitation
- State and Local Incentives
- Online Services

econdev.nppd.com



Global market access, excellent labor force. Centralized transponation routes, Low energy costs. Indusation of businesses have already discovered what makes Nebraska a place of unequaled potential. There's ample opportunity for you, too. Consider this your personal invitation to enjoy everything that makes business in Nebraska great.





### An Economic Advantage to Businesses

Most businesses understand that electricity plays a critical role in operations, whether it is in lighting a 150,000 square foot warehouse or keeping a conveyor belt moving. The Nebraska Public Power District (NPPD) understands this, too.

That's why NPPD – a public power utility with a chartered service territory covering all or parts of 86 of Nebraska's 93 counties – promises to "safely generate and deliver low cost, reliable energy and provide outstanding customer service." It is NPPD's obligation to provide the power that will meet customers' current and future needs at a cost that keeps money in their pockets.

As a not-for-profit utility, NPPD generates power using a mix of fuel resources, such as coal, nuclear, wind, gas, and hydro, to keep electric rates as low as possible. In fact, Nebraska's industrial rates are significantly lower than the U.S. average.

#### A Central Hub for Business

Nebraska, located near the geographic center of the nation, offers manufacturers strong regional markets, a strategic supply chain location, and quick and easy access to all parts of North America. Nebraska's transportation routes allow for more efficient and timely delivery.

The 482-mile stretch of Interstate-80 in Nebraska links the East Coast to the West Coast. Within one day, goods shipped by truck reach 26 percent of the U.S. population; add a second day, and the percentage skyrockets to 91 percent. In addition, the nation's two largest rail companies - BNSF Railway Company and Union Pacific Railroad - serve Nebraska. Union Pacific has its headquarters in Omaha and maintains Bailey Yard in North Platte, the largest rail freight car classification yard in the world.

#### A Resource

NPPD's Economic Development Team has helped hundreds of companies find productive and profitable locations in Nebraska. Services range from supplying requested information to guiding firms through the entire site selection process. This can include gathering community proposals, identifying informational and financial resources, and facilitating final negotiations at the local level.

Other information available from the NPPD Economic Development Team or online at econdev.nppd.com includes community profiles, available sites and buildings, industry opportunity studies, and, when requested, custom and confidential research.

Finally, NPPD can assist in rate comparisons and offer advice on energy efficiency, conservation, new and emerging electro-technologies, and power quality, thus providing you the most costeffective electric energy.



Nebraska Public Power District

PO Box 499 Columbus, NE 68602-0499 800-282-6773, Ext. 5534 402-563-5534 Fax: 402-563-5090 rjnelse@nppd.com econdev.nppd.com

# LOGISTICS PLANNER

## NEOVIA



Jos Opdeweegh Chief Executive Officer

#### GLOBAL PRESENCE

■ 6 Continents

- 25 Countries
- 97 Customer Locations
- Shipping to 190+ Countries

#### **INDUSTRIES**

- Industrial, Automotive
- Aerospace and Defense
- High Tech and Electronics
- Mining, Oil and Gas
- Consumer Durables

#### SOLUTIONS

- Product and Service Parts Logistics
- Maintenance, Repair and Operations (MRO)
- Inbound Logistics
- Transportation
- Inventory Management

eovia is a global leader in customer-centric, endto-end value chain solutions. With agility, innovation and responsiveness, we serve customers across six continents. Expertise developed through our origins as Caterpillar Logistics, we know and love global logistics and we put our focus on your business challenges.

#### WE EMBRACE **COMPLEXITY SO YOU CAN ENJOY** SIMPLICITY

Americas

(Headquarters) 2001 Butterfield Rd.

Suite. 1400

You face challenges that are anything but simple. A part needs to get from Point A to Point B. Costs need to be kept down. Your organization, your network, your markets change. Your business needs to focus

on its core competencies. In the complex world of logistics, there's a simple truth: our success lies in the superiority of the solutions we develop for you. Neovia is thoroughly committed to understanding your business and using that knowledge to optimize your value chain.

#### COMPLETELY **CUSTOMER-CENTRIC**

We exist to serve your business. Every day, everywhere, everything we do for you is customized to your situation. Our reach is global, but our attention never strays from your needs.

We work relentlessly. We ask questions. We act decisively. We exercise flexibility. We keep thinking of new ways

to do more and do it better. We reduce your costs and create value. We use our understanding of integrated logistics to drive your success.

#### JOIN THE OTHER **INDUSTRY LEADERS IN OUR PORTFOLIO**

AGCO, Blue Bird Body Co., Bombardier (and Learjet), Daimler, Eaton Industries, Emerson Electric Co., Ericsson Components, Fisher Controls, Ford Motor Company, Harley-Davidson, Honeywell, Saab, Hyundai, KIA, Land Rover, Manitowoc Company, Inc., Mazda, Mercedes-Benz, MG Rover (Xpart), Mitsubishi Heavy Industries, Mitsubishi Motors, Newmont Mining Corporation, Perkins, Toshiba, Volvo.



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Asia Pacific 301 Jalan Ahmad Ibrahim Singapore 639526

Tel: +65 6880 8888

# LOGISTICS PLANNER

### Nexus



**Dean Hansen** Chairman & CEO



Will Hansen Principal

#### The Nexus Way:

#### Value-Added Exchange: We

will honorably serve Customers, adding value in every exchange, at every interface.

Providing Solutions: We will formulate and execute creative solutions that allow Customers to gain marketplace advantages, deliver superior service, and make wise investments across the supply chain.

**Continuous Improvement:** We will uphold standards of excellence, never ceasing to document, evaluate, and improve.



3555 Salt Creek Lane, Ste. 100 Arlington Heights, IL 60005 Sales: 800-536-5220 sales@teamnexus.com www.nexusdistribution.com





exus is a 3rd Party Logistics Provider offering customized warehousing solutions and multi-modal transportation services. With over 30 years of experience, Nexus offers cost-effective supply chain solutions that allow customers to achieve strategic objectives and focus on core business processes. We are differentiated by our dedication and flexibility to provide competitive services that promote the growth of our customer organizations, with customers ranging from midsized to Fortune 500 companies.

#### Warehousing/Logistics

Nexus warehouses are located in Chicago, IL; Allentown, PA; and Atlanta, GA. Our expertise in inventory management and applications of supply chain technology provide the logistics advantage organizations need to survive in today's ever-changing market. Whether capacity requirements are large or small, Nexus ensures the seamless flow of product with quantifiable inventory accuracy levels of 99.9%.

#### **Special Services**

- Cross Docking
- Labeling
- Packaging
- Kitting
- Light Assembly
- Consolidation
- Seasonal Storage
- Diversions
- Order Fulfillment
- Heavyweight

#### **Transportation Services**

Nexus offers multi-modal transportation services and up-to-the-minute shipment tracking. Our private fleet provides next-day delivery to the 29 states surrounding our 3 regional locations. The Nexus Fleet is complemented by core carrier partnerships and Freight Management professionals that proactively respond to our customers' changing market environments and service requirements.

- Local and Over-the-Road
- Same-day Delivery
- Load Consolidation

- Dedicated Lanes
- TL and LTL
- Rail Intermodal
- Emergency/Expedited
- Drayage
- Tracking & Tracing
- On-line Reporting
- Transloads
- Diversions

#### **Logistics IT Services**

Warehouse Management (WMS) and Transportation management (TMS) Systems are integrated real-time across each of our distribution centers.

- RF Scanning
- Bar Coding
- Custom Programming
- On-line Reporting
- EDI (Electronic Data Interchange)
- Client System Integration

#### On Time. Real Time. Every Time.

Our strategic locations and services connect you to the customers and destinations you need to reach, on time, everyday. Tell us where you want to be and we'll take you there.

# LOGISTICS PLANNER

## NFI



Sidney R. Brown Chief Executive Officer

#### Mission

We free each of our customers to focus on their core business by managing commerce and "delivering the goods." Our people make our solutions seamless through their uncompromising commitment to excellence and their can-do spirit.

#### Values

- IntegrityPeopleCustomer Service
- Entrepreneurship
- Performance
- Social Responsibility



#### NFI

1515 Burnt Mill Road Cherry Hill, NJ 08003 1-877-NFI-3777 contactus@NFlindustries.com www.NFlindustries.com



### WE'LL TAKE IT FROM HERE WORRY-FREE SUPPLY CHAIN SOLUTIONS.

A national leader in supply chain management since 1932, NFI provides customized solutions for every step of the shipping process. With an expert team driven by commitment to customer service, we tailor our systems to meet your needs.

### NFI Warehousing & Distribution

We can store and distribute your product in our 23 million square feet of owned or operated space. Our distinctive approach to distribution and warehousing starts with an integration of our systems into our customers' inventory/tracking systems. This means that our systems talk with yours, negating costly re-configuration of your company's data functionalities. Our best-inclass IT professionals can even design a customized system to meet unique specifications or a specific budget.

#### **NFI Contract Packaging**

Full service packaging provider (one stop shopping). Rapid ability to convert warehouses into regional packaging centers anywhere in North America. NFI owns a specialized center based in Cincinnati for customized packaging needs.

#### **NFI Transportation**

With dedicated transportation logistics, NFI makes sure your product is moved on-time, safely, and efficiently. We take the worries out of managing the fleet so you can concentrate on running your business.

#### NFI Intermodal

NFI's RoadRail<sup>®</sup> is one of the top names in the industry. Our relationships with the best carriers allow NFI to respond to urgent requests and provide both standard and expedited rail service. Ship your delicate perishables in NFI's state-ofthe-art refrigerated containers.

#### **NFI Canada**

Along with the depth of services offered by NFI, we are able to provide customers with nonstop door-to-door services in Canada. Our expertise in cross-border freight and global inbound logistics give us the reputation of one of Canada's premier logistics providers.

#### Additional Business Solutions Include:

NFI Brokerage NFI Consulting NFI Contract Packaging NFI Global NFI Real Estate NFI Solar NFI Trailer Leasing & Rental



### noax Technologies

#### About noax Technologies:

- Highest quality industrial components
- 3 product series: Stainless Steel, Compact and Panel PCs
- ISO 9001 certified and manufactured in Ebersberg, Germany
- Proprietary development of all-in-one motherboards
- Over 20 years experience in the exclusive development and production of rugged industrial computers
- Offers warranty and availability for all PC components for at least 5 years

#### noax Technologies

10130 Perimeter Parkway Suite 230 Charlotte, NC 28216 704-992-1606 Fax: 704-992-1712 www.noax.com



#### Industrial Touchscreen Computers:

noax Technologies manufactures rugged and industrial touch-screen computers, especially designed for hygienic and harsh environments. The noax rugged computers have proven their reliable operation under daily shock, vibration, moisture, water, oil and dust and feature a safety standard of IP65 (NEMA 4) and up to IP69k (NEMA 6).

Built with a completely sealed design, the high-tech components inside each rugged PC come equipped with bright TFT displays and resistive analog touch-screens. A variety of interfaces and a large line of accessories ensure that you will not only be able to integrate noax industrial PCs, thin clients and weighing terminals smoothly into your current IT setup, but also expand and adapt them to the specific needs of your company.

#### **C12-The Logistics PC**

The compact and rugged design of the C12 industrial PC from noax is perfectly suited for use with forklifts and industrial trucks. The C12 supports the WLAN standards 802.11a/b/g/n as well as the 2.4 GHz and 5.8 GHz frequency bands, to ensure optimal communication within the company network. Integrated antennas allow WLAN and Bluetooth functionality for secure data transmission and a front-USB connection enables additional peripheral devices to be connected with ease.

### What our customers are saying about us:

Companies in automation, food processing, pharmaceutical, logistics and other manufacturing plants have seen an unparalleled return on investment from the use of noax industrial computers because of their longevity and high performance technology.

"With the help of noax computers, we are building systems that make it possible to promptly find production mistakes or inefficiencies during the production process as opposed to weeks/ months later. This translates into immense savings due to increased efficiency and reductions in customer product claims" – Technology Manager, Glacier Fish Company

"To make our system work well, we need the rugged noax PCs to communicate with the trucks and cranes in this demanding environment." – Process Control Engineer, Timken Steel

"We have been a Noax customer since 2007 and chose Noax as our industrial PC vendor because of their reliability. We are working with about 125 Noax units throughout our plants where it is wet, cold and we use harsh chemicals in our sanitation process along with high pressure water. We have used demo units and purchased from at least 5 other companies claiming various awards, guarantees etc. Noax is the best we have used, hands down after much frustration with other vendors. Noax computers meet our needs, they work consistently. The service is great but we don't really need the service. That is what sets them apart; the equipment just doesn't break in comparison to others." - Senior IT Manager, Kevstone Foods



### **Nussbaum Transportation Services, Inc.**



Brent Nussbaum CEO

In every sense, the company we keep is as important as the road we travel.







#### Nussbaum Transportation Services, Inc.

2200 North Main Street Normal, IL 61761 800-322-7305 Fax: 877-784-9438 info@nussbaum.com www.nussbaum.com



#### Setting New Ideas in Motion

Founded by Alden Nussbaum with a single truck in 1945, Nussbaum Transportation has evolved through numerous market changes. Industry insight, innovation and integrity have streamlined us for success and been key to the growth of a strong organization positioned to meet any challenge. Today, Brent Nussbaum leads the company with the same focus on customized solutions and personal service that his father instilled from the start.

Through a level of professionalism not often found in the industry, we form seamless partnerships with our customers and move beyond promises to deliver results. Trusted relationships are at the center of our success. The caliber of our drivers, account managers and support staff are a reflection of that commitment. At Nussbaum, our reputation is our bottom line.

#### Dedicated Contract Carriage

Nussbaum can streamline your transportation needs with Dedicated Contract Carriage services. Our team of experts can design an innovative solution that maximizes equipment efficiency and driver time so you can tend to your core business and leave behind the challenges of fleet management. Nussbaum listens to your needs and thoughtfully analyzes your operations to help our customers save time and money.

#### Truckload

Nussbaum has an exceptional on-time and claims-free delivery record. Located in the heartland of North American manufacturing, Nussbaum is ideally positioned to offer one way or round trip transportation throughout the nation. Customized delivery services are a specialty at Nussbaum and can be tailored to meet the customer's needs.

#### **Third Party Logistics**

Nussbaum offers Third Party Logistics Services that can assist manufacturers and distributors in finding carriers to perform challenging lanes or increased capacity. Our Third Party Services can handle every shipping need, from managing inbound raw materials for the most demanding production timetables to scheduling finished goods for delivery to your core customers. Nussbaum has the experience to help shippers of every size manage their supply chain from start to finish.

#### **X-Duty**

Nussbaum's X-Duty Trailer is a dual-purpose van trailer that can meet the demands of heavy duty requirements by combining all the attributes of a flatbed with a van supporting loads with a floor rating over 50% greater than any other van trailer in the industry. It was originally designed for a manufacturer who received raw materials on a flatbed, but shipped outbound finished goods using van trailers. With X-Duty, the same trailer can be used for both in-bound raw materials and out-bound freight, cutting transportation costs substantially. This solution reduces the number of trucks saving fuel and transportation cost

What Can Nussbaum Do For You?

# LOGISTICS PLANNER

### **nVision Global**



Luther M. Brown Founder & CEO

#### **Mission Statement:**

nVision has evolved as one of the fastest growing Global Freight Audit, Payment & Logistics Management solution providers in the industry through two simple underlying principles: "Providing Customers with the **Operational Business Intelligence** they require to increase efficiencies and reduce costs within their supply chain" and secondly by "Providing a true global enterprise-wide solution with unsurpassed Customer Service by delivering more than is expected."



nVision Global Technology Solutions, Inc. World Headquarters 1900 Brannan Road McDonough, GA 30253 USA 770-474-4122 sales@nvisionglobal.com www.nvisionglobal.com



nVision Global is a leading Global Freight Audit, Payment & Logistics Management Solutions provider. With locations in The Americas, EMEA and APAC regions; our staff, fluent in over 25 languages, processes and pays freight invoices from over 198 countries worldwide.

From our roots as a North American service provider nVision Global has evolved to one of the fastest growing Global Freight Audit, Payment and Logistics Management solution providers in the industry.

Our customers have come to rely on our prompt, accurate, Sarbanes-Oxley compliant freight audit and payment services and software as well as our leading-edge information management analytical tools to increase efficiencies and reduce their overall supply chain costs.

Over the years we've continued to build on our success by "Partnering" with some of the world's most recognized companies from a wide array of industries to provide state-of-the-art technology, flexible processes and unparalleled customer service second to none in the industry.

As your global business partner, nVision Global is poised to provide your company a true single source global solution with the flexibility and foresight to meet your current and future needs. nVision Global's products and services provide year over year savings that go directly to the bottom line!

While each of our customer's demand products and services tailored to their unique needs, nVision Global with its flexibility and technology is ideally equipped to meet these requirements. Our commitment to excellence through continuous improvements, technology enhancements and customer service allows us to provide services efficiently and intelligently around the globe.

### nVision Global Highlights include:

Processing Facilities on Three Continents

- Global Single Source Solution
- Industry Leading Analytical Tools
- Multi-Lingual Staff
- Processing Freight Invoices From Over 190 Countries Worldwide
- Experts in Processing all Modes of Transportation
- Six Sigma Process
   Improvement Methodology

#### Core Services include:

Global Freight Audit/Payment

- Single Global Platform
- 120 Standard Data Elements Captured
- Latest Imaging Technology
- Experts in Complex Account Coding
- On-demand Closings
- Non-commingled Payments in any Currency

#### Business Intelligence/ Information Management

- Industry Leading iFocus Dashboard
- Global Mapping, Graphing
- Ad-hoc Reporting
- Least Cost Carrier Applications
- Single Source Data Warehouse

#### Logistics Management

- BenchmarkingVendor Compliance
- Reporting
- Shipment Tracking & Visibility
- Rate Negotiations
- Key Performance Indicator (KPI) Development
- Global Freight Bid/Tendering Services

#### Claims

 Loss & Damage Claims Software or Service



## LOGISTICS PLANNER

### **Odyssey Logistics & Technology Corporation (OL&T)**

Empowering Global Logistics<sup>SM</sup>



Bob Shellman CEO

#### Mission

To provide global expertise in transportation and logistics management to the industrial and consumer sectors – offering our clients best practice services with enhanced visibility and actionable data across all modes, and to deliver better platforms for capturing and sustaining supply chain competitive advantage. The results – optimized automated logistics networks that operate at optimal cost levels.





RESPONSIBLE CARE

Providing the logistics professional (DEA) with technology, processes and information for better decision making.

#### Distinction

- Experienced Team of Industry Experts
- Trusted Partners
- Leading Technology Platform with 24/7 Visibility
- Performance Measurement
- Process Improvements
- Cost and Carbon Footprint Tracking
- Multibillion Dollar Global Network Moving \$60 B in Cargo Value Utilizing 2,000 Transport Providers Covering 200,000 Contracted O-T-R Lanes & Service to 220 Ports

#### Services

- Managed Logistics
- Odyssey Global Logistics Platform<sup>™</sup>
- Web Integrated Network (WIN)

ACTION

- Transportation Services All Modes
- Small Package Services & Sample Fulfillment
- International Services including NVOCC
- Warehousing & Terminal Services
- Consulting; Industry Insights & Guidance, Network Analysis & Redesign, Workflow Analysis, Benchmark Assessment



Odyssey Logistics & Technology

30 Old Ridgebury Road Danbury, CT 06810 203-448-3900 www.odysseylogistics.com

# LOGISTICS PLANNER

### OHL





Randy Curran

#### **OHL Key Statistics**

- Over 32 million square feet with 130 locations in North America
- Locations on 6 continents
- 7,000+ employees and growing









#### OHL can help you develop a plan that's just right for you.

We've been helping companies like yours solve domestic and international logistics challenges for more than 60 years. Our customer-centric approach to service, coupled with a can-do attitude, delivers improved supply chain performance and reduced costs. We provide the best service possible to our customers each and every day by doing what's just right for you and your business.

### Built around the way you do business.

Our core business units are each structured to provide specific services based on your company's unique needs. Or, they can be seamlessly applied and integrated to provide you with a single-source logistics solution. Either way, we work collaboratively with you to develop the best plan for your business.

#### Air + Ocean

Whether it's Air or Ocean, rest assured that your shipment will arrive safely and securely, when and where it's supposed to. With today's supply chain challenges, you need a partner with the flexibility and scale to get the job done right every time.



**Customs Brokerage** OHL is one of the largest customs Brokerage companies in North America. Duty rates, customs clearance and entry processes vary from country to country. Tariff classifications, value declaration and duty management often create confusion and can lead to penalties and delayed shipments. And constantly changing security and customs initiatives have imposed new regulations on companies, making it more challenging than ever to trade internationally. We'll guide you through the ever-changing international trade services landscape.

#### Transportation Management

Our transportation management services help you gain a competitive advantage by simplifying processes and taking costs out of your transportation networks. We'll provide access to carriers and capacity whenever you need them, and give you the ability to monitor and track shipment status activity. Whether you're looking to ship one TL, LTL or special needs shipment, or you need a partner to manage complete transportation systems, we're here to help.



#### Warehousing + Fulfillment

With more than 32 million square feet of warehouse space, you'll be part of a logistics network that's big enough and flexible enough to grow with you every step of the way. We'll help you shift fixed costs to variable costs, improve service levels and strengthen customer relationships.

No matter what your needs, you'll always benefit from our unparalleled experience in multi-customer, campus-based warehousing systems and dedicated distribution centers. OHL manages and ships more than 15 million eFulfillment orders a year, helping companies dramatically increase speed-to-market and save money.



OHL 7101 Executive Center Drive Suite 333 Brentwood, TN 37027 800-401-6400 Ohlinfo@ohl.com www.ohl.com

### **Old Dominion Freight Line, Inc.**



David Congdon President and CEO

Vision Statement: To be the premier transportation solutions company in domestic and global markets served.

Mission Statement: To provide innovative solutions designed to exceed customer expectations, increase shareholder value and ensure the continued success of the OD Company and our family of employees.



### Helping the world keep promises.<sup>®</sup>

#### Old Dominion Freight Line Inc.

500 Old Dominion Way Thomasville, NC 27360 Toll-Free: (800) 432-6335 Fax: (336) 822-5239 customer.service@odfl.com odfl.com



homasville, N.C. -based Old Dominion Freight Line is an LTL, national multi-regional motor carrier providing one-to-five day, next day and second-day services among six U.S. regions and seamless worldwide LCL and FCL services.

Through its four product groups, OD-Domestic, **OD**•Expedited, **OD**•Global and **OD**•Technology, the company offers an array of innovative products and services that provide direct service to 48 states through over 215 state-of-the-art service centers. In addition to domestic LTL services, the company offers expedited, drayage and assembly and distribution services, as well as container delivery services to and from North America, Central America, South America and the Far East.

The four product groups: **OD-Domestic's** single source operation helps customers manage their domestic shipping needs with confidence. Old Dominion provides complete nationwide coverage across all regions of the United States, and the company's super regional service allows customers to ship nationally, interregionally and intraregionally within the Northeast, Southeast, Midwest, Central states, Gulf states and West regions of the country, with the most competitive transit times available.

**OD-Expedited** provides daily on-time deliveries, guaranteed deliveries within normal transit times and timespecific deliveries, including air service, tailored to customers' needs. Old Dominion provides online tracking and tracing, monitored shipments 24/7 and a seasoned, proactive team to serve customers.

**OD-Global** offers seamless. reliable worldwide LCL and FCL services tailored to meet customers' export and import, foreign to foreign or air freight needs. In North America, Old Dominion provides direct service to Alaska, Canada and Mexico. Outside North America, the company's service extends to the Caribbean, Europe, the Far East, Central America, South America and points in between. Old Dominion's Pacific Promise provides businesses with standard guaranteed transit times and simplified rates from the 23 origin ports in Asia to nearly any U.S. domestic destination.

The offering also includes port-to-door tracking of all shipments.

**OD-Technology's** awardwinning technology enables the company to manage both equipment and shipments more efficiently while consistently providing customers with superior service, access to real-time information and the comfort of knowing their shipments are moving as safely as possible. On the company's secured website, odfl4me.com, customers can manage their accounts with Old Dominion and control transactions, including scheduling pickups and tracking shipments in real-time.

Since 1934, Old Dominion has built a solid reputation of "Helping the World Keep Promises" with its customers by achieving, among other key metrics, one of the highest on-time delivery records and one of the lowest claims ratios in the industry.

In March 2012, for the third consecutive year, Old Dominion was honored by Mastio & Company as the No. 1 National LTL carrier in their 2011 Value and Loyalty Benchmarking Study. Also in 2012, the company was named one of America's 100 Most Trustworthy Companies by Forbes magazine out of more than 8,000 companies surveyed. The annual recognition is awarded to publicly traded corporations that have consistently demonstrated transparent, conservative accounting practices and solid corporate governance and management.

For more information about Old Dominion, visit odfl.com or call (800) 432-6335.

## LOGISTICS PLANNER



Paul Devine President OOCL (USA) Inc.

#### **Mission Statement:**

To be the best and most innovative international container transport and logistics service provider; providing a Vital Link to World Trade and creating value for our customers, employees, shareholders and partners.



#### OOCL (USA) Inc.

U.S. Headquarters 2633 Camino Ramon Suite 400 San Ramon, CA 94583 Customer Svc: 888-388-OOCL www.oocl.com



#### **Global Network**

OOCL is a highly globalized business with 270 offices in 60 countries. Linking Asia, Europe, North America, the Mediterranean, the Indian subcontinent, the Middle East and Australia/New Zealand, the company offers transportation services to all major east-west trading economies of the world.

OOCL is one of the leading international carriers serving China, providing a full range of logistics and transportation services throughout the country. OOCL has operated in China since the 1980s and we pioneered many services, including international container train, Reefer-on-Rail and domestic services in China.

#### IT and Supply Chain

As a total logistics service provider and an industry leader in IT applications, OOCL offers our customers tailormade transport and logistics solutions at every stage of the supply chain.

OOCL's sophisticated realtime web based platform, IRIS (Integrated Regional Information System), offers customized service and allows us to route our customers' cargo via the fastest transit route and at the lowest cost.

The online interactive product My OOCL Centre offers customers advanced capabilities; helps lower their business costs, saves time and enables total transparency and maximum control in their supply chain. Innovative services are also available on smartphone platforms at the m.oocl.com internet portal.

However, we believe that even the best IT system is only a platform. It is the people who actually deliver the service that makes the difference–OOCL employees aim to satisfy all our customers' individual business needs.

#### Reefer

OOCL is also a market leader in providing reliable reefer services to customers in America with many years of experience in reefer trade. We offer customers a comprehensive coverage of east-west trade corridors with a broad service network and some of the most extensive intermodal connections in the industry.

With a wide range of reefer customers trading different commodities, OOCL can provide tailored cargo care services to suit the needs of every customer and cater to today's demanding market environment including U.S. stringent regulations.

**OOCI**.

#### Sustainability

We place the utmost importance on high standards of performance in environmental, social and corporate governance. Over the years, we have taken important measures to improve our sustainability performance, which include implementing an open stakeholder engagement process and combining our approaches to environmental management, economic development, and social responsibility into a more coherent structure to help us better understand and identify the focus areas towards our long-term Sustainability Strategy.

This Strategy has now become an integral part of our corporate decision-making process by taking into account of key sustainability areas including environmental, social, corporate governance, safety, security, and health issues.

The launch of our annual Sustainability Report demonstrates our long-term commitment to corporate sustainability, transparency and accountability with our stakeholders. Going forward, we are committed to meeting international standards on all our sustainability goals and objectives and taking a leadership role in our global community of socially responsible corporate citizens.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2013!



#### **Mission Statement:**

With our quality people and advanced information technology, we are dedicated to offering the best international and domestic logistics services and networks that enable our customers to make "All the Right Moves" in their supply chains. We strive to become a vital link in our customers' business success.

ith nearly 35 years of experience, OOCL Logistics continues to be one of the leading international supply-chain management and logistics service providers with a network of more than 90 offices in over 30 countries in Asia, North America and Europe - and now Mexico and Brazil too. We offer comprehensive physical, information and management solutions to serve the supply chain needs of customers around the world, including our PODIUM<sup>®</sup> suite of logistics Information Technology applications.

### Expanding

We're expanding, taking OOCL Logistics to the next global level. In 2013 we now include both Mexico and Brazil in our scope of locations served; and we're expanding OOCL Logistics in Southern Europe, Eastern Europe and strengthening services in Turkey and elsewhere in the Middle East, while continuing our development of OOCL Logistics Line Limited NVOCC services and OOCL Logistics US Export Freight Forwarding and domestic logistics services.

#### Innovating

OOCL Logistics continues to be innovative, providing new supply chain solutions including processes to reduce cycle times, produce lean supply chain structuring and improve inventory management. Combined with sophisticated pricing models, OOCL Logistics keeps an eye on every customer's bottom line. We're promoting team building concepts, with our customers, to provide on-going improvement through detailed performance review meetings to help improve processes and remove issues before they become supply chain roadblocks.

#### Anticipating

OOCL Logistics actively manages risks in the supply chain by anticipating need and eliminating possible bottlenecks and as far upstream as possible. We're expanding and deepening vendor visits and inspections, enhancing management of customers' carriers and introducing origin Quality Assurance products, offshore warehousing programs and safety stock management to

### **OOCL** Logistics

eliminate downstream negative effects.

#### Capability, Expertise and Experience

As a logistics partner, OOCL Logistics offers the expertise and experience backed by a global network of professionals to bring every customer a complete menu of capabilities.

- Supply Chain Management: consolidation, shipment management and specialized programs.
- Freight-Forwarding: Providing full coordination of shipments.
- NVOCC: Ocean Plus ocean transportation services, with a single reliable logistics provider
- Warehousing and Distribution: coordinating complex global distribution requirements.

#### PODIUM<sup>®</sup> Supply Chain Suite Highlights

- Advanced Technology: PODIUM\* cloud technologies for powerful, scalable solutions.
- Mobile Technologies: Smart phone apps that keep you close to your supply chain.
- E-document Management: easy to use electronic document management.
- Recently enhanced Report Builder technology: Puts more business intelligence at your fingertips.
- GPS: Global Positioning System technologies in our IT network for precise tracking.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2013!



### OOCL Logistics (USA) Inc.

U.S. Headquarters Wall Street Plaza 88 Pine Street, 8th Floor New York, NY 10005 732-789-0680 www.oocllogistics.com

## LOGISTICS PLANNER

### Pacer International, Inc.



Daniel W. Avramovich Chairman and CEO

**Our Portfolio** 

- Intermodal
- Trucking
- Import & Export
- Warehousing
- Logistics Services





#### Who is Pacer?

Pacer is a North American freight transportation and global logistics services provider that facilitates the movement of freight from origin to destination through its intermodal and logistics segments. Our focus is to coordinate the full Pacer portfolio with our customers' transportation network needs. No matter where you are going or what you need shipped Pacer provides customized door-todoor solutions that make your world run smoother.

#### What is smoother?

Smoother means faster, smarter, greener freight solutions. Through our diverse portfolio of transportation and logistics services, Pacer is delivering your freight smoother. And our best-in-class customer service delivers the confidence you need to make Pacer your preferred choice. We've got you covered with superior service, operational excellence, and the capacity you demand. So whether you're looking for an individual service or multiple solutions, Pacer will move your freight smoother on the rail, on the road, over the ocean, in the warehouse, and through the supply chain.

#### Have you tried our Smoother Moves Calculator?

From origin to destination we can help you reduce your total carbon emissions. From musical instruments to construction equipment Pacer can show you savings. The Smoother Moves Calculator is an easy to use and unique carbon emissions and costs savings calculator that can show customers the effects specific movements can have on the environment and on their pockets. Try the Smoother Moves Calculator and see how Pacer can make your world run greener.

Our people solve the roughest shipping challenges for many of the largest brands of the world, across many different industries. Our dedicated staff, located in offices all over the world, is driven by getting you from origin to destination as smoothly as possible. We create the value our customers need to stay competitive. After all, our success is measured by their success.

Our vision is to be the customers' preferred choice, earning customer confidence every day by reliably delivering best-in-class door-to-door transportation services and logistics solutions.

Call 888-722-7404 or visit our website at www.pacer.com to learn how Pacer can help make your world run smoother.



#### Pacer International, Inc.

6805 Perimter Drive Dublin, OH 43016 1-888-722-7404 pacermarketing@pacer.com www.pacer.com

## **Panther Expedited Services, Inc.**

#### **Mission Statement:**

Panther Expedited Services, Inc. is committed to providing Premium Logistics® solutions while consistently exceeding our customers' expectations. We will experience growth and enhanced corporate profitability through state-of-the-art technology and investing in our most valuable asset, our people.



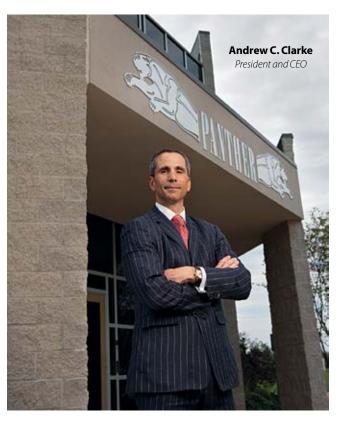


#### North American Offices:

- Cleveland, OH (HQ)
- Atlanta, GA
- Chicago, IL
- Denver, CO
- Kansas City, MO
   Los Angeles, CA
- Los Angeles, CA
   Sacramento, CA
- \_ ----, ---,

#### Panther Expedited Services, Inc.

4940 Panther Parkway Seville, OH 44273 800-685-0657 Fax: 330-769-5845 solutions@ pantherexpedite.com www.pantherexpedite.com



#### About Us

Founded in 1992, Panther Expedited Services, Inc. is one of the largest premium logistics companies in the world. We provide door-to-door transportation solutions for more than 10,000 customers worldwide, including Fortune 1000 corporations, government agencies and transportation service providers.

#### **Premium Service**

Whether your shipment needs to move over the ground, through the air, or on the ocean, Panther's logistics professionals can provide a range of potential solutions that best meet your time and cost requirements. We are obsessive about service and lead the industry in on-time performance, regardless of the complexity of the shipment.

#### **Industry Expertise**

We not only know our business, but we have people that know your business. Our experienced professionals come from the automotive, chemical, energy, pharmaceutical, electronics, retail and defense industries. These experts know what's important to you and ensure our solutions exceed your requirements.

#### Leading Technology

Our proprietary webbased quote, book and track technology evaluates over 200,000 shipping options in seconds and presents the customer with buy-up and buydown options. Customers can track any shipment in real-time by satellite. You'll know where your freight is at all times.

#### **Real Results**

We are relentless about finding ways to save customers time and money – all while improving service. We constantly analyze data to identify areas of improvement and provide customized reporting so you have complete visibility to the efficiency of your supply-chain. We know we are successful because our customers continue to turn to us to solve their most complex problems.

Panther is On time. On target. No exceptions.



# LOGISTICS PLANNER

## **PECO** Pallet



David Lee President



ECO Pallet is a North American leader in pallet rental services with an outstanding reputation for quality, service, and environmental sustainability. PECO's red wood block pallets are used by leading manufacturers to ship grocery and consumer goods products to retailers throughout the U.S., Canada, and Mexico. PECO Pallet's experienced service and operations teams work closely with manufacturers, retailers, and depots to reduce costs and improve efficiency throughout the supply chain.

PECO Pallet is committed to providing the highest quality pallets and the best customer service in the pallet pooling industry. PECO manufactures sturdy wood block pallets and maintains the quality of its pallet pool by rigorously inspecting, sorting, cleaning and repairing pallets each time they cycle through a depot. PECO also takes great pride in maintaining a customer satisfaction rating above 99.5%. The company has built strong working relationships with many of the nation's top manufacturers and distributors.

Environmental sustainability is nothing new at PECO Pallet. The company was founded on the basic principle of reusing pallets to conserve resources. PECO's pallets are built from responsibly forested timber and are continually repaired, reused and recycled. By efficiently managing pallets within a controlled loop, PECO turns pallets an average of 4.5 times per year. Strict control and maintenance standards extend pallet life to over 10 years. No harmful chemicals or hazardous materials are ever used on PECO pallets, and all materials are eventually reused or recycled. Nothing goes to the landfill.

In January 2012, PECO Pallet launched an upgrade to RED<>LINK\*, the company's web-based pallet management tool. Using a new, streamlined interface, users can log in from anywhere 24 hours a day to place orders, check delivery dates, view invoices, enter transactions, or track pallet flows. All transactions are updated in real time to ensure that data is reliable and accurate. PECO's program also integrates seamlessly with existing EDI systems to place orders and report transfers.

PECO Pallet is based in New York, and maintains over 500 service centers and manufacturing plants throughout the U.S., Mexico, and Canada. In recent years, PECO has added more top manufacturers and distributors to its North American service network, and the company has seen 30%+ growth in total pallet issues each year since 2007. The Pritzker Group, a private investment firm, established majority ownership of PECO Pallet in February 2011 and has provided substantial capital investment to sustain PECO's continued growth throughout North America.

For more information, visit www.pecopallet.com.



PECO Pallet 29 Wells Avenue, 4th Floor Yonkers, NY 10701 Phone: 914-376-5444 Toll Free: 877-227-7326 Fax: 914-376-7376 sales@pecopallet.com www.pecopallet.com

# LOGISTICS PLANNER

## **Penske Logistics**



Marc Althen President, Penske Logistics

#### **Products and Services**

- Dedicated Contract Carriage
- Distribution Center Management
- Transportation Management
- Lead Logistics
- Customized Solutions









### Penske Logistics

Worldwide Headquarters Route 10, Green Hills Reading, PA 19603 www.PenskeLogistics.com 1-800-529-6531

#### **Industry expertise**

Our experts work

collaboratively with you and your teams to help drive down costs, elevate service and improve business performance. Decades of real-world expertise across many industries enable our people to deliver the results you need to succeed every day.

Leading companies around the globe trust us to help them reduce costs and improve customer service while managing the complexities of their supply chains. We instill operational process excellence and continuous improvement in everything we do.

#### **Innovative thinking**

As a recognized industry thought leader, our awardwinning teams bring fresh perspectives to benefit you and your business. By tapping into our fresh thinking you can start driving innovation that drives real business results.

#### **Global capabilities**

With offices and operations in North America, South America, Europe and Asia, we can serve your needs virtually anywhere in the world. Call today or visit us online.

## **PeopleNet**

LOGISTICS PLANNER



Brian McLaughlin President

#### **Mission Statement:**

PeopleNet increases the efficiency, improves the safety, and increases the profitability of fleet owners through the use of our highly configurable and innovative solutions combined with our focused knowledge of the industry and the customer.



PeopleNet 4400 Baker Road Minnetonka, MN 55343 Phone: 888-346-3486 Fax: 952-908-6129 info@peoplenetonline.com www.peoplenetonline.com



🕥 eopleNet increases the efficiency, improves the safety, and advances the profitability of fleet owners through the use of highly configurable and innovative solutions. PeopleNet's suite of products enable an ever-growing set of high-value applications, including route management, supply-chain communications, end-to-end vehicle management, driver services, and safety, security and compliance. PeopleNet's history of innovation begins with the first Internet-based and integrated onboard computing and mobile communications systems for the transportation industry. Its open interface integrates locating, messaging and driver performance data with the leading back-office applications, including routing and dispatching, fuel tax, driver performance reporting, and more.

■ Precise GPS satellite tracking pinpoints vehicle location at any time.

 Locating & Messaging keeps track of fleets, monitors customer loads, predicts delivery times, prints mileage and routing reports and more.
 Vehicle Management increases fuel economy and manages drivers. As a monitoring and reporting tool, it manages operating costs and helps fleets run more effectively.
 Automated Workflow and geofencing provides exception based communications

and automated arrival and departure notification. ■ Driver Logs\* help automate hours of service and take the paperwork out of the traditional driver logbook

process.
In-Cab Scanning enables fleets to deploy a fully integrated solution to increase billing and payroll efficiency and reduce out-of-route miles.
Onboard Event Recording gives you the ability to access second-by-second recorded data. Fleets can monitor driver habits, alter behavior,

take corrective action and potentially prevent accidents.
Speed Monitoring helps fleets identify high-risk drivers and habitual speeders by pinpointing event times and roadway locations to promote coaching opportunities for management.

In-Cab Navigation solutions give drivers timely, accurate route information to avoid excessive fuel, labor and equipment expense-in addition to meeting ever-increasing on-time delivery demands.

Automated Fuel Tax reporting combines GPS tracking and fuel purchase information to automatically compute IFTA fuel tax, mile tax, IRP tax and other state taxes.

Anticipating your needs before potential problems happen. That's the level of commitment you can expect from PeopleNet. It goes beyond the support involved in implementing a system. From project management to conducting a complete process flow analysis and implementation, PeopleNet can help improve operations on any level.

Headquartered in Minneapolis, PeopleNet is the fastest-growing provider in the transportation industry. Its dedicated customer support team is available 24/7 to answer your questions. PeopleNet serves several Fortune 500 companies and has signed more than 1,500 customers since its inception over 15 years ago.

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## Performance Team

LOGISTICS PLANNER



Craig Kaplan CEO

Our focus has always been on building partnerships through leveraging our expertise, human capital, technology, and integrity. Today's supply chain solutions depend on absolute commitment to these ideals.



Los Angeles • Seattle Dallas/Fort Worth Miami • Charleston Northern CA • Inland Empire New York/New Jersey • Savannah Charlotte • Shreveport





PERFORMANCE TEAM

11204 Norwalk Blvd Santa Fe Springs, CA 90670 562-345-2212

Cliff Katab, President marketing@ptgt.net

### WE'RE THE ONLY THING THAT SHOULD COME BETWEEN YOUR PRODUCTS AND YOUR CUSTOMERS



CONSOLIDATION/DECONSOLIDATION • CROSS DOCK • WAREHOUSING & DISTRIBUTION • PICK AND PACK • TRANSPORTATION • RETAIL STORE DELIVERY • SUPPLY CHAIN LOGISTICS • EDI / INTERFACE SERVICES

🕞 erformance Team has been providing the retail and manufacturing industries with a wide range of supply chain services for over 26 years. Through eleven domestic hubs, over 5.1 million square feet of warehouse space, and a fleet of more than 400 trucks, Performance Team processes \$100 billion in wholesale goods annually. We've worked hard to earn and maintain a reputation as one of the leading trucking, consolidation, and distribution companies in the U.S. Here are a few ways we can help you serve your customers efficiently.

#### Distribution

Whether your needs are basic or complex, we have

the infrastructure, materialhandling equipment, information technology, and management expertise to handle any challenge. We are especially proficient at adding flex space and human resources to adjust to your seasonal demands. Talk to us about how you can eliminate your need for lengthy and costly real estate investments, as well as unneeded construction and equipment, labor management and technology purchases.

As your business expands, requiring additional space or more sophisticated solutions, Performance Team can rise to meet your strategic distribution needs.

#### **Transportation**

Our customers compete in fast-paced retail and manufacturing industries, demanding precise, accurate, and informed transportation support. Performance Team has the skills and technology to support those timesensitive requirements. No matter how difficult the mission, from drayage, store delivery, local pick-up, consolidation, and delivery to distribution facilities and stores, Performance Team's experience makes us ready to step up to the plate and make a difference for your company.

#### **Logistics / Consulting**

To Performance Team, logistics means strategy, execution and integrity. Our solid experience in supply chain service enables us to analyze your business, devising custom, efficient, effective and flexible solutions to best maximize the movement, handling and distribution of your goods. Our logistics consulting expertise can help you craft robust growth-oriented distribution systems, increasing your return on assets while managing overhead without losing sight of your goal - giving your customers the best service available.

#### Technology

Performance Team utilizes best-in-class technology to streamline and improve the movement and visibility of your products and information. Integrating our world-class WMS and TMS systems with yours, and your clients' ERP systems, is handled through sophisticated enterprise application integration tools, utilizing well-understood EDI standards or proprietary interfaces as our customers require.

# LOGISTICS PLANNER

## PITT OHIO



Charles L. Hammel III President/Owner

#### **Customer Driven**

We strive to understand the diverse and emerging needs of our customer base. We provide reliable and dependable solutions that exceed our customers' expectations.

#### **People Driven**

We know that our most significant resource is our people. The success of our organization can be attributed to our employees' dedication, pride, and outstanding work ethic. The commitment and loyalty of our employees facilitates the success of our organization.

#### **Quality Driven**

We recognize that quality is important to our customers. We develop repeatable operations, safety, security, claims prevention and vehicle maintenance processes that minimize variance and improve consistency. We are committed to providing our customers with high-value, cost-efficient solutions. Our commitment to quality is integral to our company.



7 ith the help of the talented people at PITT OHIO, our company has grown from a Less-Than-Truckload (LTL) leader to a transportation solutions provider equipped to handle all of your transportation needs. The core values we established in 1979 for our LTL service remains the same today as PITT OHIO continues to go beyond the road and exceeds expectations with our SUPPLY CHAIN, GROUND and TRUCKLOAD services as well.

Our organization exists to make our customers more competitive, our employees more valuable and our communities stronger. Our "just say yes" approach to conducting business is a result of our commitment to lead the industry with our customercentric mindset and innovation.

We strive to take it to the next level by providing diverse

transportation solutions that help optimize our customers supply chain. This customercentric mindset is evident with our participation in The Reliance Network (TRNET) an alliance consisting of ourselves and six other regional LTL carriers who provide service throughout North America. PITT OHIO's enhanced and simplified Fast Track service is now your global expedited solution with the ability to deliver all of your urgent shipments. We can accommodate any specific time that you need with our same-day delivery, specific time of day delivery or a next-day guarantee delivery.

We are driven by our customers, people and our commitment to quality in every part of our business. We are Customer Driven, People Driven and Quality Driven.

At PITT OHIO, you can be sure "We're Always There For You!"

#### PITT OHIO

15 27th Street Pittsburgh, PA 15222 800-366-7488 Fax: 412-232-0944 cacybator@pittohio.com www.pittohio.com



SUPPLY CHAIN • GROUND • LTL • TL We're Always There For You!

## **Port Corpus Christi**

LOGISTICS PLANNER



John P. LaRue Executive Director

#### **Mission Statement**

It is the mission of Port Corpus Christi to serve as a regional economic development catalyst while protecting and enhancing its existing industrial base and simultaneously working to diversify its international maritime cargo business.



**Port Corpus Christi** 

222 Power Street Corpus Christi, TX 78401 Main: 361-882-5633 Toll free: 1-800-580-7110 Fax: 361-882-7110 portofcorpuschristi.com businessdevelopmentdpt@ pocca.com





#### Port Corpus Christi. Delivering Today. Growing for the Future.

Port Corpus Christi is one of the top ten ports in the United States in total tonnage. For 86 years we have offered shippers a profitable alternative to the crowded roads of trade. From oil and petrochemicals to agricultural and project cargo, the Port handles the goods of the world.

Port Corpus Christi sits on the Texas Gulf Coast, 150 miles north of Mexico. South Texas' warm, dry climate partnered with the Port's modern, multipurpose infrastructure support year-round operations, making it an ideal location for greater productivity and cost effectiveness. Shipping through Port Corpus Christi provides the advantage of a strategic US Gulf central location, a 45' deep, short transit ship channel; dockside rail and truck access; BNSF, KCS and UP on site; excellent highway access; heavy lift capabilities; 125-plus acres of open storage and fabrication

sites; 300,000 square feet of covered dockside storage; and excellent security operations.

Port Corpus Christi is a diverse port, handling liquid and dry bulk cargo, project and breakbulk cargo, military, and frozen cargo. The refrigerated warehouse, a state of-the-art, 100,000 sq. ft. facility, boasts chilled and frozen space a short 60' from dockside and enclosed, temperaturecontrolled rail and truck loading docks. Cargo Dock 8, one of the strongest open wharfs on the Gulf of Mexico, is handling tons of wind turbine, military, H/L modules and breakbulk shipments everyday. The Joe Fulton International Trade Corridor provides 12 miles of new and existing roadway, seven miles of new rail line improving overland transportation, four miles of ship channel frontage and access to 630 green-field acres for development. In support of the tremendous growth in rail car volumes, Port Corpus Christi is planning a new

interchange rail yard, The Nueces River Rail Yard. This two-phase, \$45 million project is partially funded by a Texas Department of Transportation TIGER Grant.

The La Quinta Trade Gateway, a 1,100-acre multipurpose cargo handling facility is under development. Its 3,600foot shoreline and 45' channel depth will accommodate a container terminal, project cargo, storage, warehousing, distribution centers, industrial parks, logistical centers and associated business. The La Quinta Trade Gateway is situated close to highway and rail access and only 17 nautical miles from the deep waters of the Gulf of Mexico. Work is in progress to extend the La Quinta Ship Channel 1.4 miles at a depth of 45' to reach the planned facility. Completion is scheduled for July 2013.

Port Corpus Christi offers one of the largest Foreign Trade Zones in the United States. At almost 25,000 acres, FTZ #122 provides deferred, reduced and eliminated duties, no Ad Valorem taxes or quotas, and simplified inventory controls and record keeping.

Port Corpus Christi is committed to maintaining an Environmental Management System that promotes regulatory compliance and pollution prevention through continual improvement and teamwork. Our Port has made great strides in recycling and reducing electrical consumption and air pollution.

Outstanding infrastructure. Strategic location. Extraordinary management. Exceptional staff. Port Corpus Christi is your Global Texas Connection and The Port of the Lone Star State<sup>®</sup>.

## LOGISTICS PLANNER



Steven M. Cernak, P.E., PPM Chief Executive & Port Director

The mission of Port Everglades is to manage the County's portrelated assets to maximize the economic benefits to the citizens and businesses of Broward County and the State of Florida. The Port will manage the County's assets in a financially responsible, environmentally sound manner, consistent with the local, state and federal rules and regulations that govern international and domestic trade, transportation and the Port industry.



#### **Port Everglades**

1850 Eller Drive Fort Lauderdale, FL 33316 954-523-3404 Toll-free: 1-800-421-0188 Portevergladescargo@broward.org Porteverglades.net



t the crossroads of North-South and East-West trade, Port Everglades is one of the nation's leading container ports, handling nearly one million TEUs annually and serving as a gateway to Latin America, the Caribbean, Europe and Asia. Already Florida's leading export seaport and among the 12 busiest U.S. container ports for international trade, Port Everglades efficiently handles a diverse spectrum of cargos with cost-competitive services provided by multiple terminal operators. Port Everglades' users have long enjoyed the benefits of such attributes as:

- A 24/7 customer-oriented service philosophy
- Location at the center of the second-most populous urban area in the Southeastern United States
- The shortest and straightest entrance channel on the Atlantic coast south of Virginia
- Direct access and just two green lights to the Interstate highway system
- Proximity to Fort Lauderdale-Hollywood International Airport
- The country's top exporting Foreign-Trade Zone
- U.S. Department of Commerce Export

Assistance Center located in the Port Administration Building

A long-standing commitment to maintaining the highest level of global maritime security standards. Ongoing capital improve-

ments and expansion ensure that Port Everglades can continue to handle future growth in container traffic. As part of the Port Everglades 20-year Master/ Vision Plan, the Port is moving forward on three critical cargo expansion projects that are projected to create 7,000 new jobs regionally and support more than 135,000 jobs statewide over the next 15 years. These key expansion projects are expected to be completed over the next five years and will add five berths, widen and deepen the channel to 50 feet, and add a new, state-of-the-art on-port rail yard to the Port's already impressive list of assets.

Port Everglades and the Florida East Coast Railway (FEC) recently broke ground for a new 42.5-acre near-dock Intermodal Container Transfer Facility (ICTF) that will facilitate containerized cargo transfer through the Port to/ from the FEC main line by mid-2014. The \$53 million stateof-the-art facility will be unique

## **Port Everglades**

compared to similar facilities at other ports in that both domestic and international cargo will be handled at the site, which will result in the advantageous transfer for Port Everglades customers and local companies.

Port Everglades is adding five new cargo berths in its Southport Turning Notch extension project, which will lengthen the existing deepwater turn-around area for cargo ships from 900 feet to 2,400 feet at the current depth of 42 feet. A critical part of the Southport Turning Notch extension includes replacing 8.7 acres of an existing mangrove conservation easement with a 16.5-acre upland enhancement of approximately 70,000 new mangroves, plants and seeds as well as completing a number of environmental improvements in West Lake Park. The project is currently in the design phase and construction is scheduled for completion in 2017.

Port Everglades is working with the U.S. Army Corps of Engineers to widen and deepen its channel to 50 feet from its existing 42 feet to better accommodate Post-Panamax ships, which are already coming to the port lightly loaded. The total cost is estimated to be \$320 million, including a \$131 million investment by the Port.

As Port Everglades advances its major infrastructure projects and steps up in-person interface with customers locally and throughout the world, Port customers can anticipate benefiting from such developments as the Panama Canal expansion and new U.S. free trade agreements with Colombia, Panama and South Korea. With a plan for the future and a world-class cargo handling facility, Port Everglades is South Florida's powerhouse port.

## **Port Jersey Logistics**

LOGISTICS PLANNER



Robert Russo President

#### **Mission Statement:**

Port Jersey Logistics' mission is to provide effective, efficient and flexible product distribution solutions to domestic manufacturers and international shipping customers. Headquartered in the heart of the nation's largest market, Port Jersey's strategically situated warehouse locations afford seamless shipping along the East Coast, throughout the country and around the world. The company is committed to timely, accurate, damage-free delivery, all testament to our motto: "Partnershipped."



#### **Port Jersey Logistics**

4 South Middlesex Ave. Monroe Township, NJ 08831 609-860-1010 x267 Fax: 609-860-5489 jemelo@portjersey.com www.portjersey.com



From storage and distribution to integrated logistics programs, Port Jersey Logistics offers nearly 60 years of experience meeting supply chain requirements with stateof-the-art systems and facilities. PJL is equipped to handle a full spectrum of products including grocery, specialty foods, alcoholic beverages, health and personal care products, electronics, ingredients and raw materials.

All Port Jersey facilities are certified food grade-FDA registered, AIB approved with Superior ratings, and Organic Certified.

Manufacturers, importers, exporters, distributors and retailers all benefit from leveraging numerous available resources. Fulfillment, inventory control and transportation are the foundation that supports PJL's six highly functional distribution centers, a national transportation infrastructure, the latest technology and an experienced team of logistics pros.

As a complete provider, Port Jersey Logistics provides a variety of services, such as:

- Freight consolidation programs
- Customs bonded storage
- E-commerce fulfillment
- Packaging and assembly
- Shippers/point-of-purchase displays
- Ink jet printing
- Heat shrink packaging
- Labeling and ticketing
- Product return services
- Transportation management
- Pick & Pack services

With space and capacity flexibility as well as specialized capabilities, Port Jersey Logistics has your public or contract warehousing and distribution requirements covered. In addition to offering ambient and temperature-controlled warehousing, our operations utilize a full range of modern material handling equipment. Should your warehousing and distribution situation require dedicated operations, we have the resources to provide fast, effective solutions anywhere from New Jersey to the greater East Coast and beyond.

Port Jersey Logistics' expertise in supply chain management means safe, on-time delivery of your goods from point of origin to final destination.

Our national brokerage operation works with a vast network of qualified carriers to arrange the most efficient, economical mode of transportation. In addition to nationwide truckload and lessthan-truckload deliveries, PJL provides intermodal, container drayage, and complete freight management programs throughout the United States, Canada and Mexico. Unique vendor consolidation, pre-load and drop box programs allow shippers to combine orders destined to select regional consignees at reduced freight rates.

Modern equipment and technology, along with our proximity to regional rail networks, international airports, intermodal rail yards and marine terminals enable us to provide the freight solutions you need – locally, nationally and internationally.

Beyond warehousing and transportation, Port Jersey provides added value by developing solutions tailored to the needs of our clients – and our clients' clients. Our broad range of options exceeds expectations by integrating product packaging and kitting projects, labeling and return services, fulfillment, shipper and display assembly, online tracking and vendor compliance initiatives.

## **Port Logistics Group**



Bob Stull CEO

#### **Mission Statement:**

We are the gateway logistics experts, providing complete logistics services at major North American ports, enabling speed to market, inventory control & visibility, and fast, flexible, reliable service for our clients.

Our clients benefit by leveraging our experience, agility, innovation, service excellence and national footprint to gain a distinct competitive advantage.



#### **Port Logistics Group**

One Greenway Plaza Suite 400 Houston, TX 77046 973-249-1230 x1310 Fax: 973-249-9028 www.portlogisticsgroup.com



Warehousing & Distribution Import Deconsolidation Transloading Vendor Pickup & Store Delivery National Footprint New York/ New Jersey Los Angeles/ Long Beach Seattle Houston



Proven Results Speed to Market Inventory Control Visibility Fast, Flexible, Reliable Service

#### The New Leader in Gateway Logistics Services

Port Logistics Group is the nation's leading provider of gateway logistics services, including value-added warehousing and distribution, transloading and cross-docking, vendor consolidation and national transportation. With 4 million square feet of warehouse space strategically located in and around major North American Ports, we provide the critical link between international transportation and the "last-mile" supply chain.

#### National Presence, Local Touch

When you work with Port Logistics Group, you'll be confident that our local operators know your products, your customers, and your challenges at each port of entry. From the moment your goods arrive, our team provides fast, reliable pickup and processing. Our retail industry knowledge allows us to **meet** your most demanding customer specifications. You can expect that same level of service regardless of your U.S. point of entry, giving you the flexibility to manage a complex and ever-changing global supply chain.

#### On the Shelf, On Time

At Port Logistics Group, we understand the urgency of getting goods from the port to store shelves on time and consumer-ready. Whether your products require **transloading**, **cross-docking**, **or storage and distribution**, our experienced staff and advanced material handling technology will get your products out of the port and onto store shelves.

#### **A Full-Service 3PL**

We've designed our locations to be a one-stop solution for

our retail and manufacturing customers. We combine our gateway logistics services with domestic vendor consolidation for store and DC delivery operations. For our clients who need a complete distribution solution, Port Logistics Group provides inventory management, order fulfillment, pick-pack, and kitting. Our Value-Added Services teams provide a full range of **retail finishing** services (inspection, ticketing, sewing, pressing, re-pack, GOH processing, labeling, gift wrap) so your products arrive at their destination ready for sale.

#### Many Channels-One Provider

We specialize in solutions for retailers and manufacturers who need to combine a traditional retail distribution strategy with a B-to-C channel. Our proprietary WMS allows you to maintain a **single inventory** at multiple locations while fulfilling orders to your DCs, stores, or Internet customers – **seamlessly**.

### The Port Logistics Group Difference

Experience. Agility. Service Excellence. National Footprint. As you design your supply chain strategy, don't leave the critical link between global transportation and your last-mile supply chain to chance. Trust Port Logistics Group – the Gateway Logistics Experts.

# LOGISTICS PLANNER

### **Port of Galveston**



he Port of Galveston is located on the northern shore of Galveston Island, at the mouth of Galveston Bay, only 9 miles from the open Gulf of Mexico. The Port is situated on the Gulf Intracoastal Waterway, the Interstate Highway system and is served by both Western U.S. Class 1 railroads – BNSF Railway and the Union Pacific Railroad.

The Port of Galveston is a significant contributor to the Galveston Bay-Houston regional and Texas state economies. The Port, through its activities, provides an annual estimated economic impact to the State of Texas of over \$1.2 billion. Average annual cargo volumes total approximately 7.8 million short tons. In 2011 and 2012, the Port of Galveston, Texas' only cruise port, ranked as the 5th busiest cruise port in the U.S. and one of the top twenty cruise homeports in the world. The Port is currently the yearround "Home Port" to the Carnival Cruise Lines' ships, Carnival Magic and Carnival Triumph, and seasonal "Home Port" to Disney Cruise Line's Disney Magic, Royal Caribbean International's Mariner of the Seas and Princess Cruises' Crown Princess.

The Port of Galveston, located less than an hour's drive from downtown Houston, is home to several ship repair facilities, one of which operates one of the largest dry docks west of the Bahamas, two stateof-the art cruise terminals with three cruise ship berths, a short-line port-terminal railway, an export grain elevator and facilities to handle all types of cargo including containers, dry and liquid bulk products and materials, general cargo, roll-on/roll-off cargo, refrigerated cargo and project cargoes. The Port of Galveston also has available property for lease and development.



#### Port of Galveston

123 Rosenberg Ave., 8th Fl. Galveston, TX 77550 Phone: 409-765-9321 Fax: 409-766-6171 www.portofgalveston.com

# LOGISTICS PLANNER

## **Port of Long Beach**



J. Christopher Lytle Executive Director

#### **Mission Statement:**

The Port of Long Beach is leading the way to a new era of innovative and sustainable international trade.



#### Leading the way to a new era of innovative and sustainable international trade.

The Port of Long Beach is the premier U.S. gateway for transpacific trade, and a trailblazer in innovative goods movement, safety and environmental stewardship. As the second busiest container seaport in the United States, the Port handles trade valued at \$155 billion annually and supports hundreds of thousands of jobs.

Founded in 1911, Long Beach is the second busiest seaport in the United States, welcoming 5,000 vessels a year. It serves more than 140 shipping lines with connections to 217 seaports around the world. Goods moving through the Port reach every U.S. congressional district and help support nearly 1.5 million trade-related jobs across the nation, including 300,000 in Southern California. The Port encompasses 3,200 acres of land with 35 miles of waterfront, 10 piers, 80 berths and 66 post-Panamax gantry cranes. In 2011, the Port handled more than 6 million container units.

Led by the fivemember Board of Harbor Commissioners and Executive Director J. Christopher Lytle, the Port begins its second century of service with a US\$4.5 billion capital improvements program that will create some of the most modern, efficient and sustainable marine terminals in the world while generating as many as 50,000 new, permanent jobs in the region and thousands of temporary construction jobs.

The largest of these capital improvement projects is the redevelopment of Middle Harbor. The \$1.2 billion project began construction in 2011 and combines two older terminals into one state-of-the-art facility. When completed in 2020, it will be the country's most technologically advanced container terminal incorporating shore power, a greatly expanded on-dock rail yard, clean cargo-handling equipment and other cuttingedge technologies. It will double existing capacity while cutting related air pollution in half.

The Port of Long Beach prides itself on its culture of customer service and on building and maintaining strong relationships with industry, community, environmental advocates and partner agencies.

The Port has received accolades from government and industry for its landmark green initiatives, and industry leaders have named Long Beach "The Best Seaport in North America" in 15 of the past 17 years.



Port of Long Beach 925 Harbor Plaza Long Beach, CA 90801 www.polb.com/trade

# LOGISTICS PLANNER

### **Port of Los Angeles**



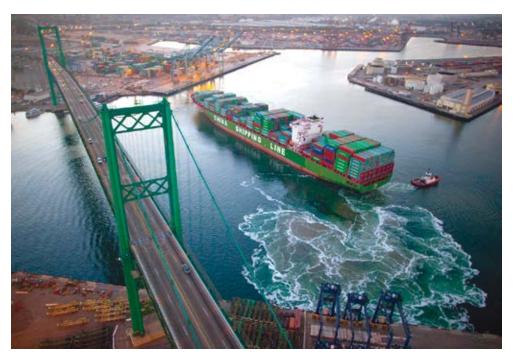
Geraldine Knatz, Ph.D. Executive Director

The Port of Los Angeles encompasses 7,500 acres of land and water along 43 miles of waterfront. It features 25 passenger and cargo terminals, including automobile, breakbulk, container, dry and liquid bulk, and warehouse facilities that handle billions of dollars worth of cargo each year.

When measured by container throughput, the Port has consecutively ranked as the number one port in the nation for the last decade.



Port of Los Angeles 425 S. Palos Verdes Street P.O. Box 151 San Pedro, CA 90733-0151 Phone/TDD: (310) SEA-PORT www.portoflosangeles.org



he Port of Los Angeles – America's Port<sup>®</sup> and the premier gateway for international commerce - is located in San Pedro Bay, 20 miles south of downtown Los Angeles. This thriving seaport not only sustains its competitive edge with recordsetting cargo operations, but is also known for its groundbreaking environmental initiatives, progressive security measures, diverse recreational and educational facilities, and an emerging LA Waterfront.

Amidst the backdrop

of international trade and shipping, the Port of Los Angeles also boasts the bustling World Cruise Center, quaint Ports O' Call Village, welcoming Vincent Thomas Bridge, signature Fanfare Fountains and Water Features, historic Angels Gate Lighthouse, vintage Waterfront Red Car Line, and new green space at 22nd Street Park.

As an economic powerhouse, the Port of Los Angeles plays an important role in the creation of jobs. In fact, approximately 259,100 jobs – or one out of every 24 jobs – in Southern California is directly or indirectly related to the Port industry. In addition, the Port impacts \$1 out of every \$23 in wages in Southern California. That's \$8.4 billion.

With an exceptional credit record, the Port maintains an Aa2 bond rating, the highest assigned to any seaport in the United States, operating without the benefit of taxpayer support. The Port also wields tremendous economic impact, generating employment for more than 3.3 million Americans nationwide. In California alone, nearly 1 million jobs are related to trade though the Port of Los Angeles. Facilitating global

trade while protecting the environment is a delicate balance at the nation's largest trade gateway. To strike that balance, the Port of Los Angeles is leading the way internationally when it comes to reducing air emissions, improving water quality, modernizing facilities and cultivating the development of new technologies that will help ensure good jobs and a brighter future for millions of people. Complementing its busy terminal operations with green alternatives, the Port of Los Angeles remains committed to managing resources and conducting Port developments and operations in both an environmentally and fiscally responsible manner.

The Port of Los Angeles: America's Port<sup>®</sup>.

## LOGISTICS PLANNER

## **Port of Savannah**



**Curtis J. Foltz** Executive Director Georgia Ports Authority

"Savannah, the fastest growing port in the country over the last decade, is the largest gateway to U.S. trade in the Southeast, handling twice the cargo volume of the second busiest port in the region and with existing infrastructure capacity to double current container volumes," said GPA Executive Director Curtis Foltz. "The Federal government recently issued its Record of Decision authorizing the deepening of the harbor channel to 47 feet. The project will result in transportation cost savings by allowing larger vessels to operate more efficiently with fewer transit delays."



Chris Logan Sr. Director, Trade Development, BCO Sales

#### **Georgia Ports Authority**

P.O. Box 2406 Savannah, GA 31402 912-964-3880 gaports.com/more



A t the Port of Savannah, more is what we deliver every day. More efficiency. More flexibility. More choices. More services. More reach. More access. And we strive to do it all in an environment of more sustainability.

#### **More Efficiency**

Garden City Terminal is largest single-terminal container port in North America.

- 1,200 acres, all dedicated to container cargo
- USCBP to expedite clearance and consolidate security
- Client Relations Center One point of contact, one-of-akind support
- WebAccess (webaccess. gaports.com) – 24/7 visibility and real-time shipment status
- Reefer service Largest refrigerated container gateway in the U.S.

### **More Flexibility**

9,700 feet of contiguous berth space.

- Nearly 2 miles of
- uninterrupted berth space
- More than 100 RTGs
- 23 ship-to-shore cranes

 Easily adapt to shifting schedules

#### **More Choices**

Over 4 million square feet of warehouse space available within 30 miles of the port.

- Certified sites and shovelready programs
- Strong 3PL Presence– Options for warehouse and ocean carrier needs
- Growth Potential–A go-to state for growth-minded companies
- Dedicated Economic Development Team.
- Tour sites via Georgia's Commercial Corridors Tool

#### **More Services**

More services than any other east or gulf coast port for practically any container shipment on any schedule to any place. Select the right service based on transit time with our Global Carrier Services Tool. Simply choose your point of origin. The tool does the rest. Road and rail times for major U.S. inland hubs also are included to help you make the best decision for your business.

#### More Reach

Two Class I railroads on terminal, CSX and Norfolk Southern, save time and maximize your reach to more consumers.

- Two-day access to 70% of U.S. consumers
- Intermodal Container Transfer Facilities – On-terminal rail, your cargo never leaves the port, minimizing drayage, reducing fees and the possibility of errors.
- Two- to three-day transit to major Southeast, Gulf Coast and Midwest hubs
- Overnight service to Atlanta, the fastest of any North American port

#### More Access

Immediate access to two major interstates – I-16 (East/ West) and I-95 (North/South).

- Reach 44% of U.S. consumers in 2-3 days
- More than 150 trucking companies available
- One of the highest overthe-road container "weight allowance" among all southeastern states

Find this and MORE at gaports.com/MORE

## **Port of Seattle**

LOGISTICS PLANNER



Tay Yoshitani CEO



The Port of Seattle provides consistent, reliable and fast service to meet our customer's business needs. Our terminals have efficient intermodal connections with railroads, major highways, an experienced labor force, and new cranes capable of handling the largest vessels in the world.

We are a leader in sustainability initiatives, partnering with our stakeholders to reduce emissions without additional costs. Come see why the Port of Seattle is ready now.

We provide our customers these advantages:

■ Four deep-water (50 ft.) terminals with a total of 31 cranes (13 Super Post-Panamax cranes, 14 Post-Panamax cranes, and 4 Panamax cranes) on 532 acres, with 11 berths. Two of our terminals feature on-dock rail, while the other two are situated within two miles of BNSF Railway and UP rail yards.

Warehouse and Distribution Facilities offer more than 270 million square feet of warehouse space near container terminals and Seattle-Tacoma International Airport, including cold storage.

■ Transload Services offer multiple transload facilities in close proximity to marine terminals which can help exporters reduce transportation costs and ensure availability of containers.

Trucking Services which include more than 1,800 cartage companies provide service between the Port, warehouse and distribution centers and local intermodal rail facilities, with more than 5,000 trucks form a reliable pool to meet the needs of shippers. Close proximity of warehouse and distribution sites means quick turn times and competitive rates.

■ Intermodal Flexibility means the Port of Seattle is served by the BNSF Railway and the Union Pacific Railroad, with a combination of on-dock and near-dock intermodal yards providing shippers with access to major markets across the country.

■ Foreign Trade Zone (FTZ) #5 can give your company a competitive edge by deferring, reducing or eliminating customs duties and reducing operating costs. Gaining FTZ status is fast and easy under the Port's Alternative Site Framework. FTZ advantages include: reduced processing/entry fees, deferral of Harbor Maintenance Tax, exemption from state and local ad valorem taxes and elimination of drawback.

Environmentally Friendly means we have the lowest carbon footprint for shipping goods from Asia to the American Midwest, making the Port of Seattle the Green Gateway for trade. Our local environmental programs have eliminated over 900 metric tons of pollutants from the air, while taking the dirtiest trucks off the road, without passing costs onto our customers.



Port of Seattle 2711 Alaskan Way Seattle, WA 98121 www.portseattle.org

# LOGISTICS PLANNER

### Port of Tacoma



John Wolfe Chief Executive Officer

Mission Statement: To deliver prosperity by connecting customers, cargo and community with the world.

### Port of Tacoma

PO Box 1837 Tacoma, WA 98401 253-383-5841 Fax: 253-593-4534 info@portoftacoma.com www.portoftacoma.com



The Port of Tacoma is one of the top 10 container ports in North America and one of the shortest and most efficient land-sea connections between Asia and the U.S. Midwest. We handle more than \$34 billion of trade per year in containerized cargoes, roll-on/ roll-off, bulk, breakbulk and heavy-lift cargoes. Located in the Pacific Northwest in Washington state, the Port of Tacoma offers shorter U.S. to Asia sailing times and gets produce to market faster.

- One day shorter sailing time than Southern California ports.
- Gateway to Alaska since 1976. Tacoma handles 80 percent of waterborne commerce from the lower 48 states to Alaska, equaling about \$3 billion in trade.
- One of the largest and most successful Foreign Trade Zones (FTZ #86).

Our naturally deep-water harbor can handle the largest ships in service today and are ready for the superships of tomorrow. Already one of the largest West Coast ports, Tacoma offers a pro-business environment with significant capacity to support future trade growth.



# LOGISTICS PLANNER

## **Porteo Group**

#### Our services:

- Distribution
- Warehousing Frozen,
- Refrigerated, & Dry ■ Bonded Warehousing
- Reverse Logistics
- Added Value Services
- Foreign Trade
- Fulfillment

23 Distribution Centers strategically located throughout Mexico.



A s a neighboring country and member of the North American Free Trade Agreement (NAFTA), Mexico is the United States' secondlargest export market and third-largest trading partner. With the world's 11th-largest population, it offers significant prospects for exporting: Mexico has huge potential and has demonstrated predictable, stable economic growth.

Mexico is a solid market for U.S. exporters. Porteo Group Logistics, a company with 20 years of experience established in Mexico and recently in the United States, enables you to plan, schedule, execute and monitor your entire logistics needs, including: 3pl, supply chain, warehousing (frozen, refrigerated and dry), x-dock, distribution, added value services and foreign trade. Porteo Group Logistics possesses the best and largest geographical coverage; 23 distribution centers strategically located throughout Mexico capable of handling more than 30,000 delivery points and moving 4 million cases a month. For the worldwide companies that aspire to attain the more than 110 million potential customers in Mexico, Porteo Group Logistics makes the difference.



#### Porteo Group

5353 W. Sam Houston Pkwy. N. Suite 140 Houston, TX 77041 info@porteogroup.com www.porteogroup.com 713-429-4369 Fax: 281-809-2937

#### Grupo Porteo

Carretera Monterrey-Laredo Km. 23.3 Logistic Center ADN Interior Ave. Multiparque S/N C.P. 6550 Cienega de Flores, N.L. Mexico www.gporteo.com.mx +52 (818) 625-9000



## LOGISTICS PLANNER

### **PREI**<sup>®</sup> Prudential Real Estate Investors–Latin America

#### PREI's Industrial Partners in Mexico include:



### ODONNELL





#### Locations:

Aguascalientes • Atitalaquia Celaya • Casas Grandes Chihuahua • Ciudad Acuña Ciudad Juarez • Cuautitlan Izcalli Durango • Guadalajara Hermosillo • Huehuetoca Matamoros • Mexico City Monterrey • Nuevo Laredo Puebla • Queretaro Ramos Arizpe • Reynosa Saltillo • San Luis Potosi • Silao Tijuana • Toluca • Villahermosa



Andres Bello 10, 11th Floor Mexico DF 11560 Tel: +52 55 5093 2770 Fax: +52 55 5093 2789 www.prei.com





#### "Global Knowledge... Regional Expertise... Local Execution..."

Prudential Real Estate Investors is the real estate investment management business of Prudential Financial, Inc.

PREI's business is the execution of real estate investment strategies in markets throughout the world for a global client base. We offer core, value-added, and opportunistic strategies investing directly in real estate in the United States, Latin America, Europe, Middle East, and Asia.

PREI has been investing in Latin America since 2000. We currently manage funds specializing in industrial, residential, and retail properties in Mexico and Brazil, and we have transactions capabilities in Mexico, Brazil, Argentina, and Chile.

Today we have more than 40 associates operating in PREI's Mexico City, Miami, and



Sao Paolo offices, with gross assets under management in Latin America of more than \$3.6 billion and net asset value more than \$2.4 billion as of September 30, 2012.

PREI is active in all of Mexico's main industrial markets with an on-theground team of dedicated investment professionals who actively manage its expanding industrial portfolio in association with local partners.

Some of PREI's partners in Mexico and Brazil include:

#### Amistad

*Contact:* Claudio F. Ramon cframon@amistadm.com Tel: +52 (844) 416 4040 *Grupo O'Donnell Contact:* David O'Donnell david@odonnell.com.mx Tel: +52 (55) 5281 3600

Marhnos Real Estate Contact: Fernando Salgado fsalgado@marhnos.com.mx Tel: +52 (55) 5980 7800

Real Estate Management and Services Group Contact: Pablo Culebro pculebro@rmsg.com.mx Tel: +52 (614) 432 0950

PREI's Mexican operations leverage on extensive international experience in financing, developing, and efficiently managing worldclass industrial properties. With a sizeable portfolio of strategically located industrial properties, PREI has a wide array of options available for companies seeking to establish or expand their operations throughout Mexico.



## LOGISTICS PLANNER



Luis Gutierrez Managing Director Prologis Latin America

#### Customers Drive Our Business

Understanding our customers' business challenges and objectives is paramount to helping them enhance efficiencies, reduce operating costs, and grow revenue and market share. Combining our unmatched global platform with our development expertise, we seek to provide customers with the most innovative distribution real estate solutions to meet their changing market conditions and facility requirements.

#### **Global Capabilities**

Deep expertise in industrial real estate development: speculative, build-to-suit, and fee development

■ Flexible leasing structures to accommodate diverse business requirements

In-house property management

■ World-class private capital business managing nearly \$25 billion in assets

■ Local teams backed by worldwide resources to provide tailored, industry-leading solutions

### Prologis

Pier 1, Bay 1 San Francisco, CA 94111 Tel: +1 415-394-9000 info@prologis.com www.prologis.com



### Prologis: Your Local Partner to Global Trade

Prologis is the leading owner, operator and developer of global industrial real estate, offering customers approximately 52.4 million square meters (565 million square feet) of distribution space in markets across the Americas, Europe and Asia. The company leases its operating portfolio of more than 3,100 industrial facilities in 21 countries to manufacturers, retailers, transportation companies, third party logistics providers, and other enterprises with large-scale distribution needs. The company's 1,400 professionals serve 4,500 customers, representing the best talent in the industry. Prologis offers high quality, modern distribution centers and has access to the most comprehensive development expertise and in-house property management offering quick resolutions to facility needs.

As of Sept. 30, 2012, Prologis managed \$45 billion in combined total assets. The company offers its customers and investors the most modern and geographically-diverse platform of distribution space in the world, enhanced by unparalleled customer service and an unwavering commitment to sustainable development. Understanding our customers' business challenges and objectives is paramount to helping them enhance efficiencies, reduce operating costs, and grow revenue and market share. We seek to provide customers with the most innovative distribution real estate solutions to meet their changing market conditions and facility requirements.

#### **Prologis in Latin America**

Prologis offers a fullyintegrated platform of land acquisition, entitlement, development, acquisition, property management and portfolio management in Latin America. Our current countries of activity are Mexico and Brazil, where we actively select key locations to provide our customers the widest range for logistics and operation. The scale of our operations in the region offers our customers the broadest selection of facilities, an unparalleled land bank and access to profound development knowledge.

#### Mexico

Prologis' portfolio in Mexico is the largest platform of logistics and distribution facilities in the country, consisting of about 2.8 million square meters (30 million sf).

## **Prologis**

Our industrial real estate investments in Mexico focus on six key distributiondriven markets, including: the State of Mexico, Monterrey, Guadalajara, Tijuana, Reynosa, and Ciudad Juarez. Prologis assists customers with both offshoring and nearshoring for their logistics and light manufacturing operations, as well as regional distribution to Mexico's most important growth markets.

#### Brazil

Prologis is one of the most active developers in Brazil. In August 2008, Prologis entered into a strategic alliance with **Cyrela Commercial Properties** (CCP), a leading Brazilian real estate company, to combine CCP's local expertise with Prologis' global perspective and customer base. The venture, "Prologis CCP Logistica," focuses on the development of distribution facilities in Brazil's major metropolitan markets, primarily São Paulo and Rio de Janeiro. We expect to develop approximately 200,000 square meters (2.15 million sf) annually between speculative and build-to-suit projects with a total portfolio of approximately 1.2 million square meters (13 million sf) by 2016. Prologis CCP's portfolio in Brazil consists more than 6.8 million square meters (73 million sf) with a majority of industrial parks totaling 10,000 square meters (100,000 sf) or more.



## LOGISTICS PLANNER

## **ProTrans International, Inc.**



Craig Roeder CEO

ProTrans International is committed to providing innovative logistics solutions that meet or exceed our customers' needs and expectations. ProTrans International will accomplish this by: providing a visionary approach to value added service enhancements, effective internal and external communications. and commitment to maintain leading edge technology; developing highly skilled, effective, and professional personnel / organization; working with suppliers to optimize supply chain efficiencies; creating value for customers, suppliers, employees, and shareholders; focusing on continual improvement opportunities throughout our key processes for our external & internal customers that increase efficiencies and profitability.

#### **ProTrans International, Inc.**

8311 N. Perimeter Road Indianapolis, IN 46241 317-240-4100 marketing@protrans.com www.protrans.com



### We'll Take You There

ProTrans International. Inc. is a Third Party Logistics service provider offering complete network optimization and proven quality solutions to the manufacturing industry. ProTrans has locations in North America allowing us to serve more than 300 customers in Canada, Mexico and the US. We have experienced tremendous growth each year, evolving into a dynamic service provider of innovative and customer-focused supply chain management solutions. Our creative thinking, nimble infrastructure and customized logistics solutions allow you to concentrate on your business.

### The Beginning

ProTrans Founder, Craig Roeder, recognized an emerging opportunity in consolidation and logistics services. Since those beginnings, the company has been dedicated to the philosophy of promoting new levels of professionalism, creativity, & innovation in the transportation and logistics industry. Today, we are a full service logistics Management Company focused on leading edge solutions for our customers unique supply chains.

#### Serving the Manufacturing Industry

ProTrans serves a variety of customers with a majority in manufacturing industries. Because every manufacturer functions differently, we tailor our services to fit their requirements. ProTrans' goal is to be an extension of each client's logistics department, consistently providing innovative, cost-saving opportunities through state of the art technology.

#### **Process and Systems**

ProTrans provides its customers with custom engineered 3PL solutions. Utilizing our TMS software, facilities and call centers, we manage a shared network dynamically to constantly monitor and reduce the amount of trucks necessary to deliver your freight efficiently. This operational philosophy consistently delivers cost savings to our customers.

We utilize a unique CORE process to detail and initiate all customer engagements focusing on control, visibility and reporting. Using custom business intelligence software for logistics analytics, we create tailored reports that give our customers complete supply chain visibility. Operating our customers' business with our CORE program makes us a freight manager as well as a true operator in the network.

PROTRANS



### **Purolator International**

#### **Mission Statement:**

To be the best in our industry at forwarding and delivering the products of companies based outside of Canada to, from and within the Canadian market.



Purolator International, Inc., a subsidiary of Purolator Inc., specializes in the air and ground forwarding of Express, Freight, and Parcel shipments with delivery services to, from, and within Canada.

"We deliver Canada" is more than a slogan; it's a promise. And it's backed by 50 years of delivering reliable, efficient, and cost-effective shipping in Canada. A few things you should know about Purolator: We have the largest dedicated air fleet and ground network, offer more guaranteed delivery points in Canada than any other carrier, and deliver more than 1,000,000 packages a day. But it's not the size of our business that defines us, it's what we can do for your business that sets us apart.

Our customers' requirements are as varied as the industries they represent. That's why we don't offer cookie-cutter supply chain solutions. By customizing a mix of proprietary services, from point to point, that suit your business - we make shipping to Canada seamless and hassle free at every point along the supply chain. Through our native Canadian market expertise, strong networks in the U.S. and Canada, and unmatched border-crossing proficiency, we have the capabilities to meet

any logistics needs. or Giving back to the nd communities in which we ess, live and work, and to the nts environment that sustains om, us, is a responsibility and a genuine commitment. We have ore implemented environmentt. friendly initiatives like of greener options for packaging, have reduced electricity consumption in 37 facilities, and have been greening our

fleet. In fact, we field the largest Hybrid Electric Vehicle fleet of any transportation company in North America. We instituted a "no-idling" policy during stops and established route optimization programs, greatly reducing overall distances traveled by our vehicles.

We began our business by keeping our promises, identifying solutions, and innovating methods for businesses to ship their packages and freight. Now we're the leading integrated parcel and freight delivery services provider in Canada. We see our U.S. neighbors and partners as vital to our business, and we have dramatically increased capacity and capability within the U.S. We now operate 30 branches and have upgraded hubs and DCs from coast to coast to better serve U.S. businesses and consumers.

#### Services

■ PUROexpress<sup>™</sup>: Express Services offer delivery times from urgent Next Flight Out to guaranteed Overnight to Second Day deliveries. Packages are tracked, offering clear visibility into the supply chain. We have the best on-time track record and more guaranteed delivery points in Canada than any other carrier.

We deliver Canada

■ PUROfreight<sup>™</sup>: Your business has deadlines to meet and inventory levels to maintain. Our business is making sure your business delivers. We move 400,000 pounds each night and 100 million pounds of freight each year. Our highly competent logistics experts provide air and ground solutions through an integration of information, transportation, inventory, warehousing, tracking, material handling, and packaging.

■ PUROparcel": Parcel is our most cost-efficient delivery service for documents, parcels, and catalogs, all of which receive expert treatment and handling with improved cost efficiencies. Utilizing multimodal service, we offer the reach and capability to deliver to even the most remote locations.

#### **Supply Chain Services**

We offer a range of supply chain services that assure personalized service, maximum efficiency, and exceptional value. We can tailor a solution that integrates our customs expertise, supply chain knowledge, and technological capabilities. Once shipments flow into our vast Canadian network, visibility is enhanced, efficiencies are realized, and customers are satisfied.



Purolator

#### **Purolator International**

2 Jericho Plaza, Suite 305 Jericho, NY 11753 Phone: 1-888-511-4811 Fax: 516-938-2395 www.purolatorinternational.com

## **Q** Products & Services



TS TECHNICAL SERVICES



### **QUILT TRACKER-**

### Q Products & Services

16720 South Mozart Ave. Hazel Crest, IL 60429 Tel: 708-331-0094 Fax: 708-331-0096 info@qsales.com www.qsales.com

#### Q Products & Services™: Passive Temperature Protection Experts

Q Products & Services" designs, engineers, and manufactures products used to effectively protect temperature sensitive shipments, offering several product lines which provide passive temperature protection for all modes of transportation and every environmental condition. Whether you are shipping truckloads, overseas containers, single pallets, or sample sized packages...we have you covered!

Our products eliminate the need for more costly, conventional options on the market today. Q Products & Services<sup>™</sup> has developed a multilayer insulation system that acts as a barrier to heat transfer processes, such as: conduction, convection, moisture and radiation. Our products capture the existing environment of your freight and maintain a safe temperature range. No external heat or refrigeration source is required!

Q Products & Services<sup>™</sup> Technical Services division (TS) offers support to

qualify passive temperature protection applications for all industries. Technical Service's extensive knowledge of performance testing, product development and process integration has positioned Q Products & Services<sup>™</sup> as the leading experts in the field of passive temperature protection. Services include on-site and in-transit testing, data collection, evaluation and reporting. Our team will develop protocols, customize training material and compile instructional aides to build confidence in the application and to ensure a smooth transition when implementing our products.

Q Products & Services<sup>¬¬</sup> Annual Seasonal Leasing program leases, stores and maintains your CargoQuilt<sup>+</sup> and Pallet-Quilt<sup>+</sup> fleet. Leasing allows for increased cash flow with no maintenance or storage responsibilities. The web based ASL<sup>®</sup> Quilt Tracker<sup>®</sup> software offers instant asset tracking capabilities that are updated on your command!

Q Products & Services offers an "ICR" program which consists of inspecting, cleaning and recycling CargoQuilt® and PalletQuilt<sup>®</sup>. During this process, any CargoQuilt® or PalletQuilt° is fully inspected and goes through a specialized cleaning procedure before being put back into service. Any CargoQuilt® or PalletQuilt® deemed unusable will be retired. We can customize an ICR program to suit your specific needs and provide you with a complete recycle program from cradle to grave.

*"When You Buy a QProduct, You Buy a Company!"* 



# LOGISTICS PLANNER

## QualifedCarriers.com



Jeff Tucker CEO



**Darin Day** General Manager

#### **Mission Statement**

QualifiedCarriers.com arms shippers, brokers and 3PLs with the nation's only fully integrated carrier qualification toolbox managing risk and compliance. Qualify your carriers.

#### QualifiedCarriers.com

900 Dudley Avenue Suite 250 Cherry Hill, NJ 08002 800-889-8179 856-773-9325 Fax: 856-773-9326 info@qualifiedcarriers.com www.QualifiedCarriers.com



C hippers, brokers and 3PLs must evaluate carriers for safety and compliance, and document their procedures. Increasingly, that's the law. New FMCSA rules and regulations increase risks and threaten costly litigation. Do not be fooled into thinking that data subscriptions alone protect you. Join other Fortune 100 clients who desire comprehensive, quantitative and measurable controls around their carrier procurement and risk management processes.

QualifiedCarriers.com meets today's standard for motor carrier qualification:

- USDOT Data Email Alerts
   Secure Document
- Management
- Messaging & e-Signatures
   Optional On-Site Audits & Verifications

#### **Product Features**

In a few seconds, upload your carrier list, and begin enjoying the unique features of QualifiedCarriers.com, including:

#### USDOT Data Alerts:

Receive e-mail alerts on your carriers if:

- Authority is revoked or suspended
- Safety rating is

- downgraded or upgraded • FMCSA insurance filing
- becomes non-compliantReceives an alert from

FMCSA on a BASIC score Current, up to date data that is refreshed every time

FMCSA updates their publicly issued downloadable files.

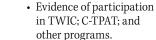
#### Trending Reports and Historical Data Analysis

- Trending safety scores show you carrier improvements or degradations
- Trending reports are historical proof of due diligence
- Ability to export to ExcelCarrier Compare
- graphical tool • Optional customized
- report that is updated monthly.

#### Secure Document Management

Easily collect, verify and maintain important documents for each carrier with the ability to obtain renewals online, including:

• Insurance certificate and policy limits



· Hazmat registrations

Facility or Site Access Agreements
Standards of Care and

• Contracts

SOPs

- Messages & E-Signatures
  - Identify a contact manager
  - Store one or multiple contacts for all your carriers
  - Search carriers to view or message with our powerful filter
  - Send requests for e-signatures, and store acknowledgements

### Standards of Care & SOPS

Our Extensive network of professional auditors, inspectors, insurance experts, transportation risk managers, lawyers and former government officials may assist you in the following areas.

- Standards of Care (SOCs)
- Shipper-Motor Carrier Contracts
- Shipper-Broker Contracts
- Standard Operating Procedures (SOPs)
- Facility Access Agreements
- Terminal Access
   Agreements
- Carrier and/or Service
   Provider Self-Assessments
   with Scoring Rubric

### Audits & Verifications

QualifiedCarriers.com offers a variety of carrier assessment tools, and a host of audit and inspection services, including expert consultation in the areas of risk management.



# LOGISTICS PLANNER

#### **Mission Statement:**

R+L Carriers is a global transportation company designed to provide superior service at competitive pricing through efficient operations and innovative thinking to the ultimate benefit of our customers and shareholders. Customer satisfaction is mandatory to ensure future success.

As a family owned freight shipping company, R+L Carriers is built on the idea that a satisfied customer is and always will be our number one priority. From our world class customer service to our professional and courteous drivers we strive to exceed our customers' expectations today and every day in the future.

### **R+L** Carriers

600 Gillam Rd. Wilmington, OH 45177 800-543-5589 Fax: 937-655-5312 corpinsidesales@rlcarriers.com www2.rlcarriers.com www.rlglobal.com www.rltruckload.com www.youcrate.com



For nearly 50 years, R+L Carriers has provided fast, friendly, and affordable freight shipping and logistics solutions. R+L is proud to serve companies of all sizes – from small "mom and pop" businesses to large multinational corporations, we strive to exceed expectations and provide the best service with every shipment. This statement is backed up by our 98% on-time service and 99.6% exception-free delivery performance.

#### **Freight Services**

R+L Carriers is a premier less-than-truckload (LTL) freight carrier offering LTL, Full Truckload and Global Logistics Services. Our Anything, Anywhere, Anytime philosophy can meet any customer need for shipping LTL, full truckload, international, ocean, air, and expedited freight to points in the United States, North America, and around the world.

Our LTL freight services include:

- Domestic LTL shipping to US and Canada
- Business Critical Solutions
  - Expedited
  - Guaranteed
  - Weekend Express
- You Crate Custom Crating

Our Business Critical services provide piece of mind for your timesensitive shipments. The Business Critical umbrella includes our guaranteed offerings - Guaranteed by 5:00 pm, Guaranteed AM by noon, Guaranteed Hourly in the time window you select. Weekend Express is an affordable expedited solution for your Friday to Monday shipments. Jet Express shipping includes priority services such as same day hot-shots, air charters, exclusive use vehicles, and next flight out delivery. Our Expedited services are extremely cost effective because you only pay for the space you need. Pallet for pallet, R+L offers the most affordable expedited solutions.

Your shipments greater than 22,000 pounds are in good hands with **R+L Truckload**. Our team of transportation logistics specialists in our 9 locations across the US will secure the best solution to move your FTL freight.

## **R+L Carriers**

- Featuring:
- Intermodal
- Temperature Controlled
- Dry Van
- Flatbed
- Expedited
- Mexico/Transborder

**R+L Global Logistics** has the services you need to move products through your supply chain. Featuring:

- Priority Services
- International Air & Ocean
- Trade Show Logistics
- Warehousing
- High Value/High Risk Cargo Transport (Level 1 TAPA certified)
- Supply Chain Project Management
- and custom logistics services. Our 11 Centers of Expertise provide complete Supply Chain Management solutions.

### Transportation Technology

R+L technology services make shipping freight easy. We provide in-cab scanning on 100% of our fleet for instant access to documents. We also have APIs, EDI services, and we make it easy to schedule a pickup, get a rate quote, fill out your bill of lading, and track your shipments online. Our mobile site at m.rlcarriers.com offers access to our most popular tools from your mobile device.

To learn more about R+L Carriers' portfolio of freight solutions, visit www2.rlcarriers.com.



## RateLinx

#### **Mission Statement:**

To collaboratively develop effective and efficient logistics tools that help our customers execute, and analyze their supply chain decisions.

## Ratelinx Tools to Manage Your Supply Chain's BIG DATA



### Actionable Business Intelligence Comprehensive data analysis with invoice and shipment records

RateLinx is a Logistics Services and Transportation Technology company providing transportation management solutions, technology, and Freight Payment and Pre-Audit services for companies across North America for all modes of transportation.

RateLinx was founded in 2002 and is located in Madison, Wisconsin. The RateLinx solution includes a true multimodal execution and planning tool called ShipLinx<sup>\*\*</sup> which is fully certified with all small parcel carriers (i.e. UPS, FedEx, USPS, and DHL).

Integrating the data from this tool with RateLinx's Freight Payment and Pre-Audit service allows the user to view their freight information in a real-time environment, with a hierarchal view that shows distinct graphical Key Performance Indicators (KPI's) which makes RateLinx's Freight Payment and Pre-Audit Service more than just a settlement service it is an information service that provides rich data and actionable business intelligence.

This Business Intelligence is required to finally be able to do Spend Analysis on your Transportation dollars. The Spend Analysis is available due to the integration of RateLinx's Freight Payment information with your host system and the ability to "match" the information with the freight bill thus allowing you to run reports seeing fields that were "pulled" from the host, such as order number, order type, customer ID, etc. This additional detail is what RateLinx calls "context". Leverage all integrated logistics data to fully support supply chain optimization projects and on-going analysis to your company's supply chain expenditures.

#### ShipLinx TMS

- Integrated to ERP / WMS
- All Modes & Every Carrier
- Complete Rating Engine

#### **Freight Payment & Audit**

- Advanced Data Capture
- Matched to Ship Record
- EDI & Hardcopy Invoicing

#### Dashboard

- Key Performance Metrics
- Shipping Opportunities
- Standard & Custom Reports
- Unparalleled Visibility



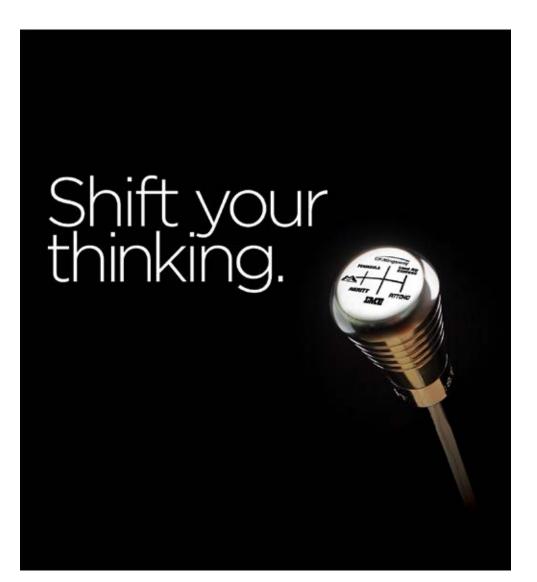
#### RateLinx

4602 S Biltmore Lane, Suite 104 Madison, WI 53718 262-565-6150 Fax: 262-436-2122 sales@ratelinx.com www.RateLinx.com





### **The Reliance Network**



#### **one.** The Reliance Network makes it possible to use your trusted

**World-class carriers** 

working seamlessly as

It possible to use your trusted local carrier when shipping freight anywhere in North America. Made up of multiple regional carriers – each known for exceptional customer service, dependable on-time delivery, and a strong reputation – The Reliance Network creates a unified coalition for all freight services through a single accountable source.

It's complete North American coverage fueled by collaboration, trust and the power of local relationships.

By creating a seamlessly integrated network of people, assets, and information systems, The Reliance Network can provide benefits like:

- 100% coverage of North America
- Consistent transit times
- The convenience of working

only with your trusted local carrier to manage all doorto-door shipping needs

- Seamless coverage through hundreds of service centers across the continent
- Expertise and exceptional customer service from more than 15,000 team members
- Reliable transportation resources and efficient equipment, including more than 25,000 trucks and trailers



The Reliance Network www.thereliancenetwork.com

## The RK Logistics Group, Inc.



Rod Kalune President

Our motto is simply stated. Whatever transportation challenges you face, The RK Logistics Group will find a solution – so you can focus on your core business.

Our goal is to create partnerships and long-lasting alliances with our customers. As an extension of your business, our mission is to continually represent your best interests by providing reliable service and support to meet your specific needs. It's all about our dedication to teamwork. As part of our extended family, we believe your success becomes our success.

#### **The RK Logistics Group**

41707 Christy St. Fremont, CA 94538 Phone: 800-821-7770 Fax: 408-942-9226 info@rklogisticsgroup.com www.rklogisticsgroup.com



#### **Innovative Solutions**

As logistics specialists, we offer innovative solutions to address complex challenges. Whether you need transportation, warehousing, order fulfillment, staffing, logistics or project management, The RK Logistics Group provides a full range of comprehensive services.

- Truckload, LTL, Freight
- Management and Intermodal

  Domestic Airfreight and
- Deferred Service

  International Airfreight and
- Ocean Service

  Local Pick-up and Delivery
- Local Pick-up and Derivery
   Trade Show Management
- Warehousing & Distribution
- Rigging/Specialized Handling
- Project Management/ Staffing Solutions
- Dedicated Customer Service No matter how urgent

your request may be, our professional and courteous customer service staff is available 24/7 to answer your call. With around-the-clock personalized customer service, you will always get a timely response. All you have to do is make one call. We'll take it from there and handle all the details.

### **Tradition of Excellence**

With an underlying foundation of integrity, honor and trust, The RK Logistics Group brings together more than 50 years of collaborative experience in management and the transportation industry to continue a long-standing tradition of excellence.

We understand all facets of the transportation business because we've built our business from the ground up – with hands-on experience in the truck driver's seat to logistics and management expertise at the top. Our traditional approach to business means you can bank on our sound financial reputation and know that our word is our bond.

The hallmark of our familyowned and operated business is our focus on a circle of trust – where our customers always come first and our employees are empowered to provide the highest level of unparalleled service.

Founded in 1983, The RK Logistics Group corporate headquarters are located in the heart of Silicon Valley. Our client list includes some of the most well-known and highly successful companies in the world. Add your name to that list, contact us today.



## LOGISTICS PLANNER

## RMX Global Logistics / RMX Transportation Arkansas

RMX was established in 1983, and over the last 30 years has developed a reputation as a trusted transportation partner to the food products industry. RMX has become one of the leading third party logistics providers in the country and provides a broad scope of supply chain management services. In 2010 RMX purchased a fleet of tractors & refrigerated trailers, adding to the services that are offered.



RMX is a multi-faceted logistics and transportation management company offering responsive, flexible service for your everyday and extraordinary transportation needs.

### Domestic Transportation – Dry & Temperature Controlled

- Full Truckload
- Less Than Truckload
- Flatbed
- Intermodal
- Expedited Service
- Drop Trailer ProgramDedicated Contract
- Carriage DC & Pool Program
- Support

### 24 Hours a Day, 7 Days a Week, 365 Days a Year

RMX staffs its offices 7 days a week with night, weekend and holiday services available through the 24 hour call center.

### Carrier Certification Program

All RMX carriers must have adequate insurance coverage, especially refrigeration breakdown coverage, as well as reference checks and signed contracts.

#### **3PL & 4PL Services**

- Load Consolidation & Order Optimization for best cost determination
- Load tendering software for optimal carrier selection
- EDI / FTP Compliant
- Pickup & delivery appointment scheduling

 Customer specific performance and order status reporting

### Affiliations

- Performance Certified Member, TIA
- Member, NASTC Best Broker Program
- Selected as a Top 50 3PL by Food Logistics Magazine 2008, 2009, 2010, 2011, 2012
- Selected as a Top 100 3PL by Inbound Logistics 2008, 2009, 2010, 2011, 2012
- EPA SmartWay Transport Logistics Partner

For more information please access our web-site at www.rmxglobal.com or visit us on our Facebook page.



### RMX Global Logistics – RMX Transportation Arkansas

PO Box 4209 Evergreen, CO 80437-4209 888-824-7365 Fax: 303-674-3374 www.rmxglobal.com

LOGISTICS PLANNER

## **ROAR Logistics, Inc.**



Robert Rich III President

#### **Mission Statement**

To excel as a customer-oriented, service-driven logistics company, which will utilize state of the art technology and dedicated, driven associates to deliver transportation services beyond our customer's expectations.

#### **ROAR Logistics, Inc.**

120 Church Street Suite 100 Buffalo, NY 14202 Phone: 888-292-7627 Phone: 716-833-7878 Fax: 716-833-3696 info@roarlogistics.com www.roarlogistics.com



#### Logical Logistical Solutions On Time

As a "World Class" logistics company, ROAR Logistics, Inc. associates are dedicated to providing our customers with the personalized attention and service that other transportation service providers have forgotten about. ROAR (Rail, Ocean, Air, and Road) is a full service global transportation services provider delivering a comprehensive range of transportation services to a diverse clientele.

ROAR operates as:

- An Intermodal Marketing Company
- A Third Party Logistics Provider
- An Ocean Freight Forwarder

At ROAR, we view logistics as one of the most strategic weapons that puts a company ahead of its competition in an ever increasingly competitive economic climate.

A subsidiary of the world's largest privately owned frozen food company, Rich Products Corporation, ROAR understands the challenges faced by manufacturers in getting their product to market as efficiently and cost effectively as possible. Our dedicated team serves as a value added component of your supply chain and possesses decades of industry knowledge and experience. As your strategic logistics partner, ROAR works hard to drive value with each and every shipment.

### Highway Transportation Services:

- Dry, temperature controlled, and specialized TL and LTL
- Team and expedited
- Local, regional, and long haul
   Domestic pier transloading
- and inland distribution
- HazMat certified

#### Intermodal Transportation Services:

- Transportation Service
- US, Canada, and MexicoDry and temperature
- controlled 20', 40', 45', 48', and 53'
- containers and trailers
- On-line tracking and tracing
- Local and long haul drayage
   HazMat certified

### International

### Transportation Services:

- FCL, LCL, and specialized equipment
- "Door to Door", "Door to Port", and "Port to Door"
- Marine insurance, incoterms, country specific document preparation, AES filings
- "Airport to Airport" and "Door to Door" airfreight shipping
- HazMat certified

Since our inception in 2003, ROAR has gained a favorable reputation with our clientele by providing competitive rates, proactive communication, and unparalleled customer service. It is this commitment that has made us the first choice of shippers worldwide.

Put ROAR to work for you and your company by calling us or visiting our website at www.roarlogistics.com



## **RR Donnelley**

LOGISTICS PLANNER

**DLS Worldwide** 



**Charles Fattore** President RR Donnelley Logistics Services

RR Donnelley's DLS Worldwide delivers reliable logistics services at competitive prices. We accomplish this by combining our volume-leveraged economies of scale with innovative technology.

### Rely on DLS Worldwide for:

- LTL
- Truckload
- Air
- Ocean
- White Glove ServicesSecure, same-day courier
- deliveries Complete transportation
- assessments and management
  Innovative technology
- Web-based shipment
- Web-based shipment management tools
- Single point of contact and 24/7 dispatch
- Extensive carrier network
- Service monitoring and performance management
- Knowledgeable, responsive personnel

### **RR DONNELLEY**

#### **DLS Worldwide**

1000 Windham Parkway Bolingbrook, IL 60490 877-744-3818 www.rrdonnelley.com www.dlsworldwide.rrd.com



### Experience, Stability and Strength

DLS Worldwide is part of RR Donnelley, a Fortune 500 company with an approach based on listening to our customers and providing cost-effective and easy-to-use solutions in response to their needs. This "customer-centric" business philosophy will help you enjoy solutions that deliver maximum value.

### **Freight of All Kinds**

DLS Worldwide delivers 3rd party logistics and warehousing solutions that transport a wide variety of freight throughout diverse markets. Our satisfied customers include Fortune 500 companies, to mid-size and small businesses.

### Across All Modes

As a non-asset owning thirdparty logistics provider we have the flexibility to employ a multimodal solution approach to your transportation needs. After evaluating your delivery requirements, we can determine the most cost-effective mode of transportation and draw upon our vast network of contract carriers to deliver that solution.

### **Insight and Knowledge**

DLS Worldwide's network ships billions of pounds of RR Donnelley's freight each year; providing reliable, quality and cost effective transportation services. Much of what we ship for our own business is time sensitive, so it is our policy to contract only with dependable, quality carriers. Being both a logistics provider and a logistics consumer, we understand firsthand the impact logistics can have on the bottom line.

#### Technology that Innovates

We continually invest in Information Technology (IT) that is directed at developing and enhancing easy-to-use solutions that help customers increase their productivity. Our web-based tools enable you to get reliable rate quotes quickly, schedule pick-ups effortlessly, trace and track shipments in real-time and gain instant access to comprehensive shipment information.

### **Proven Customer Service**

Exceptional people have always been a key component at RR Donnelley. Our Logistics team is among the most knowledgeable in the industry. On average our employees have more than 15 years logistics experience, and update their skills through continuing educational opportunities. Customers can rely on our well-trained, helpful team as a single-point-of-contact for 24/7 dispatch, fast turn-around on requests, quick and easy scheduling, time-sensitive shipment management, complete transportation assessments and supply chain solutions.

For more information, visit our website, www.dlsworldwide.rrd.com or call 877.744.3818.

## LOGISTICS PLANNER

### Ruan



John Ruan III Chairman

#### Company

- Founded in 1932
- 230 locations nationwide5100 team members
- 5100 team members

#### **Mission Statement:**

Employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

#### **Core Services:**

- Dedicated Contract Carriage
- Integrated Solutions
  - Logistics management
  - Load management
  - Mode selection
  - Carrier management
  - Freight pay and audit
  - Certified brokerage servicesCross-docking/
  - Postponement
  - Warehousing/Warehouse management
    Subassembly
- Bulk Carriage



DEDICATION THAT MOVES YOUR BUSINESS

#### Ruan Transportation Management Systems

666 Grand Avenue Suite 3200 Des Moines, IA 50309 866-782-6669 ext. 7 Fax: 515-245-2684 solutions@ruan.com www.ruan.com



T Ruan, we believe that the best way to strengthen our business is to strengthen yours.

### Ruan DCC

Our Dedicated Contract Carriage (DCC) service allows us to integrate seamlessly with our clients' teams to create systems that solely focus on improving supply chain efficiency.

Switching to Ruan's DCC service is an excellent bottom line decision. We assume existing equipment obligations, which frees up capital. The liability and risk of operating a private fleet is reduced. And, clients experience a reduction in transportation costs due to our operating efficiency and route optimization systems while maintaining outstanding customer service.

#### Ruan Integrated Solutions

Ruan has extensive logistics, cross dock and warehouse management experience. Our Integrated Solutions service combines our non-asset and asset-based capabilities coupled with optimal technology. We offer industry-leading supply chain event management and workflow, rich analytics, quarterly KPI reporting and a sophisticated transportation planning engine to optimize shipments while reducing costs.

#### **Leading From The Front**

Our supply chain solutions are successful because we constantly strive to improve. Ruan earned a 2012 SmartWay Excellence Award for helping lead the freight industry to a more sustainable future. We lead the industry in safety innovations and research, and share our findings to help make the roads safer. Ruan's proprietary Megasafe Safe Driving Program educates drivers about how certain driving behaviors can affect their Compliance, Safety, Accountability (CSA) scores and ensures that all of our drivers employ safe driving techniques and keep Ruan's CSA score – and their own – in the satisfactory range.

#### **Committed to Customers**

The result is an unparalleled commitment to our customers. Our client retention rate remains 99.7%. We execute seamless startup implementations and assign dedicated drivers who learn our clients' business and their needs. Our systems and procedures are designed to ensure the highest product safety and security. We provide 24/7 care so that when our clients need us – whenever they need us – we're there.

Since our founding in 1932, Ruan has done things the right way. We work hard, we treat our customers with respect and integrity and we constantly strive to improve the efficiency of our clients' supply chains.

That's dedication. That's the Ruan difference.

## LOGISTICS PLANNER

## **RWI Transportation, LLC**



**Richard Bauer** Executive Vice President and General Manager

Whether you require local, regional, or national coverage, we're flexible in building the right logistics strategy to support your unique supply chain initiative.

Our goal: To deliver your freight on time, safely, every time.



#### **RWI Transportation**

Corporate Headquarters 8 Plum Street Wilder, KY 41076 800-669-6765 www.rwitrans.com



e help our customers get products to market safely with great speed, unsurpassed visibility, and remarkable efficiency. An asset-based transportation and logistics company, RWI Transportation provides regional and national truckload, LTL, expedited over-the-road, multimodal and air services, along with warehousing services for refrigerated and dry products.

#### Stability

RWI has a 30-year history of reliable service to customers. Being privately owned and financially stable, RWI's business model is scalable with abilities to leverage its strength, stability, and size. RWI is an affiliate of the Castellini Group of Companies, one of the largest distributors of fresh fruits and vegetables in the United States. In fact, in 2012 we were named one of the fastest-growing private companies America by *Inc.* magazine.

#### **Asset-based Yet Flexible**

As an asset-based logistics company, RWI can leverage a strong blend of assets and nonasset-based resources through its carrier relationships. We have access to capacity and are able to accommodate volume surges and seasonality of business.

#### **Full-service Network**

RWI's comprehensive range of services includes multimodal domestic service combined with for-hire truckload, LTL, and expedited over-the-road services. Close connections in the intermodal/rail industry, coupled with solid trucking and expedited air freight capabilities, will prove invaluable as you manage your supply chain.

#### Solutions-based and Customer-driven

Top service and safety are our top priorities. We have built our reputation by leading the industry in on-time performance and by managing freight in a safe, secure manner.

#### Specialized Services in Food

RWI moves a high volume of perishable commodities and maintains a low claim rate. With warehousing capabilities for both refrigerated and dry warehousing, RWI solutions include food grade facilities. We safely handle your most sensitive freight with special handling and attention.

#### **Supply Chain Reporting**

Track and trace your shipments with status reporting. Along with 24/7 access to customer service, RWI continually invests in advanced technology enabling web-related transactions, full EDI, online tracking, satellite shipment and trailer tracking, PODS, and service reports.

For more information, visit www.rwitrans.com.



## LOGISTICS PLANNER

## **Ryder Supply Chain Solutions**



**John Williford** President, Global Supply Chain Solutions

#### Services

- Control Tower
- Cross Border
- Cross Docking
- Dedicated Transportation
- Distribution Management
   Inbound Manufacturing Product Flow
- Network Design
- Origin/Destination Services
- Reverse Logistics
- Transportation Management
- Packaging
- Value Added Services

#### Industries Served

- Aerospace & Defense
- Automotive
- Consumer Goods
- Construction
- Energy & Utilities
- Food & Beverage
- Hi-Tech / Electronics
- Industrial Manufacturing
- Retail
- Oil & Gas

#### **Regional Offices**

- United States Miami, Florida (Headquarters)
- Canada Toronto, Ontario
- Mexico Mexico City, Distrito Federal
- China Shanghai
- Asia Singapore



**7** ith 80 years of experience, Ryder is a strategic partner and true end-toend supply chain provider committed to helping companies achieve peak performance by delivering the best in operational execution. We understand that the smallest failure at any point in the supply chain can result in cascading problems. Likewise, small, incremental improvements can deliver a significant edge. When it comes to the supply chain, it's not enough to know logistics. Success means understanding that execution is everything.

Every day, customers around the world depend on Ryder to deliver results leveraging a unique combination of five attributes:

■ Know-how: Ryder offers the insight to assess current performance, proactively identify opportunities for improvement and apply best practices to meet customer demand.

 Lean methodologies: Ryder applies five lean guiding principles: People Involvement, Built-in Quality, Standardization, Short Lead Time, Continuous Improvement
 A proven track record: Ryder has a proven record delivering reliable, effective supply chain solutions. Ryder has earned numerous industry and customer awards, including: Cisco's Supplier of the Year, Toyota's Top Supplier Award, Kraft's Leadership and Excellence Award and PepsiCo's Supply Chain Warehouse Excellence Award.

Deep industry expertise: Ryder draws on deep expertise and years of operating in key industries, where we have developed standard solution sets that are scalable across similar companies in the same market.

■ Resources & capabilities: Ryder has the resources, capabilities and services to optimize customers' supply chains. Our breadth and depth of resources and toolkits include more than 200 warehouses, more than 400 logistics engineers, 160,000 vehicles and offices around the world.

Together, we can help you get products to market faster, improve efficiencies, reduce costs, enter new markets and enhance customer satisfaction. Instead of worrying about your supply chain, you can focus on something even more important - growing your business. At Ryder, we understand that when it comes to your supply chain, execution is everything.



Ryder Supply Chain Solutions 11690 NW 105th Street Miami, FL 33178 1-888-887-9337

www.ryderscs.com



## LOGISTICS PLANNER

## **Saddle Creek Logistics Services**



Cliff Otto President

As a third-party logistics company, we leverage our broad array of capabilities – including warehousing, transportation, packaging and fulfillment – to provide integrated solutions that support your business objectives.



**A** t Saddle Creek Logistics Services, our integrated capabilities can help address today's toughest supply chain challenges. Our custom solutions draw on warehousing, transportation, packaging and fulfillment services to give you a competitive edge.

What makes our integrated logistics services stand out in the industry? The variety of capabilities we provide and how we customize those services to meet your specific business goals. While we offer the resources of a larger company, we deliver the responsiveness and personal attention of a more nimble organization. Our seamless integration can help you to:

■ Increase speed to market. Your products reach their destination more quickly thanks to our multichannel solutions, streamlined service, efficient processes and strategically located facilities.

Accommodate fluctuations. If you struggle with ever-changing customer needs or seasonal promotions, we can flex to meet your requirements for staffing, space, technology, and more.

Control supply chain costs. Our integrated approach eliminates links in your supply chain, allowing you to reduce overhead, control inventory costs, and minimize your capital investment.

■ Improve service to customers. Our *Whatever It Takes!* approach guarantees that we'll get the job done to the total satisfaction of your customers.

**Focus on core competency.** You can focus on your core business, knowing that your logistics operations are the hands of an experienced, knowledgeable partner.

We invite you to see how our integrated services can help you develop a stronger, more effective supply chain.



Saddle Creek Logistics Services 3010 Saddle Creek Road

3010 Saddle Creek Road Lakeland, FL 33801 888-878-1177 Fax: 863-666-8295 sales@sclogistics.com www.sclogistics.com

## LOGISTICS PLANNER

### Saia LTL Freight



**Rick O'Dell** President and CEO



S ince 1924, Saia LTL Freight has grown to become one of the top less-than-truckload (LTL) carriers operating in the United States today.

We provide shippers with fast, reliable regional and interregional service through our network of 147 terminals located in 34 states.

### **Superior Service**

We offer a range of services and products, including our industry-exclusive Xtreme Guarantee \* that promises total customer satisfaction. From one and two-day delivery to multi-regional and truckload service, expedited shipping, consolidation/distribution centers, and managed appointments, we've got you covered.

### **Passionate About Results**

Along with our Xtreme Guarantee, Saia LTL Freight is also home to the Customer Service Indicators<sup>\*</sup>, or CSIs, key metrics our customers said are most important to them.

Exclusive in the industry, they allow us to measure and publish our performance each and every month in the six following categories:

- Pick-up Performance
- On-time Delivery
- Claims-free Service
- Exception-free Delivery
- Invoicing Accuracy

Claims under \$1,000 settled within 30 Days Since their inception, they have been the foundation for our growth and superior service.

### **More Than Words**

"Quality Matters" has grown beyond an internal initiative – as a company, we've taken the words to heart, and it shows. Our mission day-in and dayout is to provide our customers with quality service. That's why we've invested millions of dollars in new equipment, technology, and employee training this past year. It's why we created our Quality Assurance Department. It's the reason Load Quality Inspectors make sure our customers' freight is handled with the utmost care and that it arrives intact at its destination. Simply put, "Quality Matters" in everything we do.

At Saia LTL Freight, we're driven by the desire to discover what lies beyond excellence. What we found is that if we focus on being the absolute best we can be, pushing the boundaries of our performance everyday, anything is possible.



Saia LTL Freight

11465 Johns Creek Parkway

Suite 400

Johns Creek, GA 30097

Phone: 1-800-765-7242

customerservice@saia.com

www.saia.com

# LOGISTICS PLANNER

### SDV USA



Steven A. Emanuel Vice President, Sales & Marketing



### SDV is

Headquartered in France and was established in 1885 as a multimodal freight forwarder. SDV is a global leader in supply chain management ranking among the world's top 10 and #1 in France. We developed a powerful network spread across 93 countries with 540 offices and 32,000 employees. Today, we are continuing to expand our operations in 4 key regions (Europe, the Americas, the Middle East and South Asia, Asia-Pacific), while maintaining our historic position as the African market leader.

### SDV has

Solutions that match the complete logistics needs of importers and exporters, upstream and downstream of production; the services offered by SDV can be divided into five main headings: Multimodal Transport, Customs and Regulatory Compliance, Logistics, Industrial Projects and Supply Chain Services.

### **SDV USA**

Consists of 15 offices and 475 industry specialists. Our team members provide the most comprehensive range of services and developed specific expertise in Aerospace, Oil & Gas, Telecom, Healthcare, Consumer & Retail, Luxury Goods, Perfumes and Cosmetics, and Food & Beverages. Combined with this industry expertise, SDV's special know-how ensures the fluidity of the supply chain and guarantees the transportation of goods with optimized lead times, costs and reliability.

### **SDV** places

Social and environmental responsibility at the heart of our improvement initiative. Supporting our customers' environmental policy is the goal of the SAVE PROGRAM, SDV's eco-friendly solution. SDV has made carbon reduction the new driver of logistics performance. Pictured above is the 'Green' Hub that officially opened in Singapore in December 2012 is further testament to SDV's sustainability investment.

### SDV LIVE.com

Provides logistics management professionals a portal that has thought provoking articles on trending topics, sector analysis and case studies. SDV staff contributes their experiences to provide you insight into how SDV's network can provide you with optimal logistics solutions. As a global logistics thought leader, SDV provides you the information to stay one step ahead.



### SDV USA

150-10 132nd Avenue Jamaica, NY 11434 718-525-8100 www.sdv.com www.sdvlive.com

## LOGISTICS PLANNER

### Seaonus



Terry Brown President

#### **Core Value**

Seaonus strives to exceed the service and delivery expectations of our customers through a constant evolutionary process aimed at achieving operational excellence. We combine strategically located on and off-port assets, unparalleled personnel expertise, and innovative technology solutionsalong with a commitment to integrity in all that we do-to provide our customers with world class supply-chain solutions.



#### Seaonus

10060 Skinner Lake Dr. Jacksonville, FL 32246 Phone: 904-786-8038 Fax: 904-265-0629 info@seaonus.com www.seaonus.com SEA | RAIL | ROAD | WE KEEP YOUR CARGO IN MOTION



#### Cargo in Motion

Seaonus, headquartered in Jacksonville, Florida, is an asset-based logistics Company, owning companies that operate in multiple points of the logistics network, including Stevedoring, and Dry and Temperature Controlled Warehousing. With operations in Jacksonville, Florida; Mobile, Alabama; and New Orleans, Louisiana; we're expanding our outstanding service to provide total solutions across the country, at port and beyond. Whatever it takes to deliver shipments from point to point is where our focus and resources will remain because we are most interested in taking our customers – and their cargo – to the next level.

### Multi-Temperature Facilities:

• Our secure warehouse facilities offer motion detection devices, cameras and online instant secured access via Internet to all cargo handling activities.

■ 444,863 square feet of temperature controlled warehouse space ranging from -10 degrees F to +45 degrees F located in Jacksonville, Florida and 115,218 square feet of -10 degrees F temperature controlled warehouse space in Mobile, Alabama.

■ 690,183 square feet of dry space in Jacksonville, FL and 125,310 square feet in New Orleans, LA.

Shrink wrapping, blocking and bracing, and HHG handling capabilities, blast freezing, order picking consolidation services and experience.

■ Highly configurable Warehouse Management System designed for automated shipping and receiving, recording and reporting package and size information, distribution, and various commodities.

• Warehouse services include USDA Import/Export services, fumigation and flexible shipping and receiving hours.

- Warehouse facilities are approved by the FDA.
- Outside storage available at each portside location.
   Real Time Internet Based Cargo Tracking System.

 All facilities have rail capabilities.

### Stevedoring and Terminal Services:

■ We offer a trained staff of over 200 employees, including Master Riggers, IMO Certified Managers and Supervisors and Port Qualified Container Crane Operators.

Extensive experience in all modes of cargo handling requirements on a weekly and monthly basis, including heavy Lift; RORO; LOLO; out of gauge cargoes and heavy lift operations.

All of our Locations own their own equipment. This includes container handlers, Forklifts up to 50,000 lbs. and a wide assortment of trucks, vans and mobile equipment to get the maximum production out of each job.

We have a strong management team comprised of all major sectors of the Maritime Transportation Industry and Logistics as well as established relationships with the CSX, Norfolk Southern, Jacksonville Port Authority, Alabama State Port Authority, Port of New Orleans and other local and national port communities.

Experienced in loading and unloading of temperature sensitive and ambient cargo, including container, general cargo and heavy lift capabilities.

State-of-the-art Vessel Management System (VMS) that tracks arrivals, departures, customer's activity and commodity by vessel. Provides up-to-date real time information available via the internet.

• On dock reefer plugs to handle refrigerated containers land staging requirements.

Certified scales for weighing containerized and out of gauge break bulk cargo.

■ 45 acres of long term leased waterfront property plus additional overflow property as needed to accommodate all types of cargo.

Direct Railroad access to both the terminal and shipside berthing area.

### **SEKO Logistics**



William Wascher Chief Executive Officer



CUSTOMER CENTRIC .

INDUSTRY SECTOR EXPERTISE

### CUSTOMIZABLE • TECHNOLOGY SOLUTIONS

### GLOBAL PRESENCE, LOCAL EXCELLENCE



### SEKO Logistics 1100 Arlington Heights Rd. Suite 600 Itasca, IL 60143 800-228-2711 Fax: 630-773-9179 sales@sekologistics.com www.sekologistics.com

International +1 630 919 4800 Fax: 630-773-9219 e provide a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength.

With over 120 offices in 40 countries worldwide, our unique ownership management model enables you to benefit from Global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and unparalleled service at the local level.

We have a flat management structure, with just three layers between you and the CEO, making us 'fast on our feet' in delivering solutions that can meet your exact requirements. This lean and nimble structure increases our decision-making speed and gives us an ability to implement customized solutions which far exceed those of our competitors. This unique business model provides our customers with:

- Fast, efficient
- decision-making

   Minimal bureaucracy easy
- to do business with Local expertise through
- people that really careResponsiveness and reliability
- Flexibility and consistency
- Hands-on service and support
- Personal relationships
- Creative, customized solutions
- Individual vertical sector experience

## LOGISTICS PLANNER

### **South Carolina Ports Authority**



Jim Newsome President & CEO

The South Carolina Ports Authority owns and operates public seaport facilities in the Port of Charleston and in Georgetown, facilitating 260,800 jobs statewide and nearly \$45 billion in economic activity each year. In the Port of Charleston, the SCPA offers two container facilities, frequently cited as the most productive in North America, and three mixed use facilities. Long term, Charleston is building the only new, permitted port facility under construction on the East Coast. The new facility, opening around 2019, will infuse an additional 50% in container capacity at the port.



South Carolina Ports Authority

PO Box 22287 Charleston, SC 29413-2287 Marketing & Sales Phone: 1-800-382-1721 Fax: 843-577-8710 www.scspa.com



o matter what you've got to move, South Carolina delivers. Our state's seaports are well equipped to handle any type of cargo, whether container, breakbulk, wheeled, overweight, oversized or loose. With the industry's most efficient, multi-use facilities in Charleston and Georgetown, we're ready to work with you to deliver customized business solutions for your shipping needs.

The Port of Charleston is the Southeast port ready to handle your post-Panamax supply chain today. Already home to the deepest channels in the Southeast region, Charleston regularly handles ships of more than 9,000-TEU capacity drafting up to 48 feet. Short transit times to the port's five marine terminals, each within two hours sailing time from the open ocean, help keep vessel schedule integrity intact and minimize the risk of canal penalties or missed berthing windows at other ports.

Efforts to further deepen Charleston's already deepestin-the-region channels are well underway. The deepening of the harbor to 50 feet is being expedited by the Administration and is fully funded by the South Carolina Legislature, with an expected completion date by 2019.

In addition to Charleston's container-handling capabilities, the port delivers on breakbulk. With four multi-purpose terminals, experienced staff and heavylift equipment – including the region's largest barge-mounted crane – Charleston is ready to handle any size load. Access to interstate highways and efficient rail infrastructure for oversized moves further highlights Charleston's cargohandling capabilities.

Beyond serving your needs today, the Port of Charleston is growing its capacity. To prepare for coming years, Charleston is heavily investing in its new and existing terminals with a 10-year, \$1.3-billion capital plan. A new terminal that will boost total container capacity in the port by 50% is set to open around 2019, timed with the completion of Charleston's harbor deepening project. An inland port for Greer, South Carolina in the heart of the port's Upstate customer base is on track to open in the fall of 2013. Additional near-term improvements to bring on capacity mean Charleston is ready to grow along with you.



### Southwest Airlines Cargo®



Matt Buckley Vice President, Cargo and Charters

### Our Vision:

To ensure Southwest Airlines Cargo® is a trusted logistics partner and valued as the most reliable source for air cargo transportation. To exceed Customer's expectations by providing exceptional Customer Service from our extraordinary People.



**Southwest Airlines Cargo** 

2702 Love Field Drive HDQ 3CM Dallas, TX 75235 800-533-1222 Fax: 214-792-4121 swacargo@wnco.com www.swacargo.com



outhwest Airlines Cargo\* Stands above the rest with an unmatched flight schedule of over 3,000 flights across our network, including San Juan Puerto Rico (SJU) which begins service on April 16, 2013. Our expedited cargo service helps us remain competitive in this difficult economy and we thank our People who consistently deliver Relentlessly Reliable<sup>®</sup> service. On top of the exceptional service, SWA Cargo also offers our Customers some of the shortest cutoff and recovery times in the industry. With a cutoff time of only 30 minutes before flight departure in most cities, Customers can take advantage of our fast and efficient service.

We understand the urgency of time critical shipments and know that sometimes overnight is not an option. With our express service, Next Flight Guaranteed, (NFG), we provide flight specific service (on available flights) and a 100 percent money-back guarantee. Flight specific service allows Customers to select the next available flight departure for their shipments.

If your shipment does not require next flight service, Southwest Airlines Cargo offers RUSH Priority Freight service, which guarantees your shipment will arrive at its destination within 24 hours of the tender time. If time is on your side, our FREIGHT service is the most economical way to get your package where it needs to be; your shipment will move on the next flight with available space. With more than 200 million pounds of available cargo lift domestically per month, Southwest Airlines Cargo has the capacity to expedite air cargo across the country.

Customer Service remains a focus for Southwest Airlines Cargo. Southwest Employees are proud to operate cargo facilities in a majority of our destinations, providing Customers with awardwinning Customer Service and operational excellence for which the carrier is known. Customers can contact our Cargo Customer Care Center at (800) 533-1222; our Representatives are available seven days a week. Being committed to Customer Service, our Employees know how to get the job done right. They are invested in our Customers and will go out of their way to deliver Positively Outrageous Customer Service.

In 2012, Southwest Airlines Cargo was recognized with awards in excellence from Air

Cargo World, Airforwarders Association (AfA) and Logistics Management Magazine. Southwest was recognized for excellence in Air Cargo World's annual Air Cargo Excellence (ACE) Survey as the platinum winner of the "up to 299,999 tonnes" category. In addition, Southwest Airlines Cargo was the highest rated carrier in each of the four performance categories: Customer Service, Performance, Information Technology, and Value. The Airforwarders Association (AfA) awarded Southwest Airlines Cargo with the ,"Domestic Carrier of the Year" award for the third year in a row which is based on Customer Service, ontime performance, problem resolution, claims handling, technology support, service options, and overall value. And at the end of 2012, Southwest Airlines Cargo was honored to receive the 2012 Quest for Quality Award, awarded by Logistics Management Magazine, for the 16th year in a row.

In addition to the award recognition for top air cargo carriers, Southwest Airlines Cargo received the highest overall score among all air cargo carriers and received the highest score in the Performance and Customers Service categories.

As Southwest Airlines Cargo remains committed to providing our Customers with the most reliable shipping options and the best Customer Service in the industry, we will continue to focus on growing our network and enhancing the Cargo Customer Experience. For more information or to open an account, please visit **swacargo.com**<sup>\*</sup>.

### **Standard Forwarding**

Put it on the Green



John Ward President

"Our job is to put your mind at ease. At Standard Forwarding you'll find the most customer-focused, dedicated team in trucking. Put it on the Green and let us show you the difference!"





Midwest Region Carrier of the Year 2012



### Standard Forwarding 2925 Morton Drive East Moline, IL 61244 800-447-2012 Fax: 309-755-9774 www.standardforwarding.com



### Green Means: Understanding your need for operational excellence.

Standard Forwarding knows how critical it is for you to secure timely, cost-effective transportation solutions across your supply chain. We know the importance of on-time delivery as it relates to production and inventory, and understand the challenges you face with changing market conditions and price pressures. That's why we focus on proactive solutions and superb execution.

### Green Means: On-time and intact.

With 17 strategically located terminals across the Midwest, green means reliable overnight LTL service in Illinois, Indiana, Iowa, Minnesota, Wisconsin, Omaha, NE and St. Louis, MO. It means seamless LTL service to and from Canada, Alaska and Hawaii. But what green means, above all else, is an assurance of timely, claims-free performance. Our claims ratio is a record industry low and our on-time performance of 99% speaks volumes.

### Green Means: We'll "Make the First Call."

We know that you count on Standard Forwarding to keep your business moving. That's why we offer the latest in information technology, including onboard computers and a state-of-the-art website providing real time information. In the unlikely event that a pick-up or delivery is delayed, rest assured, the phone call will come early. We'll "Make the First Call," no exceptions, no surprises. It's one more reason Standard Forwarding is regarded as the most proactive carrier for problem resolution.

### Green Means: The best team. At your service.

At Standard Forwarding, we're confident in saying that we have the most highlyskilled transport team in the industry. As a wholly-owned subsidiary of DHL Freight, Standard Forwarding has the financial backing to ensure that our fleet is up to speed with the latest technology. Industry awards are a benchmark to our performance.

Here are just a few of the recent accolades Standard Forwarding has received:

- Mastio Midwest LTL Carrier of the Year
- John Deere's Hall of Fame Award
- Case New Holland Carrier of the Year

## LOGISTICS PLANNER

### Sunteck Transport Group E-Transport Group



Mike Williams President

### **Our Mission:**

At AutoInfo, our mission is to provide the highest quality of service delivered with a sense of warmth, friendliness, individual pride and company spirit. We strive to continuously leverage technology with industry best practices to create a better business model for agents, customers and employees.

#### **Our Vision:**

AutoInfo places special emphasis on the need for dynamic and responsible innovation that generates continuous growth and improvement. Personal assessments, remuneration and career development are linked, among other things, to this criterion, which is applied to all individuals. The key missions of management, at all levels, include developing and encouraging creativity and originality in all aspects of our business. High guality ideas that match with our business strategy receive the resources needed for further development and, where applicable, implementation.

### Sunteck Transport Group E-Transport Group

6413 Congress Avenue, Ste. 260 Boca Raton, FL 33487 (800) 759-7910 suntecktransportgroup.com (888) 301-7718 www.etranscarriers.com



**S** unteck Transport Group, Inc. and E-Transport Group, Inc. are wholly-owned subsidiaries of AutoInfo, Inc.

Through Sunteck's broker agent and E-Transport's truck agent networks, we strive to provide shippers with their very best choices for transportation and logistics services.

### **Sunteck Transport Group**

Sunteck Transport has been rated a Top 15 North American freight broker for the last four years. Our goal is simple-to be a one stop shipping resource for non-asset transportation. We strive to exceed our customers' expectations, while adding strategic value.

Everyone in our brokerage organization is dedicated to service excellence and customer satisfaction. An attention to quality is the Sunteck difference that our loyal family of customers has come to expect. Our experienced and knowledgeable people, empowered with a web-enabled, state-of-theart operating system, deliver unsurpassed service on every shipment.

Some of the ways Sunteck differentiates itself as a broker: Balanced portfolio of services (dry van, reefer, flatbed, LTL, intermodal, expedited, distribution & logistics), reaching a variety of key market sectors

- Member EPA SmartWay Partnership
- Risk Management–Primary Truck Broker Liability Insurance–\$2 Million policy– less than 10% of brokers have this coverage
- Proprietary technology to achieve optimization, integration and visibility– we don't use an off-the-shelf system; our software was developed in-house and enhancements are based on what our shippers and agents tell us are needed to always provide top-shelf service

### **E-Transport Group**

E-Transport Group is focused on simplifying North American truck transportation for its customers. Our goal is to make it easy for shippers to get their products moved on-time, intact, and at the right price. We do this through several key brands:

- E-Transport Carriers
- Railport Services
- Truck Logistics Services

Shipping by truck is still the preferred method of domestic transport. From raw materials and work-in-process to finished products, at some point it all moves by truck. E-Transport's family of companies answers the needs of customers by providing industry-leading trucking service options that can handle all types of shipments. We're also taking a fresh look at how trucking can be made faster and more ecofriendly, while reducing the number of touch points along the way.

We specialize in one thingbeing an efficient network capacity provider. We offer dedicated equipment, intermodal, over-the-road van and temperature-controlled, flatbed, and drop-deck services. In addition, we offer drayage for ocean import & export traffic, door-to-port, port-toport and inland movement for containers, loaded or empty.

E-Transport Group offers you a variety of shipping options, all in an environment where our attention to safety is second to none. Safety will always remain our primary focus in all policies, procedures, and programs that govern our business.





## LOGISTICS PLANNER

### Suntek Systems Inc.



**Mr. MJ Kim** Logistics Specialist

### **Logistics Software Products**

iLogisys FMS
 iLogisys WMS
 iLogisys CHB/ABI
 iLogisys AMS/ACI
 iLogisys ISF

### Suntek Systems Inc.

7595 Irvine Center Drive Suite 110 Irvine, CA 92618 1-949-789-0070 Fax: 1-949-789-0078 info@ilogisys.com www.ilogisys.com **S** untek is a logistics management software provider offering comprehensive supply chain management solutions for freight forwarders, NVOCCs, 3PLs, and customs brokers. With extensive industry and development experience, Suntek provides end-to-end logistics management solutions that automate your business process in a fast-changing logistics industry.

**B2B Collaboration** 

and boost satisfaction.

Provide your customers with collaboration tools

The flagship solution, *iLogisys*, offers simple and efficient methods of logistics operation, collaboration tools between related parties, extensive supply chain visibility, B2B EDI connectivity, and more control for business management. The cost-effective and feature-rich *iLogisys* products boost customer satisfaction and increase sales opportunities for your business growth.

*iLogisys* software products include:

■ *iLogisys FMS*: an integrated logistics management software for international freight forwarders, NVOCCs, and other transportation intermediaries who seek to automate and

streamline the import and export process from PO entry to POD across the entire enterprise. *iLogisys FMS* turns the complex shipping process into a hassle-free routine, and leads to a significant reduction in logistics expenses and increased revenue.

■ *iLogisys WMS*: a software package for the warehousing and distribution business, such as a container freight station, consolidator, and public warehouse. The software processes the entire warehousing and distribution cycle, from pickup to final delivery.

■ *iLogisys CHB/ABI*: a fully integrated ABI software package for U.S. customs brokers that processes shipments from clearance through liquidation, including automated invoice, remote location filing, and integrated accounting system. *iLogisys CHB/ABI* is designed to match the functionality of CBP's ABI requirements in a way that is tailored to the highly competitive U.S. customs brokerage market.

■ *iLogisys AMS/ACI*: an easyto-use web application for filing ocean manifests direct to Customs in compliance with the 24-Hour Rule. *iLogisys AMS/ ACI* has been certified by both U.S. and Canadian Customs. In addition, *iLogisys FMS* can avoid duplicate entry of B/L information by integrating *iLogisys AMS/ACI*.

■ *iLogisys ISF*: an innovative web application for importer security filing (10+2) to make your business more efficient and productive.



## LOGISTICS PLANNER

### **Syfan Logistics**



**Jim Syfan** Chairman

Who We Are: Syfan Logistics is an asset-based transportation logistics company providing shipping needs throughout the continental United States, Mexico and Canada.

### Mission Statement: We

will provide our customers a competitive advantage through superior transportation and logistics services. We will consistently strive to meet and exceed our customers' expectations of service through timely communication and quality information.

Vision Statement: We seek to be a guiding light of ethics, integrity and Christian faith in our service to the transportation industry.



### **Syfan Logistics**

PO Box 1294 Gainesville, GA 30503 Jim.Syfan@SyfanCorp.com SyfanCorp.com Toll-Free: 855-287-8485 Local: 770-287-8485



### **A Growing Tradition**

The Syfan family – Jim Syfan, wife Gloria, and their two sons, Greg and Steve – launched their original transportation company in 1984 just north of Atlanta in Gainesville, Ga.

Today, the tradition continues with Syfan Logistics – the family's heralded return to the logistics business. In just under two years, their company has grown to over 80 professional team members and drivers with an annual revenue run rate surpassing \$40 million for 2013.

### **Expertise in Foodstuffs**

With its location in a bustling poultry-industry region, Syfan Logistics is well-versed in hauling deadlinesensitive, perishable food products. The company works extensively with the nation's largest foodstuffs companies in the poultry, seafood, confectionary, cereal and soft drink industries.

Syfan also brings this 40-year experience and commitment to on-time delivery to its nonfood customers, including the world's largest packagedelivery companies as well as the expedited divisions of America's major automotive manufacturers.

### **Key Services**

With a 100% commitment to on-time pick-up and delivery – and full communications every step of the way – Syfan Logistics provides the following key services.

Syfan Dedicated: Syfan owns its own fleet of trucks and trailers (refrigerated, flatbed and dry van). This versatility is put to work with a dedicated fleet division focused exclusively on each customer's individual shipping needs with a designated driver handling the same loads on a weekly basis.

■ Syfan Expedited: For the highest priority loads with the most demanding delivery schedules, no one in the industry has more experience in expedited logistics. The Syfans' vast experience in poultry and other national foodstuff industries has forged a unique sensitivity to deadline-oriented product shipping. When others say "no," the only answer you'll hear from Syfan Expedited is "yes."

■ Third-Party Logistics: For shippers faced with a sudden spike in shipping volume or the occasional spot load, Syfan Logistics is able to fill those emergency gaps with its reliable, pre-qualified team of core carriers.

Freight Management: Utilizing its newest technology platform, Syfan can now oversee a company's entire freight program, including:

- Bidding and procurement
- Carrier realignment
- Order consolidation/load optimization



 Load execution
 Spot market management The bottom line for customers is significant cost savings through greater operational efficiencies.

### **A Tradition of Innovation**

Syfan Logistics is leading a technological revolution in transportation communications through its partnership with McLeod Software. Exclusive webbased portals provide Syfan customers with real-time access to live GPS status reports for each and every shipment – from start to finish. Through EDI, customers also are able to tender their loads directly into the Syfan database, access and download their bills of lading, and view instant summaries of shipping costs - all from the convenience of their computer.

This spirit of innovation and customer service continues the Syfan legacy as a tradition in American transportation.

#### **Industries:**

- Food and Beverage
- Parcel
- Automotive
- Manufacturing
- Healthcare
- Construction materials
- Retail/Consumer products
- Electronics
- Paper products

### **TMW Systems Inc.**



David W. Wangler President & CEO

### Mission Statement:

TMW Systems, Inc., is committed to providing enterprise technologies that help companies manage transportation service activities effectively while improving profitability, asset productivity and their return on information.



MW Enterprise Transportation Software (ETS), Optimization Software and Asset Maintenance Software are designed to address all of the detailed planning and execution processes of a transportation service provider-asset based or non-asset-based - such as motor carriers or a third-party logistics company managing commercial carriers - especially in combination with assets of its own - and of direct shippers primarily concerned with North American surface transportation. TMW solutions are field-proven, expandable and robust operations platforms that can be quickly configured for the many unique business needs of shippers, carriers and 3PLs-without custom software development

costs. Control expense and improve visibility to surface transportation execution with cost-effective TMS solutions from North America's leading enterprise transportation software provider.

TMW software is designed to be extendable with a broad range of specialized modules and integrated solutions for web portals, remote operations access, services and data integration, carrier management, process automation, optimization and fleet maintenance operations. Together, these applications form an executionbased resource planning and transaction system that supports the full life-cycle of the transportation process, from order management and carrier bids through financial

settlement – including routing, rating, shipment tendering, load-matching, track & trace, advanced billing and carrier or driver payment.

The modular nature of our solution portfolio has been proven successful in supporting the diverse business needs of:

- Direct shippers and manufacturers with or without private fleets
- High-volume freight brokers with no fleet assets
- 3PLs serving specialized verticals, such as food and beverage, or broader markets
- Retailers and DCs
- Dedicated fleet operations
- Petroleum marketers and distributors
- Commercial carriers in TL or regional LTL, intermodal and specialized



### TMW Systems Inc.

21111 Chagrin Blvd. Beachwood, OH 44122 800-401-6682 Fax: 216-831-3606 sales@tmwsystems.com www.tmwsystems.com

### **TransGroup Worldwide Logistics**

NSGROU

- U.S. Owned Globally Connected
- Transport & Logistics Nationwide/Worldwide
- Global Warehousing & Distribution
- Integrated Supply Chain Management
- Industry-Leading Technology
- Customer Centric Approach
- Custom Tailored Systems & Solutions
- Heavy Project Logistics







### TransGroup Worldwide Logistics

18850 8th Ave S. Seattle, WA 98148 PH: (800) 444-0294 info@transgroup.com www.transgroup.com



### ransGroup Worldwide Logistics is a U.S. owned full service Domestic and International Freight Forwarder and Global Logistics Provider.

TransGroup provides transportation, warehousing and specialized logistics solutions, coupled with webbased technology tailored to meet the specific needs of each individual customer.

### **North American Services**

- Next Flight Out
   Next Day AM / PM
- Second Day
- TranSaver 3-5 Day
- Air Charter
- Express LTL and FTL
- Specialized Truck Services (Flatbed/Air Ride/Oversize)
- Trade Show Services
- Warehousing/Distribution
- TransBorder Services (Canada / USA / Mexico)

**Our World is Logistics** 

90 Stations 5 Continents

- International Services
  Expedited/Direct IATA Air
- Worldwide Consolidation
- FCL/LCL
- OTI FMC/NVOCC Licensed
- Breakbulk and RO/RO
- Air and Ocean Charter
- Complete Project Cargo Services
- Dangerous Goods
- Overseas Warehousing / Distribution
- Custom Brokerage

### Technology

- Worldwide P.O./Container Tracking
   Online Shipment Initiation/
- Tracking
- Proactive Milestone/Status Notifications
- EDI/XML/SAP/ERP Integration



- Reports/Metrics
- On-Line Shipping
- Documents/Labels
- Web-based Warehouse Management
- Real-Time LTL Rate Efficiency

Today, after 26 years, we have grown to more than 90 Stations spanning 5 Continents (with over 40 stations in North America alone) and founded a global network of over 100 'Worldwide Alliance Partners' that produce annual group revenues exceeding \$2 billion. At TransGroup, Our World is Logistics\*

Get our Mobile App by visiting:

http://app.transgroup.com

## LOGISTICS PLANNER

### **Transite Technology**

### **Mission Statement**

Transite will revolutionize transportation management by developing innovative, customerbased technologies that deliver dramatic cost-reductions and simultaneous business process improvements.

### **Transite Values**

- Provide Superior Return on Investment
- Constant Customer Focus
- Deliver Excellence in Execution
- Continue to Innovate
- Maintain Superior Domain Knowledge



### **About Transite**

Since 2002 Transite's solutions, technologies and services have enabled America's best run 3PLs, brokers, shippers and carriers to streamline processes and increase profits. Transite allows these parties to automate and manage LTL, TL, small package, ocean and air shipments. The company's products range from complete solutions to technologies used by other TMs and ERP vendors to provide best-ofbreed functionality. Transite's solutions are hosted or purchased, flexible, scalable, quick to implement and cost effective.

## Transite

### **Transite Technology**

1008 Bullard Court Suite 100 Raleigh, NC 27615 1-800-810-9888 info@transite.com www.transite.com

### Customers

Transite's products and services are developed and sold into the three primary segments that comprise the transportation and logistics ecosystem: Shippers, 3PLs/Brokers and Carriers. Customers include Pergo, Samsonite, Pursuit Logistics, Averitt Express, Freight Management Inc. and Con-Way.

### **Products** Jaguar TMS

Transite's JaguarTMS is the industry's most precise, flexible and cost-effective Transportation Management System. It enables the management and automation of all aspects of the logistics lifecycle, from the most effective carrier selection and dispatch/execution to freight audit and optimization. It can be delivered as software-as-aservice or purchase/install.

The primary components of JaguarTMS include:

■ JaguarCM. A sophisticated contract management and transportation or freight pricing system built to rate across any type of mode including TL, LTL, parcel, air and multimodal.

■ JaguarTDP. An industryunique transportation development platform that delivers the core functionality of rating and pricing while offering customers flexibility to build their own transportation management applications within or outside of the platform.

■ Jaguar Dispatch. A full brokerage and customerdriven dispatch system that is optimized for high productivity. Our dispatch system encourages centralized management and is highly scalable and flexible to adjust to changing business needs. The system is easily user customized and is integrated with load boards.

### Why Choose Transite?

**Cost Effective:** We are innovative and efficient.

Customer ROI: On average, shipping customers save 15 to 20 percent or more.

**ERP-friendly:** SAP, Lawson, Microsoft Dynamics, etc. Quick to implement and cost effective.

■ Partnership Attitude with 3PLs and Shippers: We enhance customer loyalty and help strengthen our customers' organizations.

## Transplace

LOGISTICS PLANNER



Tom Sanderson CEO



George Abernathy President

#### **Mission Statement:**

To achieve global supply chain excellence for our customers – manufacturers, retailers and distributors of all types and sizes. To exceed customer expectations by delivering lower costs, better service, greater inventory velocity and higher capital utilization.

We are unique in providing an optimal and flexible combination of logistics services and technology. Our assets are people, processes, proprietary technology and scale from our critical mass of shippers and carriers.





TRANSPLACE The 3PL & Technology Company



ransplace is the North American 3PL & technology company committed to helping manufacturers, retailers, distributors and chemical companies reduce transportation costs and improve service to their customers.

### Optimizing Supply Chain Performance

Transplace provides a comprehensive mix of transportation management and technology services ranging from consulting to endto-end logistics outsourcing. By identifying synergies and creating efficiencies throughout our customers' supply chains, we optimize ROI on freight spend while mitigating transportation risks. Our services include:

- Best-in-class third party logistics
- Intermodal
- Freight brokerage
- Ocean and air forwarding
- Supply chain consulting
- SaaS transportation management system (TMS) As the only major provider

to offer this breadth of services, Transplace can customize its offerings in any configuration to meet your specific requirements. We provide the confidence and convenience of a single transportation partner to support the unique and changing needs of your business. Our expertise extends to multiple industry verticals, with multi-modal capability and a geographic presence within the US, across borders and to/from the world.

### Maximizing Value to our Customers

With experience managing billions in freight spend annually, Transplace delivers unsurpassed quality and efficiency in your supply chain through our combination of people, process and technology excellence:

Customer service focus supported by industry thought leaders and highly-qualified logistics professionals

Business process expertise and a commitment to Lean Six Sigma methods

Technology innovation including a proprietary cloud-based TMS and robust reporting and analytics. With our own in-house development team, Transplace technology can be adapted in unlimited ways.

Multi-shipper collaboration and coloading that leverages our extensive customer and carrier relationships to create distribution efficiencies

### Helping your Business Grow

Transplace partners with many of the world's largest shippers to provide highlyqualified strategic guidance, customized technology services and superior transportation management. Recognized for award-winning collaborative solutions and our experienced leadership, Transplace helps your business grow by reducing transportation costs and improving service to your customers.

### Transplace

Corporate Headquarters: Dallas Operations Centers: Philadelphia, Chicago Laredo, Lowell, Los Angeles International Locations Include: Toronto, Hong Kong, Monterrey

info@transplace.com transplace.com blog.transplace.com twitter.com/transplace facebook.com/transplace linkedin.com/company/15678

The 3PL & Technology Company 888.445.9425



### **Transportation Insight, LLC**



**Chris Baltz** President and CEO

Through evaluation, innovation and best-in-class LEAN supply chain solutions, we help our clients create sustained competitive advantage and dominate their market!

### **Core Services**

- Co-managed Logistics
  - Domestic Transportation
  - International Logistics
  - Warehouse Sourcing
- Financial Settlement
- Technology
- Business Insight

### Value-added Strategic Services

- LEAN Consulting with full Shingo Prize Examiner credentials
- Supply Chain Sourcing of indirect materials, packaging and MRO

### **Our Values**

- Integrity
- Pursuit of Excellence
- Uncompromising Commitment to Quality in Serving our Clients



SmartWay Transport Partner Getting There With Cleaner Air



Giving back to make the world a better place makes us a better company.



ransportation Insight is a global, non-asset based Third Party Logistics (3PL) provider. Founded in 1999, we provide endto-end LEAN supply chain solutions for small, medium and large organizations. Our leaders, leveraging over 500 years of combined executivelevel logistics expertise, developed our co-managed approach to help clients execute with excellence and continuously improve. We help manufacturers, distributors and retailers reduce logistics costs, improve operational efficiency, maximize profits, improve customer service, increase visibility and gain more supply chain control.

### **Co-Managed Logistics**<sup>™</sup>

Transportation Insight's flexible, friendly co-managed form of 3PL has been successful for hundreds of companies worldwide. Our clients, including Logistics Managers, consider us a problem solver and trusted advisor. Our domestic transportation offering includes strategic carrier sourcing, contract and rate administration, claims processing and outsourced execution. We also provide international and warehousing services. By helping companies reduce cost and achieve supply chain excellence, our clients consistently grow faster than the economy.

### **Financial Settlement**

Eliminating overages and ensuring complete billing accuracy is the core of our freight bill audit and payment services. Partnering with Transportation Insight ensures you are paying contracted rates and saving time. We audit freight bills to within a nickel's variance. All your logistics data is stored in a data warehouse, providing you access to business intelligence for strategic decisions. Services include freight bill audit, consolidated electronic billing, general ledger coding, carrier payment, freight refunds for service provider failures and freight accruals.

### Technology

We make shipping easy by providing cutting-edge technology with our web-based Insight TMS°. Key benefits of our **Transportation Management** System include saving time and maximizing productivity by automating important tasks in your logistics operations. Activities such as tendering shipments, creating bills of lading, rate shopping and others can be performed from one place in a fraction of the time. With no upfront, installation or maintenance costs, there's

no capital investment. Configurable to your business, our TMS frees up time, so that you can focus on the core of your business.

### **Business Insight**

With logistics costs in the United States nearly 10% of our Gross Domestic Product (GDP), understanding supply chain costs is critical. Transportation Insight provides customized reporting and analysis based on the shipper's wants, goals and unique business requirements. Our tactical and strategic tools provide the reliable information you need when you need it and include:

■ Insight Now: Identify optimal shipment routing, select the best service providers, access in-transit tracking and execute shipments faster.

Historical Insight: Use customized reporting to uncover missed opportunities, create accountability, illustrate trends and make decisions with freight modes, shipment routing, carrier optimization and in-transit tracking.

■ Future Insight: Access our experienced logistics engineers and proprietary modeling, perform network rationalization, optimize the current and future supply chain via advanced analytical tools and supply chain consulting.

### **Transportation Insight, LLC**

328 First Avenue NW Hickory, NC 28601 877-226-9950 info@transportationinsight.com www.transportationinsight.com



CTransportationInsight Evaluate. Innovate. Dominate.

### **Transportation Solutions Enterprises (TSE)**

### About TSE

At TSE, we strive to provide only the best service for our customers by utilizing the dynamic strength of our four companies, each of which specializes in a specific service line. TSE can tailor reliable solutions to meet your unique needs, all while saving you money. It is our energetic, aggressive spirit that gets the job done right. When you work with TSE, you work with the power of unlimited solutions.



www.tse-llc.com



312-738-5500 www.tsgsolutions.com



312-612-2200 www.fxfreight.com



855-3PLOGIC www.3PLogic.com



888-333-0093 www.DefinedLogistics.net

#### Transportation Solutions Enterprises (TSE)

1765 N. Elston Ave. Chicago, IL 60642 312-698-8158 tseinfo@tse-llc.com www.tse-llc.com



WWW.tse-IIc.com

### Four Companies. Unlimited Solutions

Transportation Solutions Enterprises (TSE) features a comprehensive portfolio of companies including a top-tier brokerage (TSG), a nationwide truckload carrier (F/X), a contract logistics management provider (3PLogic) and a freight forwarder/ warehousing company (Defined Logistics). Together, the TSE companies offer a complete suite of transportation services designed to maximize value for shippers and carriers alike.

These four companies bring together a broad spectrum of talent, capabilities and options for customers, and together comprise Transportation Solutions Enterprises (TSE). With a heavy investment in both technology and personnel, TSE has enjoyed strategic and sustainable growth and ranks as one of the largest privatelyheld transportation companies in America. The future is bright as new locations, employees and service offerings are a part of the aggressive growth strategy of TSE.

### TSG

Transportation Solutions Group offers exceptional thirdparty brokerage services via our industry-leading systems. Some of the services we provide are:

- TL/LTL/Intermodal/flatbed/ dedicated/reefer
- Web-based tracking portals
- 24-hour operational support
- Full EDI capabilities
- A single point of contact
- Automated arrival/departure notices
- Immediate quoting
- Real-time insurance monitoring and safety updates

### F/X

Freight Exchange of North America (F/X) is a fulltruckload carrier with more than 300 power units and 600 trailers. Our terminals in Southern California, El Paso, Dallas, McAllen and Chicago help us to serve the continental U.S., Mexico and Canada. With F/X, you can count on:

- 24-hour customer service
- In-cab monitoring devices
- Satellite-equipped tractors and trailers
- Reliable OTP
- Expedited, team-based service
- Local pop-up fleets
- Dedicated service
- Specialized equipment
- F/X Custom Brokerage

### **3PLogic**

A leader in contract logistics management, 3PLogic leverages industry best practices, powerful intellectual capital, and world-class technology to bring a variety of services to our customers. Amenities we offer include:

- Enterprise, web-based TMS
- A real-time optimization engine
- Supply chain design
- Automated tendering, tracking, invoicing and reporting
- Freight audit and payment services
- RFP management and analysis
- On-demand analytics
- Fast and easy system integration

### **Defined Logistics**

Defined Logistics is a freight forwarder specializing in multi-modal and project-based supply chain solutions. With a network of strategically placed warehouses, we can fulfill shippers' most demanding needs. Services we provide are: Air

- Ocean (FCL, LCL)
- Warehousing
- Intermodal
- Project Logistics
- Reverse Logistics
- LTL volume

### **TransportGistics**

www.blgen.com www.freighttracing.com www.insourceaudit.com www.productreturns.com www.routingguides.com www.tgibid.com www.tgirater.com

TransportGistics puts you in control with global products and services that provide market leading, simple, incremental solutions for transportation management and logistics functions within your supply chain.

Our cloud-based solutions enable you to:

- Reduce costs
- Improve processes
- Identify hidden costs of transportation
- Improve vendor compliance routing guide
- Improve Supplier Relationship Management (SRM)
- Monitor vendor performance
- Improve shipment visibility
- Generate automatic, statusdriven alerts
- Monitor carrier performance with respect to time in transit, service failure, and billing
- Enable collaboration
- Source, procure and execute transportation services



### TransportGistics, Inc.

4170 Veterans Highway, Suite 202 Bohemia, NY 11716 631-567-4100 Fax: 631-563-2497 sales@transportgistics.com

## Simpler-is-better transportation management and logistics solutions.

### Transportation Management and Logistics Solutions

TransportGistics is a global, multi-product and services company that provides market leading, simple, incremental solutions for transportation and logistics management. Our rich history in micro logistics solutions and macro logistics strategies is the fuel that drives our "simpler is better" model.

Our innovative, incremental strategy to assist and enable our customers to achieve costeffective independence from legacy practices has been highly successful, resulting in double-digit cost savings, cost avoidance and rapid ROI.

### Solutions should not be more complicated than the problems they are trying to solve!

Simpler is better, and that is the approach that we have taken with our cloud-based products and services. These easy-to-implement, easy-touse solutions allow users to reduce costs and improve operations while managing discrete transportation and logistics management functions. Each solution can be deployed separately or in an integrated environment to meet requirements to improve business processes, reduce costs and enhance service offerings.

- BLGen: Create and communicate transportation forms, including packing slips, carton labels, LTL and TL Bills of Lading.
- FreightTracing: Provides complete shipment visibility, including alerts.
- InsourceAudit: A freight bill management, shipment information, cost-control portal that enables users to manage and control pricing and performance, freight invoices, payment and information.
- ProductReturns: Enables users to automatically generate return authorizations, route shipments via least-cost carriers, generate barcoded Bills of Lading, and facilitates the receiving and accounts payable/ receivable processes.
- RoutingGuides: Enables streamlined and simplified production, maintenance, distribution, and compliance by eliminating the need to print, distribute and track receipt of new or updated Routing Guides.
- TGIBid: TGIBid is a cloudbased shipment auction portal that allows your users

to submit your shipments to your carrier partners and then award the carrier with the shipment that meets your criteria, (price, transit time, etc).

■ TGIRater: Cloud-based solution programmed with your negotiated carrier agreements. Community management allows for hierarchical access with easy management and usability. Company data can be prepopulated for ease of entry and improved data quality. Time in transit and leastcost carrier calculations are performed across your entire carrier base.

TransportGistics products address the inefficiencies in transportation management, reduce freight expense, simplify the functions to be executed, make transportation information immediately visible to all parties involved in the transaction process, improve communications, and increase productivity.

If you are interested in simplifying your complex logistics challenges, call us today at **631-567-4100**, or visit us on the web at **www.transportgistics.com** 

### **Trendset Information Systems**



Gary Selvaggio CEO and Founder

#### **Mission Statement:**

Trendset's mission is to provide a work environment conducive to innovation where break through, business valuable, logistics solutions are envisioned for our global clients and then quickly and securely brought to market via an effective and leveraged use of technology and intellectual capital.



### Trendset Information Systems

4 Interchange Blvd. Greenville, SC 29607 864-297-9255 www.trendset.com www.trendsetfap.com www.trendsetbi.com www.foliologistics.com



Tendset Information Systems, headquartered in Greenville, South Carolina, is a leading provider of customized and scalable global supply chain solutions serving the logistics and transportation sectors for over 25 years. Trendset's advanced software and web systems empower the client with real-time information and data mining capability never before seen in the industry.

Trendset currently offers a suite of services and products that are scalable and creative in their output of information, turning ordinary data into business intelligence, giving clients a competitive advantage. Our portfolio of services includes Trendset Global Freight Audit and Payment, Folio Logistics Consulting services, and TrendVista Business Intelligence.

Trendset specializes in providing and implementing customized solutions to meet client's specific business requirements. Trendset's suite of products and services can be utilized separately or in conjunction with one another, offering clients the benefit of choice. This comprehensive and complex form of data integration offers our clients solutions to their unique internal requirements. With successful growth from our inception in 1984, Trendset continues to offer clients stable, secure, and innovative solutions providing unparalleled visibility into their freight spend and access to Key Performance Indicators (KPI) that truly help them control their budget and effectively manage their business.

### Solutions

### Global Freight Audit and Payment

- Global processing
- capabilities

  Process invoices from over
- 210 countries All modes of Transportation
- Payment support of global
- currencies
- Customized carrier web portal

### Dedicated Account Manager

- Contract Management
- General Ledger Coding
- Exception Management

### **Logistics Consulting**

- Transportation Management System
- Claims Management
- Routing Guides
- Network Analysis
- Optimization Studies

### **True Business Discovery**

- SaaS Platform
- Custom data-discovery applications
- Visual, highly intuitive interface
- Normalized Data

Trendset Information Systems is a privately held SSAE-16 compliant company headquartered in Greenville, South Carolina; serving the North America, Latin America, EMEA, and Asia-Pacific markets. Since our founding, Trendset has always understood that being a freight audit and payment company is a position of trust. Our company believes in and maintains the highest standards of integrity, combined with strong controls and accountability.

Contact Trendset Information Systems today to learn more about the most advanced supply chain solutions available today that will lead you into tomorrow.



### TTS, LLC

LOGISTICS PLANNER



**Andy Cole** President and Chief Executive Officer

### **Mission Statement:**

TTS is a diverse organization focused on providing our agent network, their customers, our employees and vendors with industry leading technology, transportation and business solutions while enhancing stakeholder value.

TTS, LLC

2595 Dallas Parkway Suite 300 Frisco, TX 75034-8530 P: 614-763-8001 F: 614-760-9832 jeff1952@tts-us.com www.tts-us.com

## It's not you. It's your logistics provider.

For the past seven years, TTS pursued an aggressive expansion policy, allowing the company to quickly become a global contender. To enhance our offerings, TTS merged with Walsh Transportation Group in January 2013. The combination of our over-the-road trucking contracts and WTG's strong presence in intermodal gives agents significantly greater opportunity to provide customfit solutions for their clients.

Each solution we provide and each relationship we have with our customers is unique. At TTS, we focus on providing custom transportation solutions, giving our agents and customers a powerful competitive advantage with significant productivity gains.

We realize the success of our customers rests on the efficiency of their transportation solutions. Our mission is to develop strategic relationships with our customers to create value in transportation management. We do this by identifying the best methods to integrate our services and technology thereby, eliminating redundancy, reducing costs, and improving service in the most effective manner possible.

Because of our industry expertise, our clients experience real control over key transportation processes, dramatically improving operating efficiency and enhancing their profitability. Our transportation management services are specifically designed to support our clients' various transportation requirements by providing best-in-class carrier sourcing and selection, flexible capacity, high-tech track and trace, and streamlined billing, payment and transaction reconciliation.

Our vision is to augment our agents' business with personalized, on-site training and field services, as well as providing enhanced carrier services through our online platform, TTS Momentum. As always, our technology and computing systems provide significant value to our agents, carriers and customers, and



this remains an aggressive and steadfast area of focus for TTS.

Whether you need transactional transportation management services, supply chain engineering and management, or something in between, we're primed to activate solutions for all levels of logistical needs. And the buck doesn't stop at the border; TTS operates globally as well as domestically, supporting you with the same services – no matter where you go.

TTS offers a full complement of transportation and supply chain management services, including:

Transportation Management

- Supply Chain ConsultancySupply Chain Design and
- Management
- Inbound and Outbound Logistics Management – All Modes of Transportation Service
- Warehouse Logistics

The power to move you

### Tucker Company Worldwide Inc.



Jeff Tucker CEO



**Jim Tucker** President & COO

#### **Mission Statement:**

Tucker Company Worldwide Inc. is committed to safely providing our customers with competitively priced, comprehensive freight management programs that deliver.

> = ISO 9001:2008 = COMPANY WITH QUALITY SYSTEM CERTIFIED BY DNV





**Tucker Company Worldwide, Inc.** 900 Dudley Avenue Cherry Hill, NJ 08002 800-229-7780 856-317-9600 Fax: 856-317-0741 info@tuckerco.com www.tuckerco.com



ucker Company Worldwide. Inc. operates America's oldest privately held freight brokerage authority. We are a third party logistics (3PL) business with NVOCC and ocean freight forwarding authorities who are focused on providing customized and focused logistics services and expertise throughout a broad array of industries. No matter the complexities, Tucker seamlessly adapts to meet your supply chain needs safely and efficiently.

Our product specialty categories include: general commodities, healthcare, temperature control, energy industry, military and government. Tucker's team is also expert in following domestic freight modes, types and programs. From routine LTL and truckload to managed programs, over-dimensional and project cargo.

Areas of concentrated expertise include: extremely high value cargo, selection and use of credentialed carriers and high security carriers, Rx and OTC pharmaceuticals, JIT/tight timetables, adherence to, and validation of contractual, sitespecific and product-specific care requirements.

Tucker's service covers all points in North America and the World with all modes: truck, train, ship and plane. Tucker operates as an NVOCC and ocean freight forwarder (FMC#021989NF).

Tucker values building strong carrier and customer relationships to leverage and ensure that our network delivers results for your business. As industry capacity and market forces ebb and flow, Tucker keeps you well positioned to reach your market every day.

With Tucker in the picture, your organization can scale up, down, flex or recover at a moment's notice. We've got you covered. Tucker Company Worldwide - Safely Delivering Results for over 50 years!

### Specialized Divisions at Your Service

- North American Freight Group (brokerage)
- Dedicated Logistics Group (3PL)
- Government Freight Group
- International (NVOCC & OFF)

### **Specialties**

- Truckload & Expedited
- Managed LTL
- Intermodal
- Towaway and/or Driveaway
- Inbound & Outbound Management
- Container and Pier Work
- Ocean Freight
- Temperature Control, Cold Chain; Ambient; Reefer; Protect from Freeze
- Heavy Haul, Specialized & Project Cargo
- Project Management
- Rigging
- Plant Relocations
- Trailer Pulls

### High Safety & Security Cargo

- Healthcare & Pharmaceuticals
- Medical Diagnostics
- Specialty Chemicals
- Capital Equipment
- Energy Industry
- Electronics

### **Expedited Services**

- Truckload & LTL
- Air Freight & Chartered Flights



### **UltraShipTMS™**



Nicholas Carretta President

#### **Company Mission:**

UltraShipTMS<sup>™</sup> offers an industryleading suite of transportation management technologies, providing end-to-end visibility and control over all modes of global transport utilized by the Fortune 1000. Committed to frictionless implementations, UltraShipTMS<sup>™</sup> delivers highly configurable and affordable Software as a Service (SaaS) solutions for superior management of both inbound and outbound transportation.



### UltraShipTMS

17-17 Route 208 North Fair Lawn, NJ 07410 800-731-7512 www.ultrashiptms.com



Load Fusion II<sup>™</sup> Optimization • TMS • Freight Payment • Fleet Management

### **UltraShipTMS™ Suite**

UltraShipTMS" gives supply chain executives complete network visibility and control over inbound and outbound transportation. With rapid, easy implementation to fit any budget, UltraShipTMS" leverages web-based systems architecture to integrate with all relevant systems such as ERP, WMS and payroll.

Designed, supported and maintained by supply chain management experts with extensive experience in all aspects of global shipping and transport, UltraShipTMS<sup>®</sup> provides users with the tools they need to drive significant cost savings and efficiencies in their supply chains.

Load Fusion II Freight Optimizer enables inbound and outbound shippers to drive significant cost savings and enhance efficiency. Consolidate orders, maximize cubes and plan continuous moves, ensuring the most cost-effective use of equipment and resources. Load Fusion II is a proven tool for identifying the most appropriate modes for on-time shipments, while reducing freight cost, miles and CO2 emissions.

TMS – UltraShipTMS<sup>™</sup> is a multi-dimensional suite of tools, unlike the "off-the-shelf" products offered by competitive providers. UltraShipTMS™ implementations begin with a deep dive assessment of the client's existing network, identifying all areas where efficiencies can be captured. The platform easily integrates with existing operations systems and third-party systems for rapid, online execution. The low cost of entry and hightouch implementation combine to provide exceptional ROI potential.

### Routing Guide, Carrier Selection & Tendering – UltraShipTMS's intelligent, rules-based routing and tendering engines support any level of detail – no matter how granular – enabling automation of the simplest to the most complex supply chains.

Visibility – The UltraShipTMS" system delivers unparalleled operational visibility, yielding dramatically improved customer service and consistent ontime delivery. Reporting tools unlock real-time spend visibility for enhanced budgetary compliance. Robust reporting dashboards deliver business intelligence, putting actionable data at users' fingertips.

Settlement – Whether payments or invoicing need to be processed for common carriers, dedicated fleets or individual drivers, UltraShipTMS provides effortless payment, invoice reconciliation, even paperless invoicing. UltraShipTMS" neatly integrates with 3rd party payroll providers.

### UltraShipTMS™ Network Optimization Service

Unlock the full potential for savings, efficiency and success with the very best intelligence and supply chain management expertise. Supply chain optimization consultants perform deep analyses of the end-to-end network applying best practices and leading edge industry knowledge to TMS implementations. This unmatched service offering helps avoid ineffective or compromised implementation, leveraging change management strategies to ensure maximum ROI and efficiency in the utilization of UltraShipTMS or any competitive TMS system.

## LOGISTICS PLANNER

### **UniGroup Logistics**



James Powers President

Formed in 2011, UniGroup Logistics is the international logistics transportation and project management subsidiary of UniGroup, the Missouri-based parent company of Mayflower Transit and United Van Lines, and other subsidiaries which support the worldwide operations of these leading household goods and special services carriers.



UniGroup Logistics, LLC One Worldwide Drive Fenton, MO 63026 877-545-8080



**U**niGroup Logistics, a singlesource international logistics services provider, offers custom, diverse transportation management, project management and warehouse distribution management services with total flexibility in mind.

UniGroup Logistics is a new name, but the foundation of the company is wellestablished. It is built on the heritage of United Van Lines and Mayflower Transit, trusted providers of reliable specialized transportation and logistics services for more than 50 years. Based on a network of 1,300 service centers in 146 countries, we are a single-source for customized supply chain solutions.

UniGroup Logistics arranges the transportation of more than 40,000 commercial product shipments each year. Custom distribution and handling programs for furniture and fixtures; equipment installation, custom crating and rigging, air-ride transportation, and short- and long-term storage facilities are among the services that our company offers.

UniGroup Logistics offers third party logistics planning and freight management service. A specialist in

supply chain management solutions, we specialize in providing customized solutions to meet our customers' unique requirements. These logistics services support the distribution of products including transportation, warehousing/inventory, and installation services. Our distribution network optimizes our customer's asset utilization and total cost expenditures, considering transportation variables, inventory strategies and time-to-market requirements.

Our technology solutions provide pallet, case and item detail – down to the serial number level – from the time a purchase order is downloaded or communicated, through cycle, and while in transit to your customer. Our customers have end-to-end pipeline visibility for the entire supply chain.

Additionally, UniGroup Logistics handles installation management service – from basic mechanical assembly in conjunction with delivery to complicated installations of office products, retail fixtures, medical equipment and hotel fit-up.

Through MultiTek, our IT relocation service, we can

handle customers' most complex and intricate projects - from high-end offices to laboratory, medical and data center projects. These technical and multifaceted logistics projects can be handled in conjunction with consolidation/ migration/relocation, physical infrastructure upgrades, and project management. MultiTek also provides asset and equipment services as part of these activities, as well as relocation services that include install and de-install services, cabling, connectivity and project/vendor management. In addition, we provide strategic services to assist customers in outsourcing or augmenting their facilities and logistical operations needs. By using MultiTek, customers can achieve significant ROI, optimize their staff resources, minimize disruption, save substantial capital versus consulting organizations and improve business operations.

By utilizing our end-to-end single source service, clients enjoy improved inventory visibility, cost control and the precision of a time-specific delivery.

For more information, visit us online at unigrouplogistics.com.

## LOGISTICS PLANNER

### **Unyson Logistics**



Donald Maltby Chief Supply Chain Officer

### **Mission Statement:**

Our mission is to be the best 3PL in providing multi-modal capabilities while guaranteeing supply chain savings and adapting our services to meet each client's ever increasing needs.

### **Markets We Serve:**

- Retail
- Manufacturing
- Consumer Goods
- Pharmaceutical Specialty Markets

### **Unyson Logistics**

3050 Highland Parkway Suite 100 Downers Grove, IL 60515-5543 Toll Free: 877-641-4892 Fax: 314-993-0918 Email: info@unysonlogistics.com Website: www.unysonlogistics.com



In today's economy you need a partner who can provide immediate savings and will commit to those results with long term performance. You need Unyson Logistics.

Unyson Logistics is a division of Hub Group that specializes in elevating supply chain performance by using industry-leading practices, experienced professionals and state of the art technology. We provide customized transportation management solutions that support your strategic initiatives and deliver the results you need while guaranteeing supply chain savings.

We are a network of logistics professionals dedicated to developing, implementing and operating customized logistics solutions. Our people, processes and technology enable us to deliver tangible, quantifiable savings for our customers typically ranging from 12%-25%. Equally important, our solutions improve the performance of our customers' supply chain through proactive management, implementation of best practices, and increased visibility to critical activities.

Unyson's collaborative approach allows us to develop tailored solutions to meet the unique needs of each customer. We empower our customers to own the process with us, blending our best thinking with our customer's best thinking, to develop the best overall solution. By harnessing the power of our collective strengths we jointly develop a solution that drives a clear competitive advantage for our customers.

The Unyson team is ready to drive costs from your supply chain with our Total Logistics Solutions:

- Transportation Modeling and Optimization
- Network Analysis and Design
- Transportation Bid Management
- Environmental Improvement Programs
- Complete Supply Chain Visibility
- Reverse Logistics
- Multi-Modal Management and Execution
- Project Management
- Reporting
- State of the Art Technology Suite

We welcome the opportunity to work with your company. For more details, please visit our website to learn how our total logistics solutions and services can generate savings for your company.



A Hub Group Company

### UTi Worldwide



### Our primary services include:

- Air and Ocean Freight Forwarding
- Contract Logistics
- Customs Brokerage
- Distribution
- Managed Transportation Services
- Supply Chain Analysis and Consulting

### UTi Worldwide

c/o UTi, Services, Inc. 100 Oceangate, Suite 1500 Long Beach, CA 90802 +1 562-552 9400 www.go2uti.com

### Supply chain solutions that deliver.

UTi is one of the industry's leading non-asset based, global third party logistics providers. We deliver competitive advantage to each of our client's supply chains through innovative, integrated solutions. We are committed to delivering value that will help clients succeed in today's uncertain economic environment. This means maintaining an external focus on the global marketplace, being alert to potential obstacles as well as opportunities, and having solutions ready that can eliminate complexity.

### **UTi Freight Forwarding**

With 350+ freight forwarding locations, in 59 countries, UTi believes freight transportation is about reducing costs while delivering goods when and where they are needed. Value is provided through inter-modal shipping at competitive rates, utilizing air, ocean, surface and specialty transportation services.

### UTi Contract Logistics & Distribution

Operating a global footprint of 240+ logistics centers with more than 22 million square feet of warehousing worldwide, UTi can store, configure and deliver your products while maintaining the visibility and inventory management you need to effectively manage your business. Whether delivering goods to a global client base or managing complex inbound supply chains, our transportation and inventory optimization tools reduce network costs and improve product availability.

### UTi Supply Chain Design and Innovation

UTi leverages our global network, IT systems, relationships with transportation providers, and expertise in outsourcing to improve visibility and reduce costs. Our team can help you build a business case for change, innovation and cost reduction in your organization.

### **Competitive Advantage**

At UTi, our people are the most important resource in keeping our commitments to clients. We nurture talent, providing an atmosphere conducive to performance excellence by each and every person. This is why we can say, at UTi, there's not a weak link in the chain.



### **Wagner Logistics**

FULFILLMENT



John Wagner President

#### **The Wagner Way**

High-tech and hi-touch – work with Wagner and you'll realize it's possible to get both. Tell us your unique supply chain challenges. Better logistics is always the answer. Tell us what you want to accomplish. We'll build a solution to make it happen.

#### The Wagner Team

Wagner's seasoned logistics pros competitively engage in helping your business work smarter. We do it through advantages of structure, scales and integration.

### What 'Bring It' Means to Us

Our can-do culture engenders a certain mindset that we believe fosters a distinct competitive advantage for our clients: We want to tackle your biggest, most complex supply chain challenges. Whatever it is, whatever it takes. We say, "Bring it."

### Wagner Logistics, Inc.

1201 E. 12th Avenue No. Kansas City, MO 64116 800-817-1264 ext. 1303 www.wagnerlogistics.com

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agner Logistics has been engineering unique supply chain solutions since 1946. Whether it's inventory issues, new market entry, or simply the need to move product quickly – on a truck or off the shelves – Wagner can help.

Bring it.™

A premier 3PL provider, we know the supply chain like nobody's business. Wagner customers enjoy greater speed to market at lower cost, at every stage, from manufacture to mass consumption.

### **Transportation**

We hauled our first load six decades ago and have been moving freight for hundreds of North American clients ever since - quickly, safely and at the lowest possible cost. The Wagner operations model means our team can take on small projects, thousands of loads, or any job in between. Assets are deployed when consistent volume demands consistent capacity. Longstanding partnerships with house carriers extend our reach and deliver superior customer service.

### Warehousing

Work with Wagner and you'll quickly notice our "Bring It" mentality. It's how we respond quickly to unique warehousing and distribution needs, and exceed expectations every time. As a nimble lead logistics provider, we build flexible leases and enter new markets to meet your objectives. We have the bench strength to ramp up quickly and meet challenging operational requirements. Whenever specialized space is needed, Wagner has the skilled professionals to locate it, obtain it and run it.

WAREHOUSING

### Fulfillment

TRANSPORTATION

With multi-channel fulfillment operations staffed and equipped for any task, we pick, pack and ship everything from the biggest big-box order to the most specialized retail requirement. Advance Ship Notice (ASN) and compliance with retailer routing guides for truckload, LTL and parcel carriers come standard at Wagner. Direct-to-consumer orders are a specialty and we cover it all - inserts, labels, authorizations, notifications and tracking data, plus precise order confirmation.

### Packaging

We bring more than the standard mix of packaging services. Think of us as an extension of your production line – one that boosts profitability. We develop, deploy and manage packaging solutions to improve your supply chain flow and speed to market. Our customers demand faster delivery, lower risk and costs, without sacrificing quality. We accomplish it by integrating the collaborative strengths of manufacturers,

big-box retailers and packaging

PACKAGING

### **Tier-One Technology**

design firms.

Wagner's backbone systems include a tier-one warehouse management system and transportation management system that can be deployed at multiple customer sites. Tierone TMS and WMS integration lets our customers see the entire process. And they like what they see!

More than anything else, customers rely on us to help them run a smarter business. It's that simple, yet incredibly complex. We look for advantages of structure, scale and integration, whether they involve only one of our core offerings or demand all four. Regardless, Wagner Logistics helps you excel at every stage in the supply chain.

To learn how we can Bring It for your business, visit www.wagnerlogistics.com or call at 800-817-1264 (ext 1303).



### **Weber Logistics**



Harry Drajpuch President, CEO

### **Mission Statement:**

Weber Logistics connects growing brands to Western U.S. markets.

Founded in 1924, Weber is the leading provider of warehousing, transportation and import logistics services in the Western U.S.



### Weber Logistics 855-GO-WEBER Sales@weberlogistics.com www.weberlogistics.com



eber Logistics provides growing companies in the CPG, food, retail, and chemical sectors with flexible distribution solutions for the Western U.S. No other 3PL – large or small, global or regional – can match Weber's market knowledge and logistics infrastructure in Southern California and the Western region.

- 5.2 million square feet of space across 17 distribution centers
- Fleet of trucks for next-day direct delivery to 50 million west region consumers
- Comprehensive import logistics services for LA/ Long Beach

### **Warehousing Services**

We operate dedicated and shared-use facilities in LA County, the Inland Empire, Northern California, Arizona, and Utah. Our warehousing services include inventory management, order fulfillment, eCommerce fulfillment, kitting, final packaging, UCC and SSCC label creation, and pick/pack services. Specialties:

■ Vendor Compliance – we ensure that shipping and

labeling meet retail routing guide requirements to minimize chargebacks

West Region Distribution – we combine warehousing and asset-based transportation for a singlesource solution

### **Transportation Services**

Weber delivers anytime, anywhere, on any mode. Our specialty: final mile delivery to grocery and mass retail stores and distribution centers throughout the 11-state western region. Specialties:

- Temperature-Controlled Delivery – we use the latest Thermo King Whisper units for regionwide LTL and TL delivery of food, beverage, and candy products
- Pool Distribution we receive full truckloads, sort product by consignee, and ship to your local customers, on Weber trucks, within hours of receipt

### **Port Services**

The ports of LA and Long Beach are the largest, most complex, most regulated U.S. ports. Weber's experience in West Coast port services helps get your product to market faster. Specialties:

- Drayage reliable, economical service using a 100% clean truck fleet
- Transloading we can receive containers at a Weber warehouse close to the port and transload products for inland distribution

### **Industry Recognition**

Weber is widely recognized for its innovative logistics work.

- Inbound Logistics' Top 100 3PLs
- Supply Chain Brain's 100 Great Supply Chain Partners
- Logistics Management's Top 50 3PLs
- Los Angeles Business Journal's Top 100 Privately-Held Companies
- Food Logistics' Top 3PLs and Top 100 Technology Providers

### **Going West? Go Weber**

If your company requires an experienced partner for a Western U.S. logistics project, contact the West Coast logistics leaders at 855-GO-WEBER or visit www. WeberLogistics.com

### Werner Enterprises/Werner Global Logistics



Derek Leathers President & COO

### **Mission Statement:**

To deliver value to our customers, business partners and shareholders through leading edge global supply chain solutions that exceed expectations and promote safety while we remain customer focused and asset-backed.

> Werner Enterprises Global Headquarters

14507 Frontier Road Omaha, NE 68138 800.228.2240 www.werner.com

### Werner Global Logistics (Shanghai) Co., Ltd.

South 23/F Harbour Building 1 Fenghe Road Shanghai, China 200120 Phone: 86.21.3887.9520



### The Leader in Freight Transportation Innovation Diversified Portfolio of

Services

Werner Enterprises offers a variety of freight management solutions for customers of all sizes and industry types. In more than 55 years, the Company has evolved from a one-truck operation to a fullservice transportation and logistics provider with coverage throughout North America, Asia, Europe, South America, Africa and Australia.

From design through implementation, Werner Enterprises delivers complete freight management programs customized to meet the customer's unique needs. From project-sized initiatives to full-fledged single source freight management, Werner's customized programs provide its customers with a single point of contact, door-todoor visibility, integrated optimization technology and a full range of managed services.

Supporting the Company's comprehensive solutions is Werner Enterprises' leadingedge technology, experienced professionals and extensive global network.

### Freight Movement

Our portfolio of supply chain solutions throughout North America, Asia, Europe, South America, Africa and Australia is backed by our network of 7,300 trucks and 9,000 alliance carriers across all modes. This provides an assortment of movement options including:

- Van: Long Haul, Regional and Expedited
  - Asset and alliance carrier solutions, covering 48 states, Canada and Mexico.
- Dedicated
- Intermodal
  - Multimodal TOFC and COFC solutions serving North America utilizing all major rails.
- Ocean
  - Licensed NVOCC, freight forwarder and U.S. Customs Broker.
- Air
  - IATA airfreight forwarder with global contracts.
- Temperature-Controlled
   Flatbed and Over-
- Dimensional Services
  Power Only
- Power Onr
- Bulk



- LTL
- Warehousing
- Supplier Diversity

### **Global Implementation:**

As customers have expanded overseas, Werner has developed logistics and cross border initiatives to support their needs. Werner Global Logistics provides seamless supply chain solutions and door-to-door services using one operating platform. This is achieved through our global network of offices and agents, a global shipment visibility platform, warehousing, cross-docking facilities, and road and rail capabilities, which are all supported by Werner's own assets.

Werner was recognized as one of the first North American companies to receive combined approval to operate as a wholly owned foreign entity in freight forwarding, ground transportation, logistics, trading and NVOCC services in China.

### Technological Advantages

Throughout all initiatives, domestic or global, Werner's freight management programs are strategically implemented with the Company's proprietary software to provide customers visibility, capacity loading and timely deliveries. By integrating leading-edge technology with our comprehensive solutions, Werner is able to provide complete supply chain continuity.



### WSI



Bob Schroeder President & CEO

**One of the country's largest** privately-held logistics companies.

Fully integrated supply chain capabilities include logistics, warehousing, distribution, transportation and beyond.

**Condition, Count & Time™** promise means accurate, timely and reliable performance.

Experienced, educated employees exceed customer expectations and ensure success.

#### Long-term customer

**relationships** demonstrate our dedication to reliability, integrity and innovation.



### WSI

1160 North Mayflower Drive Appleton, WI 54913 920-731-3115 inquiryIL@wsinc.com www.wsinc.com

### CONDITION. COUNT. TIME.



LOGISTICS PLANNER

### Supply chain solutions you can depend on.

For more than 45 years, WSI has helped customers succeed through reliable warehousing, distribution and logistics. Our customer-focused approach and unwavering business ethics have helped us retain long-term customers and become recognized as one of the top 3PL's in North America.

### **Third Party Logistics**

WSI offers integrated solutions to maximize efficiency, improve reliability and reduce costs across a customer's entire network. Sophisticated analytics identify trends and facilitate more informed decisions.

#### Warehousing/ Distribution

Operating a nationwide network of fully integrated facilities, WSI offers specialized distribution services with same-day or next-day service throughout the U.S. Facility throughput analysis and design ensures efficient product flow, lower costs, higher accuracy and reduced damage.

### Fulfillment

Whether your market is wholesale, retail, B2B or B2C, WSI can provide tailored fulfillment solutions. We support customers with pick & pack, cross-docking, reverse logistics and POP displays.

### Retail Support

Shipping to big-box or specialty retailers? Utilize our expertise, including directto-retailer EDI, compliance, retailer-specific documentation and labeling, invoicing and more.

### **Freight Forwarding**

From your dock to your customer's door, WSI and our international partners can handle any part of your international distribution strategy, including air, ocean, road & rail freight services.

### **Transportation**

WSI manages it all for you: sourcing carriers, dispatch, claims management and billing for all modes of transportation. We handle high volumes, negotiating the best rates and utilizing optimization models to ensure efficient routing.

### Information Technology

WSI's real-time information system provides complete, thorough and timely data for customers' reporting and processing needs. Technology solutions include EDI, barcoding, and web-based reporting/visibility.

### **Customer Support Svcs.**

WSI's domestic call center offers knowledgeable, specialized support. Solutions include call management, order processing and bilingual capabilities.

### **Industries Served:**

- Apparel & Retail
- Building Materials
- Bulk Transfer
- Chemicals & Supplies
- Consumer Packaged Goods
- Dry Foods & Beverages
- Electronics
- Healthcare Products
- Industrial & Automotive
- Paper, Packaging & Print



Integrated Logistics | Supply Chain Solutions

## LOGISTICS PLANNER

## Yard Management Software



Nathan Harris President.

YardView yard management software provides our customers with efficient and economical network-wide visibility and control of trailer and container inventory.

Our customers see immediate operational improvements, a very fast return on investment and rapid improvement in customer service.

See what you've been missing with YardView.

### YardView

599 Topeka Way Castle Rock, CO 80109 303-781-3430 info@yardview.com www.yardview.com





ardView is a fast, easy and economical way to bring yard management sophistication to your operations.

YardView yard management software allows you to do more with fewer resources:

- Achieve 50% reduction in wait time for trailer moves.
   Minimize detention and
- demurrage.
- Gain 100 percent visibility between the fenceline and the warehouse.

### **Perfect Visibility**

YardView provides perfect visibility and management of your distribution center trailers and containers.

### Flexibility

YardView can handle any size operation and can grow as you grow.

### Designed by operators

Designed from an operators perspective. Guards and

### ...with this!

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Warehouse workers have a simple interface.

### **Easy to Learn**

YardView follows current processes and uses familiar names. Learning is easy and intuitive.

### **Quick Deployment**

YardView logistics software can be quickly deployed. Once we have the data we need to configure YardView we can have you ready in a few days.

### **Built-in Reports**

Quick reports are available by clicking on drag and drop icons from the report menu and all reports are exportable to Excel.

### **Multiple Facilities**

YardView can handle multiple facilities, multiple areas and many parking locations, including inter-plant activity if desired. Each facility and each user role can have it's own data page configuration and localized drop down values.

### **Meeting Your Needs**

YardView has the operational expertise and software know-how to meet the most challenging yard management requirements. Our knowledgeable experts will work with you to understand your processes and requirements so YardView is configured the way you need it.

Whether you have a single yard driver or many, YardView will help you save time and money by automating your yard operations.

See what you've been missing with YardView.



### **Yusen Logistics**

LOGISTICS PLANNER



**Mike Noone** Executive Vice President & COO

### Integrity. Innovation. Intensity.

At Yusen Logistics, we offer best-in-class solutions to our customer's supply chain and transportation challenges. Our focus on delivering great quality service and expert solutions comes from our commitment to our corporate values of innovation, integrity, and intensity.

For us, our people are our most important asset and we focus on ensuring we are viewed as 'employer of choice'. We promote a culture of collaboration and teamwork across our internal departments, and focus on training our staff to be 'Kaizen' and work towards continuous improvement.





Yusen Logistics (Americas) Inc. 300 Lighting Way 6th Floor Secaucus, NJ 07094 Tel: 201-553-3880 marketing@us.yusenlogistics.com www.us.yusen-logistics.com



Y usen Logistics is an awardwinning global logistics provider with over 55 years of expertise in freight forwarding and transportation. With more than 16,000 employees and 400 offices worldwide, it provides services to customers across Asia, Europe, North and South America, and Australasia. As a member of the NYK Group, it is a part of one of the world's largest and most recognized global transportation companies.

### Innovative Supply Chain Solutions

As your supply chain partner, Yusen Logistics develops, plans, and delivers supply chain solutions that are focused on addressing today's toughest market demands. Leveraging its global network and industry expertise, Yusen Logistics' supply chain professionals collaborate with their customers to formulate strategies that optimize cargo transportation processes and lead to measurable cost savings and efficiencies. Yusen Logistics is innovation driven, providing a strategic transportation service mix to build advanced, customized solutions for its customers.

### Service Scope

Yusen Logistics' ability to provide solutions across industries and companies, regardless of size and location, comes from its strong global service scope. Internationally, Yusen Logistics provides ocean and air freight forwarding, customs and origin consolidation services as part of an overall import management program, or as standalone services to support existing supply chains. Domestically, it provides multiple inland transportation options including intermodal, full and less-than container load trucking, and specialized services including project cargo. These are further supported by fulfillment, transload, and reverse logistics solutions, managed under their global warehouse network.

Yusen Logistics' broad service scope and powerful IT platform allow it to work with customers where they have the most need, providing them measurable long-term value. Their portfolio umbrella allows Yusen Logistics to support on specific local challenges, or globally as a logistics partner.

### Technological Infrastructure

Yusen Logistics provides visibility, tracking and planning across the supply chain, from origin-to-destination. As a proprietary online solution, Yusen Logistics' systems are customizable and integrate seamlessly with each customer's current systems and processes. The flexibility afforded by this approach allows for quick implementation times and minimal business disruptions, while providing maximum business control.

### **Pledge for Sustainability**

Yusen Logistics is passionate and committed to helping its customers reduce their impact on the environment. As part of a list of select companies, Yusen Logistics has the honor of being recognized by the following organizations for its green initiatives and sustainable business operations:

- Morningstar Social Responsible Investment Index
- Dow Jones Sustainability Indexes
- Ethisphere World's Most Ethical Companies
- SmartWay Transport Partnership
- Ethisphere Ethics Inside Certification

Yusen Logistics takes great pride in providing new and innovative ways to support its customers in developing a more robust and environmentally conscious supply chain operation.

