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SPECIAL SUPPLEMENT

# 2017 LOGISTICS PLANNER

Leverage every opportunity for growth in 2017. The Logistics Planner can help you find the right solutions, carriers, and partners to drive efficiency in your supply chain operations and enable your enterprise to navigate the twists and turns, ups and downs of the coming year. The 2017 Logistics Planner, 25 years strong, is updated with profiles of leaders in transportation, technology, logistics, and more who stand ready to help you face upcoming challenges and optimize your enterprise.



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A3 Freight Payment
Alaska Railroad
Alliance Shippers, Inc.
Amber Road
American Airlines Cargo
American Expediting
Amerijet International
APL Logistics
Approved Freight Forwarders
AR Traffic Consultants
Atech Logistics
Atlanta Bonded Warehouse Corporation
Atlantic Container Line (ACL)
Averitt
Bahri General Cargo
Bender Group
Bettaway Pallet Systems
BLG Logistics
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Cheetah Software Systems
Corporate Traffic Logistics
Coyote Logistics
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CTSI-Global
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Deposco
Descartes
DF Young
Distribution Technology
Distributors and Consolidators of America (DACA)
DM Fulfillment
DSC Logistics
Dunavant Logistics
Ease Logistics
Echo
ElectriCities of North Carolina
ELM Global Logistics
eShipping
Evans Distribution Systems
Express Carriers Association
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Pepsi Logistics Co. Inc
Performance Team
PGIM Real Estate
Pharr International Bridge
PITT OHIO
PLS Logistics Services
Port Everglades
Port Jersey Logistics

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PortMiami
Prologis
PROMAT 2017
ProTrans International
Purolator Inc.
Rasmussen College
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Redwood Logistics
Retail Supply Chain Conference 2017
Rinchem
RR Donnelley's DLS Worldwide
Ruan
Saddle Creek Logistics Services
Sato
Schneider
Seaboard Marine
SEKO
SmartWay Transport Partnership
SMC <sup>3</sup>
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**COMPANY**

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Sunset Transportation
Syfan Logistics
Taylorred Services LLC
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Tranco Logistics
TransGroup Worldwide Logistics
Transplace
Transportation Insight
TransportGistics
Trax Technologies, Inc.
Tucker Company Worldwide
U.S. Bank Freight Payment
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# 3PL Central

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3PL Central is the leader in cloud-based warehouse management software. Since 2006, we have provided robust and reliable WMS solutions that are both secure and cost-effective for traditional 3PLs to Fortune 500 Distribution Centers, Retail Distributors, e-Commerce Merchants, and Manufacturers worldwide.

Our 3PL Warehouse Manager and Red Rock WMS products are the most powerful and the most affordable on the market. 3PL Central helps warehouses run more efficiently, expand with ease, and satisfy their customers with dependable solutions starting at less than \$500 per month per warehouse.

Come join the thousands of members in 3PL Central's warehousing community and discover how you can leverage enterprise-class WMS functionality with a nimble cloud-based solution.



**D**esigned for every warehouse from small to medium-sized 3PLs to Fortune 500 distribution centers, 3PL Central is a proven leader in the challenging third-party logistics environment. Our world-class WMS solutions are cost-effective, easy-to-use, and quickly become a trustworthy partner in your day-to-day business.

Choose from our feature-rich 3PL Warehouse Manager, the first cloud-based WMS ever developed for the needs of 3PL providers. Or our Red Rock WMS, the ideal solution for Retail Distributors, e-Commerce Merchants, and Manufacturers worldwide.

3PL Central WMS solutions provide turnkey access to:

- A World-Class WMS that is both affordable and dependable

- Pre-Wired EDI Providers, UCC-128 Label Printing, and Turnkey Integration Partners
- CRM and e-Commerce Shopping Carts
- Small Parcel Shipping and Transportation Providers
- World-Class Technology Vendors
- Cutting-Edge Accounting and ERP Integrations (e.g. QuickBooks) that can help you reduce expenses
- Industry Leading Hardware Resellers

Request a demo today and receive a \$1000 worth of premium features\* to customize your WMS to fit

your needs and maximize your profitability like never before.  
<http://info.3plcentral.com/inbound-logistics/request-a-demo>

*\*3PL Central's Special Offer is available until June 30, 2017. \$1,000 offer requires basic subscription and acceptance of our terms of use. The \$1,000 credit may be applied towards 3PL Central's add-on platform features, including EDI, shopping cart integration, QuickBooks, mobile scanning, attach documents, item images, and SmartPack. All credits must be used by August 31, 2017.*

**3PL Central**  
820 Manhattan Ave., #102  
Manhattan Beach, CA 90266  
888-375-3268  
info@3plcentral.com  
www.3plcentral.com



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# A.N. Deringer, Inc.

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**Jake Holzscheiter**  
*President and CEO*

**Services:**

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

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



**D**eringer offers Customs brokerage, freight forwarding, transportation, warehousing and distribution, and meat inspection services. Maintaining local representation at major ports, strategically located along the northern border and at major air and vessel ports nationwide, customers are provided with a single point of contact. A flat organizational structure allows easy access to the President and leadership team. Moreover, Deringer's culture includes a strong commitment to the sustained success of our business partners. Welcome to the Deringer Difference.

**Deringer's Customs Brokerage Services**

We have nearly 100 years of 3PL experience; our longevity in the industry means customers benefit from the expertise, service, and innovation that comprise the Deringer brand. When choosing a Customs broker, consider that we are renowned as a Customs pioneer, and early tester and adopter of many new trade programs. Members of Deringer's

leadership 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. Additionally, we provide supply chain solutions custom fit to each client, delivered with personal and reliable service. That's why Deringer has a 99% retention rate among our Top 500 customers, with less than 1% leaving due to customer service-related issues.

**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 freight forwarding, consolidation, deconsolidation, and distribution of freight throughout its journey. Offering LCL and FCL transportation, we scale services to fit clients' needs. Partnering with Deringer for Customs brokerage and freight forwarding equates to seamless delivery and reduced risk of demurrage, detention, and document transfer fees.

**Deringer's Warehousing & Distribution Services**

No two businesses operate the same way. From start-up companies to Fortune 500 firms, we tailor our warehousing and distribution services to meet your requirements. Using strategically-located distribution centers, we facilitate next day ground delivery to all major cities in the US and Canada. Experienced staff can accommodate any of your distribution needs from pick and pack to cross dock, and order fulfillment to reverse logistics. These services are coupled with a tier-1 warehouse management system powered by Manhattan Associates, eShipPartner® Warehouse Manager, and additional proprietary tools providing efficiency and visibility.



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



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# A3 Freight Payment

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A3 Freight Payment creates managed, customized freight payment solutions for large volume shippers. Our solutions automate transportation payables, ensure accurate billing, integrate advanced payment options, and provide detailed reporting for the supply chain and finance professionals within your company.

Headquartered in Memphis, A3 Freight Payment is led by an experienced group of industry veterans who have designed, implemented, and managed global freight payment solutions for some of the largest shippers in the world.

Our solutions incorporate the best practices gathered from industry experts who have worked with multiple freight payment providers and hundreds of Fortune 1000 customers. We are experts at freight payment... it's our sole focus and core competency.



A3 Freight Payment tailors all aspects of a custom freight payment solution to build a unique solution specific to your needs including:

- Invoice Automation
- Invoice Validation
- Data Capture
- Rate & Service Audit (pre and post)
- Cost Accounting
- Exception Management
- AP Automation
- Business Intelligence
- Systems Integration

Companies choose A3 Freight Payment because of our:

### **Business Strategy—One of a select few, not one in a million**

A3 Freight Payment partners with large volume shippers who seek a high degree of customization, exceptional customer service, reliable processing, and minimum resource involvement in managing their solution. This strategy promotes a flat org structure, controlled growth, equal prioritization of customers, and scalability of operations.

### **Approach to Processing—A different approach, a better result**

The A3 Freight Payment solution incorporates the best practices gathered from industry experts who have worked with multiple freight payment providers and hundreds of Fortune 1000 customers. Our unique processing model provides a managed solution that eliminates the pitfalls associated with traditional freight payment solutions and provides 100% transparency to you, to our staff, and to your logistics providers.

### **Customized Solution—One solution does NOT fit all**

Your company has internal systems and processing constraints that are unique

to your business. A3 Freight Payment partners with you to understand your unique needs and develop a custom and flexible solution that incorporates best practices while working within your constraints.

### **Dedicated Resources—A truly managed outsourcing solution**

Each A3 Freight Payment client has a dedicated, experienced team of resources led by an Account Manager who is the single point of contact for you. The account manager and their team are empowered to tap into company resources to meet the needs of the client and are solely accountable for management of all processes. This "team concept" provides you with exceptional customer service and produces a truly managed solution.

### **Experience—Our knowledge ensures a smooth transition**

The A3 Freight Payment team has a track record of designing, implementing, and managing global freight payment solutions for some of the largest shippers in the world. This experience is crucial to the successful development and deployment of a solution while ensuring a smooth transition for you.

**A3 Freight Payment**  
3150 Lenox Park Blvd.  
Suite 400  
Memphis, TN 38115  
Tel: 901-759-2966  
Fax: 901-759-2940  
info@a3freightpayment.com  
www.a3freightpayment.com



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## Alaska Railroad



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**A**laska Railroad can move your shipment to Alaska from anywhere in the contiguous U.S., Canada or Mexico. We can also arrange for pickup at origin and delivery at destination for non-rail served customers.

**Project & Construction**

**Freight:** Alaska Railroad offers delivery to remote, off-the-rail construction sites, and can get your materials (lumber, structural steel, building materials, bridge girders, piling, etc.) to the job site on time and within budget.

**Oil & Gas Field Supplies:**

Alaska Railroad transports pipe from all major suppliers in the contiguous U.S., Canada and Mexico and from overseas sources through a dock in Seward, Alaska. Beyond pipe, the Alaska Railroad shoulders drilling muds, compounds and bulk chemicals, modular units and other oil field related equipment.

**Mining:** Alaska Railroad transports all types of equipment and commodities to support aggregate, coal and placer mining operations, including ability to transport mining chemicals and compounds, machinery, blasting agents and steel grinding balls.

**Trailers & Containers:**

Alaska Railroad offers scheduled, overnight train service from Anchorage to Fairbanks (and reverse route). Intermodal traffic arrives in our yards from individual companies, trucking and steamship lines.

**Bulk Commodities & Hazardous Materials:**

Alaska Railroad has hauling capabilities to transport raw and refined petroleum products, LNG, coal, aggregate,

hazardous materials, chemicals, cement, fertilizers, and more.

**Rail Marine Service:**

Alaska Rail Marine offers a combination rail-water-rail service to transport your freight to/from Alaska and the contiguous U.S., Canada and Mexico. Railcars are rolled onto rail-equipped barges in Seattle and rolled off in Whittier, Alaska, with no need to transload. It's affordable and efficient—minimizing transfers, damage and shrinkage. Weekly departures to/from Seattle and Alaska.

**Year-round ice-free ports:**

- Anchorage
- Seward

**Laydown/storage areas:**

- Seward
- Fairbanks

**Alaska Railroad**  
800-321-6518

Sales & Service  
907-265-2485

Freight Customer Service  
907-265-2624

[www.alaskarailroad.com](http://www.alaskarailroad.com)

**ALASKA**  
RAILROAD

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## Alliance Shippers Inc.



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### Services and Solutions:

- The Perfect Shipment® Program
- Intermodal: USA, Canada and Mexico
- Over-the-Road Transportation
- International Transportation Service
- Complete Protective Service
- Warehousing and Distribution Services
- Dedicated Fleet



**F**ounded in 1977, Alliance Shippers Inc. has grown to become one of the largest independently owned providers of global shipping services. With more than a dozen different divisions—from temperature control to intermodal rail services—Alliance Shippers Inc. can combine a number of services for each customer. By tailoring services and customizing routes and shipping methods, Alliance Shippers Inc. ensures efficient and cost-effective transportation.

While offering worldwide shipping services, Alliance Shippers Inc. is best known for its absolute dedication to customer service. Based on independent surveys, Alliance Shippers Inc. consistently ranks number one in this category. Every customer receives dedicated resources and personnel—from the sales level to operations. At Alliance Shippers Inc., quality assurance specialists and communications experts

manage the very latest shipping and tracking technologies to ensure that customers have instantaneous access to the information they need.

All of these factors drive Alliance Shippers Inc. to provide The Perfect Shipment® for every single customer. It's Alliance Shipper's trademarked commitment to provide four clear aspects to each shipment:

- Pick up the shipment on time
- Deliver the shipment at the time requested
- Deliver the shipment without exception
- Provide an accurate freight bill

Every shipment at Alliance Shippers Inc. is tracked automatically by a proprietary and state-of-the-art computer system. Multiple measures and checkpoints, from origin to destination, help guarantee on-time pickup and delivery. Whether at the origin, on the rail, on the highway or at the

destination dock, Alliance Shippers Inc. keeps track—so their customers can keep on schedule.

As an early supporter and currently certified member of the EPA's Smartway program, Alliance Shippers Inc. is committed to responsible environmental practices, which include maximizing fuel efficiency. Alliance Shippers Inc. understands that smart business methods are not only good for the environment—but also good for their customers' bottom line.

Alliance Shippers Inc. believes it is one thing to promise high standards. It is something quite different, however, to commit to excellence by monitoring and grading yourself with serious performance metrics. At Alliance Shippers Inc., it's a standard practice. By consistently monitoring, measuring and modifying its services, Alliance Shippers Inc. is committed to constant improvement.

**ALLIANCEshippers inc.®**



### Alliance Shippers Inc.

Corporate Office:  
516 Sylvan Avenue  
Englewood Cliffs, NJ 07632  
800-222-0451  
info@alliance.com  
www.alliance.com

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# Amber Road

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Blog
🗨️ Join the conversation



**Jim Preuninger**  
CEO

### Mission Statement

Amber Road's (NYSE: AMBR) mission is to improve the way companies manage their international supply chains and conduct global trade. As a leading provider of cloud based global trade management (GTM) solutions, we automate the global supply chain across sourcing, logistics, cross-border trade, and regulatory compliance activities to dramatically improve operating efficiencies and financial performance.



**G**lobal Trade Management today is more than just international trade compliance. Companies need to look end-to-end to derive the most value from a GTM investment. With Amber Road you can assemble a solution that cuts across global sourcing, supply chain risk, logistics and trade compliance processes.

Our GTM solution is a cloud-based platform that plans, optimizes and executes all aspects of global trade. It has the broadest functional footprint of any GTM solution in the market.

Our solutions also incorporate in-house sourced, country-specific regulatory trade content, gathered, interpreted and updated on a daily basis by Amber Road's seasoned trade professionals.

Managing successful supplier relationships requires a great deal of collaboration. Given the added complexity of global vs. domestic shipments - different languages and time zones, longer lead times, complex trade regulations - collaborating with

foreign suppliers is even more difficult and more important.

Our GTM software suite is comprised of solutions to automate and manage business processes for:

- **Global Sourcing:** Streamline real-time visibility with brands, retailers and suppliers to improve the planning, forecasting, and raw material reservation processes.
- **Risk & Quality Management:** Accurately determine that all trading partners are in compliance with regulatory requirements and standards defined for product safety and quality that reflect the importance of the brand.
- **Production Management:** Achieve greater visibility, become more agile and competitive, and reduce sourcing costs across the board.
- **Transportation Management:** Identify and remove inefficiencies resulting in shorter cycle times and less variability, helping companies reduce

transportation costs, while improving service levels and transit times.

- **Supply Chain Visibility:** Connect importers and exporters with their overseas suppliers, logistics providers, brokers, and carriers.
- **Export Management:** Automate the end-to-end export process to reduce export compliance risks and improve export efficiencies.
- **Import Management:** Automate import activities and provide critical information for decision makers, including the data needed to measure key performance indicators.
- **Duty Management:** Simplify and automate the qualification and administration process of preferential trade programs along with managing Foreign-Trade Zones.

By centralizing and automating these processes, Amber Road accelerates the movement of goods across international borders, enhances compliance and reduces global supply chain costs.



### Amber Road

One Meadowlands Plaza  
East Rutherford, NJ 07073 USA  
Solutions@AmberRoad.com  
www.AmberRoad.com

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## American Airlines Cargo



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**Jim Butler**  
President



**A**merican Airlines Cargo is a global carrier focused on leading the industry in operational reliability and consistently delivering an exceptional experience. With nearly 6,700 daily flights to 350 destinations in more than 50 countries across the globe, American gives you access to one of the largest networks in the world. Every day, American transports cargo between major cities in the United States, Europe, Canada, Mexico, the Caribbean, Latin America and Asia, and continues to extend its reach by adding new and seasonal routes.

### Reliable Service

When you ship with American, you get a partner you can trust, because an entrepreneurial spirit of change and growth guides everything they do. With a large, expanding network and a vast number of new aircraft in its fleet, you'll have even more opportunities for the same exceptional service you've come to expect. Plus,

with enhanced online tracking, you have access to real-time information at every point of your cargo's journey.

American also offers a variety of high-end products and services to meet your every need. From a Priority Parcel Service (PPS) for small packages to specialty shipments, such as live animals and valuable goods, the carrier has advanced solutions for use across its network worldwide.

### Temperature Control

American sees things from your perspective and anticipates your every need—especially when it involves incredibly sensitive shipments. American's team provides a global cold chain solution that ensures on-time, uninterrupted, temperature-controlled delivery, even in hard-to-reach locations.

American's ExpediteTC™ program has been recognized globally for its role in the effective shipping of pharmaceutical goods. At the 2016 Global

Life Sciences & Healthcare Conference, the team was awarded with the DHL Carrier Award for Reliability and Excellence.

### Global Connections

With hubs in Charlotte, Chicago, Dallas/Fort Worth, Los Angeles, Miami, New York, Philadelphia, Phoenix, and Washington, D.C., American's expansive global network, combined with its trucking and interline partners, reaches nearly every major market in the world via one of the youngest and most modern fleets available—including over 140 widebodies—and easy access between Asia and Latin America. Plus, as the largest operator of widebodies between North and South America, American can offer you unmatched access to a large portion of the Latin American market.

**American Airlines Cargo**  
P.O. Box 619616; Mail Drop 4414  
DFW Airport, TX 75261-9616  
USA

**Customer Service**  
24 hours, 7 days a week  
800-334-5299, Option 1  
817-355-6800  
aacargo.helpdesk@aa.com  
  
aacargo.com



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# American Expediting Company



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**Victor Finnegan**  
Founder & CEO

At the heart of our mission is customer satisfaction. It begins with the courtesy and helpfulness of our service reps and dispatchers. It is enhanced by our convenient online ordering and tracking system. And it ends with the speed and professionalism of our couriers. Small wonder our on-time performance average is 99.3%.

We believe in treating our customers and employees with respect and integrity. It's a reflection of the pride we take in presenting solutions that work. Failure to deliver for our customers is not acceptable. That's why we bring a "We Say Yes!" attitude to our jobs each day.

Many American Expediting employees have been with our family for years. Our success depends on their skill, dedication and initiative. And as we continue to grow, we will always put our customers first. We look forward to making you our next customer.

## American Expediting Company

801 North Primos Avenue  
Folcroft, PA 19032  
800-525-3278  
vic@amexpediting.com  
www.americanexpediting.com



**L**ogistics is not always about cargo ships from foreign lands. It is not always about fleets of dedicated 48s moving freight. Local delivery services all around the country are playing an important role.

American Expediting Company has designed a solution that meets the local, need it now, need it at an exact time, need it to a specific person, need to follow specific instructions, by building out our 40 company owned facilities throughout the U.S. as well as a dedicated and professional group of partners handling time critical needs throughout the U.S.

We are experts in the first mile, last mile, and just in time inventory aspects of logistics management. For over 30 years, American Expediting has been dedicated to handling the time critical local ground delivery needs of logistics providers and shippers.

## Our Services Include:

■ **Same Day On Demand:**  
We listen carefully to understand your exact requirements, then provide the

fastest, most economical door-to-door route to make your deadline. Plus, you can monitor the progress of your deliveries every step of the way using our online Shipping Wizard.

■ **Same Day Rush:** Packages are picked up within 30 minutes and delivered within 1-2 hours, based on mileage.

■ **Warehouse/ Inventory Management:** American Expediting's emergency parts warehouse is the quintessential Just In Time Inventory solution. Our forward stocking locations handle anything from computer repair parts and industrial supplies to medical necessities and more. American Expediting will receive your product, manage your inventory, deliver or ship to your consignee — all on an immediate, same-day, expedited basis.

■ **Fulfillment:** American Expediting's emergency fulfillment services can become an extension of your company, without the overhead of salary and space, and only when you need them.

■ **Medical/Laboratory specialists:** Our medical couriers are highly skilled, bonded and insured, and equipped as necessary with scanners, dry ice, coolers, and spill kits. They are compliant with all state and federal regulations pertaining to safe biohazards transportation.

Services are offered 24 hours a day, 7 days a week. Our technology and flexibility allow us to provide the quality of service you and your customers demand and our nationwide solution saves your valuable time and money.



# American Expediting®

COURIER • TRUCKING • WAREHOUSING • LOGISTICS

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# Amerijet International, Inc.

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**Pamela Rollins**

*Sr. V.P. Business Development*

"At Amerijet we focus on service and we are in constant communication with our customers to deliver what's important to them."



**F**ounded in 1974, Amerijet provides global transportation services from its core markets in the U.S., Caribbean, Mexico, Central and South America to anywhere in the world. With 25 offices in the United States and 130 international offices, Amerijet is able to offer scalable solutions ranging from traditional airport-to-airport to port-to-port movements as well as door-to-door services to its primary destinations.

### Customized Solutions

Amerijet provides highly distinct air cargo services through its worldwide network, providing consistent delivery of all types of shipments, including live animals, high value shipments, hazardous materials, temperature controlled and pharmaceuticals. With a consistent aim to increase efficiency, quality and reliability, and the experience to transport difficult-to-handle freight, Amerijet's tailored industry solutions combine land, air and

ocean operations.

For customers requiring dedicated service solutions due to the intricacy and scale of their projects, Amerijet operates long- and short-term charters within and beyond its network. Amerijet's strength lies in its collaborative customer approach to understand the complexities of each project and deliver the solutions they need.

### Technology

As an early adopter of EDI communications, Amerijet accepts digital bookings and transmits proof of delivery information with many of its worldwide customers using Cargo-XML messages. Customers can easily connect to Amerijet directly or by using Descartes or CHAMP. Amerijet is fully E-AWB ready.

### More About Amerijet

Amerijet operates Boeing 767 and Boeing 727 aircraft from its primary hub at the Miami International Airport

and regional hub in Port of Spain, Trinidad serving the Caribbean, Mexico, Central and South America with direct all-cargo flights. Amerijet's worldwide partner network provides seamless transportation solutions for customers throughout Europe, Asia, South Africa and the Middle East. The company's Miami 210,000-square-foot export and 100,000-square-foot imports air cargo handling facilities include a custom-built 10,300 square-foot (227,419 cu. ft.) perishable handling center providing refrigerated, frozen and chilled storage to maintain the cold chain integrity of pharmaceuticals and perishables during the transportation process. Advanced monitoring procedures provide real-time shipment visibility, alerts and cargo tracking.

### Amerijet International, Inc.

3401-A NW 72nd Ave.  
Miami, FL 33122  
Toll Free: 800-927-6059  
Phone: 305-593-5500  
Fax: 305-718-8271  
Email: [sales@amerijet.com](mailto:sales@amerijet.com)  
[www.amerijet.com](http://www.amerijet.com)



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**William Villalon**  
President

### Mission

Enable customers to outperform their markets through reliable and innovative supply chain solutions.

Achieve sustainable growth through balancing the needs and requirements of our stakeholders.

### Our Goal

Grow with our customers and be the go-to player in targeted vertical markets.



APL Logistics is the go-to global supply chain specialist for companies in the Automotive, Consumer, Industrials and Retail sectors.

Our expertise in these verticals has been developed through years of experience, creating customized solutions to meet the unique needs of our core industries.

Our vertical proficiency is supported by a comprehensive range of services including:

- Consolidation
- Deconsolidation
- Distribution
- Customs Brokerage
- Warehousing
- Freight Management
- Supply Chain Management and Consulting
- Trade Management
- Transportation Management
- Value-added Services

We offer a range of customized technology solutions and best-in-class third party applications to help customers leverage data

to better analyze, collaborate and optimize across the supply chain through our Visual Technology Suite.

### Our Vertical Advantages:

#### Automotive

- Recognized player 
- Expertise in established markets, U.S. and Mexico, and emerging markets, China and India
- Service innovations:
  - AutoDirect™
  - AutoLinx™

#### Consumer

- Established in emerging markets 
- A track record of scaling services to meet growth
- High complexity categories
- Service innovations

#### Industrials

- In-house supply chain engineers 
- Proven track record of performance
- Expertise in execution of best practices

#### Retail

- Established retail expertise 
- Strong footprint in key sourcing regions
- Service innovations:
  - OceanGuaranteed®
  - Visual Technology Suite

We have honed our expertise in these four industries through years of experience creating customized solutions that meet the ever evolving supply chain challenges of our clients.

Our global network covers all major markets and we provide a comprehensive range of origin and destination services in over 60 countries – all backed by a multinational workforce of 7,700 professionals.

#### Our Advantage

- Comprehensive toolbox
- Customer focused
- In-country expertise
- Innovative solutions
- Reliable global network

APL Logistics is a member of the Kintetsu World Express (KWE) group, a global logistics services provider.



A member of the **KWE** Group

### APL Logistics

Corporate Headquarters  
9 North Buona Vista Drive  
#14-01 The Metropolis Tower 1  
Singapore 138588  
Tel: (65) 6278 9000  
Global\_Marketing@  
aplogistics.com  
www.aplogistics.com

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# Approved Freight Forwarders



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**Randy Tutor**

*Vice President / Director of Sales*

Our highly trained logistics experts use advanced technology to tailor shipping solutions that fit your specific requirements. At Approved, we work hard to ensure that your shipment arrives on time and intact, and we keep you updated every step of the way.



**Approved Freight Forwarders**

14777 Don Julian Rd.  
City of Industry, CA 91746

[approvedforwarders.com/planner/](http://approvedforwarders.com/planner/)

888-679-5099

**Easy, Affordable, Safe**

Since 1991, Approved has been your link to the Pacific. We are dedicated to the unique shipping needs of the Hawaii and Guam trades, and we provide freight forwarding throughout the mainland U.S.

Approved is a fourth-generation, family owned-and-operated company and the only freight forwarder in Hawaii to have its own trucks and warehouses on all four major islands. We accommodate all types of commodities and all sizes of freight for businesses and individuals.

Our highly trained logistics experts use advanced technology to tailor shipping solutions that fit your specific requirements. At Approved, we work hard to ensure that your shipment arrives on time and intact, and we keep you updated every step of the way.

**Freight Logistics Services**

In addition to freight forwarding solutions, Approved handles all aspects of logistics management, bringing efficiency and cost-effective operation to all points in your supply chain.

Whether it's transportation, warehousing, distribution, sorting & segregating, transloading, or project management, the experienced team at Approved offers a level of personalized service that's unmatched by our competitors.

Top-tier brands have relied on us for over two decades because we provide dependable, risk-free logistics management

for businesses large and small as well as for individuals.

**More Than Just Your West Coast Specialists**

Approved is an experienced, knowledgeable domestic 3PL offering:

- Transportation
- Warehousing
- Distribution
- Sorting & Segregating
- Transloading
- Project Management... and much more.

Let Approved Freight Forwarders tackle your tough logistics challenges so you can focus on your core business. Contact us today.



**APPROVED**

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# AR Traffic Consultants, Inc.



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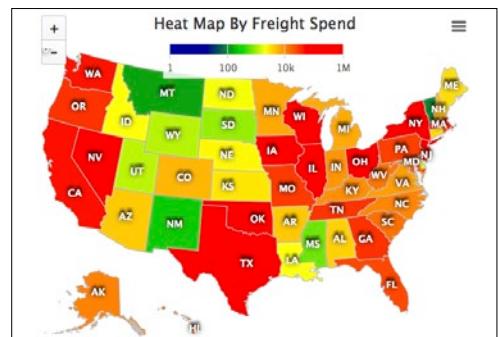
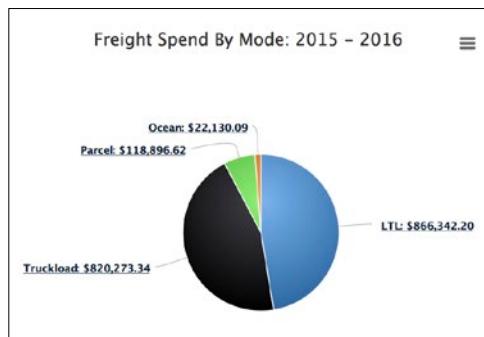
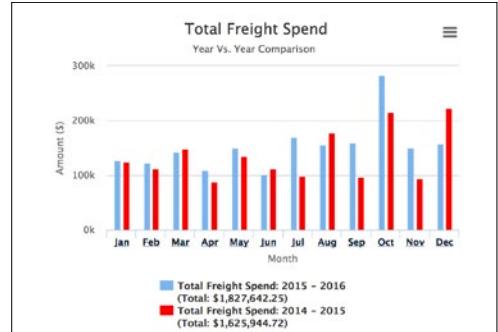
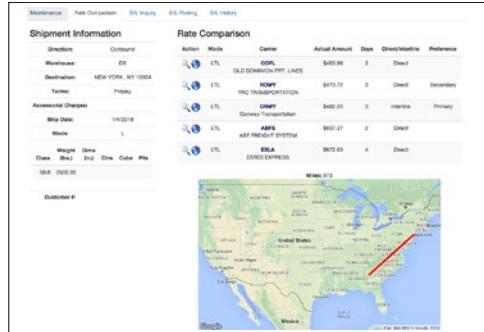
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**Arnold Riback**  
President

**Mission Statement:**

AR Traffic Consultants, Inc. has been dedicated to providing the finest in transportation logistics software and services since 1964. All of our products and services are designed specifically to improve the efficiency, accuracy, record-keeping, control and auditability of shipping. We provide the actionable information our clients need to lower their freight costs. Always providing top-level customer service, we are constantly upgrading our products and adding features to keep our clients ahead of the competition.



We offer a comprehensive transportation management system available both as a cloud solution and for IBM's System I (AS/400) computers. Our modules interface with many ERPs. We are also an Infor Solution Partner. Additionally, we provide third-party freight auditing and payment services as well as supporting freight rate negotiation for parcel, LTL and truckload shipments. Our cutting-edge Freight Dashboard will show you the components of your freight spend and help you determine areas for hidden savings.

You will have access to a system based upon our sophisticated, proprietary rating engine CalcRate®, capable of handling multiple rate bases, FAKs, weight breaks, discounts, absolute minimums, fuel surcharge tables and accessorial charges. Discount

and floor exceptions can be entered for region, state, even down to the ZIP code level. Use the system for carrier selection, rate comparisons, mileage determinations and to streamline your freight auditing and payment. All of your freight history is stored for future analysis and auditing.

Use CalcRoute®, our advanced freight optimization module to combine shipments from one or multiple warehouses into multi-stop truckload shipments, saving up to 40% of the cost of sending shipments separately. You can also use this tool for pool distribution and parcel zone skipping.

Use the freight analyzer to determine if your warehouses are shipping by the optimal carrier and if you are shipping from your best sourcing location. See the effect that changes in the rate base, floor and discount will have on your

freight spend. The warehouse relocation tool will show you the cost impact of opening a new warehouse or moving an existing one to keep up with a changing customer base.

Take advantage of using your carriers' rate bases to save over using a corporate tariff when comparing rates with the LTL Bid Analyzer. See the effect on your freight spend as if you shipped by a single carrier, used the same carrier as historically or opted for the lowest cost carrier. When you are ready, just set the new effective date and start shipping. Send truckload carriers your lanes with the Truckload Bid Analyzer, compare and load the rates you accept with the press of a button.

Free studies are available to determine the impact of utilizing a TMS value-added program.



**AR Traffic Consultants, Inc.**  
5 Hanover Square, Suite 1202  
New York, NY 10004  
212-736-8565  
www.artraffic.com

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## Atech Logistics

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### Mission Statement

To employ the best team in the industry to provide our customers with constant and reliable service.



**A** full-service third-party logistics (3PL) company that provides fully-customized dedicated transportation solutions for businesses all across the United States providing the industry's highest standards of customer service.

### Your Dedicated Partner

We understand that every business has their own unique supply chain objectives. With that in mind, we tailor our dedicated logistics solutions to fit into any business's current platform and can handle even the most complex supply chains. We listen to our customer's concerns and feedback and continually refine the model to surpass expectations.

### Dedicated Contract Carriage

From time-sensitive and unattended deliveries to freight brokerage, intermodal and LTL services, our wide range of dedicated contract carriage solutions will meet or exceed your business's expectations and offer all the benefits

that come with each of our dedicated fleet services. As your dedicated contract carriage team, we'll handle our core competency so you can focus on yours.

### Private Fleet Outsourcing

Assigned exclusively to your business, this dedicated platform allows you to manage your environment and have full control over your assets. This fixed-cost service will not only create savings, but it will also eliminate your risk and exposure.

### Dedicated Truckload

We don't just deliver your shipments; we deliver the industry's best customer service to ensure every truckload shipment is

distributed with the highest level of detail and integrity from the moment it leaves our facility until it's in the right hands.

### Final Mile

As an extension of your business, our drivers will ensure each of your deliveries are received on time, every time and handled with the utmost care and professionalism.

### Dedicated Warehousing

Gain a competitive advantage through your supply chain. Our centrally-located warehouses within our network can store products and set up a flexible, fully-integrated distribution network to meet the ever-changing needs of your business.

**Atech Logistics**  
PO Box 6836  
Santa Rosa, CA, 95401  
800-721-0333  
[www.atechdirect.com](http://www.atechdirect.com)



**ATECH**  
Logistics & Distribution

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# Atlanta Bonded Warehouse Corporation

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**Mission Statement:**

Our mission is to provide integrated warehousing, transportation, and co-packaging services to the food, pharmaceutical, and related CPG industries. Our goal is total customer satisfaction through continuous innovation in best practices and in technology by focusing on teamwork, integrity, and accountability, all in a safe working environment.



**A**tlanta Bonded Warehouse Corporation (ABW) has provided public and contract food-grade, dry and temperature-controlled distribution services for over 60 years. In 2016, ABW handled 5 billion pounds of product through 2.9 million sq. ft. of capacity in 10 food grade warehouse facilities across the southeast. This equates to 5.7 million pallets.

With our in-house carrier, Colonial Cartage Corporation, and our co-packaging expertise, ABW can build integrated solutions for your asset-based logistics needs in the Southeast, Southwest, Midwest, and Great Plains.

**Multi-Client/Public and Contract Warehousing**

Since its 1948 inception, ABW has offered multi-client/public warehousing services to its customers. Our customers from small to large enjoy the benefits of our superior customer service, strategic locations, and extraordinary attention to detail.

ABW has extensive experience operating contract (dedicated) facilities where either ABW or the customer owns or leases the facility, using either our Tier 1 WMS or the customer's proprietary system to drive any array

of services required for the business application. Our operations routinely score best-in-network across multiple Key Performance Metrics and we have received numerous awards for operational excellence.

**Transportation Services**

Colonial Cartage Corporation, our in-house carrier, is a full service carrier providing food-grade, dry and refrigerated TL, LTL, and pool distribution services for over 60 years. Colonial provides regularly scheduled temperature-controlled LTL delivery to all points in the Southeast, Midwest, Southwest, and Great Plains, as well as truckload and plant support services throughout its service area. As an asset based provider, Colonial's Services include consolidated order selection (bulk picking) and inbound consolidation to outbound cross-dock.

**Co-packaging / Repacking Services**

ABW provides co-packaging and repacking services to many of our contract and public warehouse customers. We store and manage packaging and supplies for our customers and are able to recover a high percentage of goods damaged in transit or in need of

packaging corrections.

With over two decades of secondary packaging experience, and now primary packaging experience, ABW continues to grow and develop its capabilities, co-packaging or building over 9.5 million cases in 2016. We have experience operating:

- High-capacity, high speed baggers
- Overwrap, shoe box, and box pack lines
- Flex lines for shelf ready displays as well as quarter, half, and full pallet displays.

**What does ABW offer that others do not?**

- Stability of ownership: same family for over 50 years
- A focus on our core competencies of warehousing, transportation, and co-packaging: not being everything to everybody
- A track record proving we are not interested in second place
- Long term investments in our facilities, technology, and people
- Quick decisions: change is not patient and you need answers
- Flexibility in pricing and structure: we are interested in a fair deal for a long time



**Atlanta Bonded Warehouse Corporation**

3000 Cobb International Blvd.  
Kennesaw, GA 30152  
General: 770-425-3000  
Sales: 678-322-3120  
info@atlantabonded.com  
www.atlantabonded.com

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# Atlantic Container Line

## A Grimaldi Group Company

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**Andrew J. Abbott**  
President & CEO

### The G4 is here! One Ship. Endless Possibilities.

#### Cargo capacity includes:

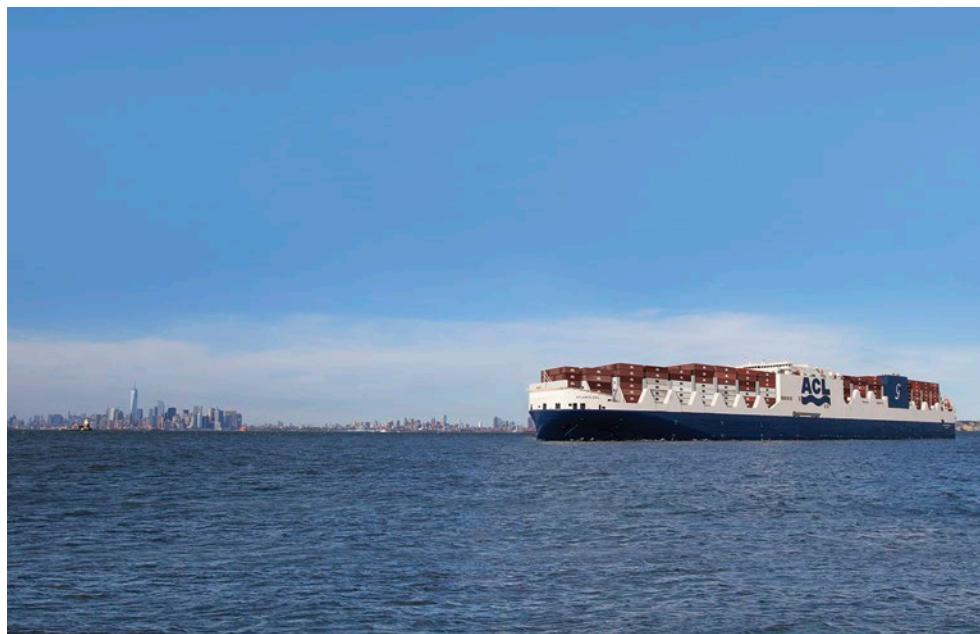
- 420 ton quarter ramp enables load and discharge of oversized cargo
- 28,900m<sup>2</sup> for high/heavy RORO cargo decks
- 1,300 vehicles
- 3,807 TEU cellular container capacity

#### ACL Featured Services:

- Weekly RORO Service to and from 8 North American and European Ports
- 5 weekly Transatlantic Container Services with Direct Calls at 15 Ports
- Unique ports, directly serving Göteborg and Liverpool
- 2 UK port choices: Liverpool and Southampton
- 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
- RORO Service from North America to the Middle East, Far East and Oceania

#### Atlantic Container Line

1-800-ACL-1235  
www.ACLcargo.com



The first three of five new vessels in ACL's G4 (Generation 4) fleet have arrived. The Atlantic Star, Atlantic Sea and the Atlantic Sail have been placed in their transatlantic service. The remaining two G4 vessels, the Atlantic Sun and Atlantic Sky, will be delivered in 2017. This will completely replace the ACL G3 fleet.

The G4 vessels are the first of their kind vessels and the largest RORO/Containerships (CONRO) ever built. They incorporate an innovative design that increases capacity without significantly changing the dimensions of the vessel. The G4s are bigger, greener and more efficient than their predecessors. The container capacity is more than doubled at 3800 TEUs, plus 28,900 square meters of RORO space and a car capacity of 1300+ vehicles. The RORO ramps are wider and shallower and the RORO decks are higher (up to 7.4 meters) with fewer columns, enabling much easier loading

and discharge of oversized cargo. Emissions per TEU are reduced by 65%. The fleet continues to employ cell-guides on deck, a feature that will allow ACL to extend its enviable record: ACL ships have never lost a container over the side during the last 50 years.

The five new G4 vessels will dramatically improve ACL's competitiveness on the North Atlantic. The G4s demonstrate to our customers that our Parent Company, the Grimaldi Group, continues to invest for the long-term in ACL's future. ACL has been successful during its 50-year history by doing things differently than all of its competitors. We employ unique ships, go to unique ports and carry cargo that others cannot carry. The new G4 fleet will enhance our cargo carrying capabilities. Combined with Grimaldi's ever-expanding service network, the G4s will enable ACL to provide even more services as a high quality container and RORO operator

for years to come.

Since 1967, ACL has been a specialized transatlantic carrier of containers, project and oversized cargo, heavy equipment and vehicles with the world's largest combination RORO/Containerships. The Company's headquarters are in Westfield, New Jersey with offices throughout Europe and North America. ACL offers five transatlantic sailings each week and also handles the Grimaldi Lines' service between the U.S. & West Africa and the Grimaldi EuroMed Service between North America and the Mediterranean. The Company also offers service for oversized cargo from North America to the Middle East, Far East and Oceania. ACL is a Grimaldi Group Company.



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## Averitt Express



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**Wayne Spain**  
President**Mission:**

With Averitt, you get access to an entire range of logistics and transportation services, all under a single, highly respected roof. From more flexibility and a broader range of options, to a consistent experience, complete accountability, and the peace of mind that comes from working with a resource you trust—you'll find everything you need in one mighty powerful place.



**A**veritt Express is a full-service transportation and supply chain solutions provider with more than four decades of award-winning industry experience. Since our founding in 1971, we have grown from a regional LTL carrier with three tractors to an international logistics company with nearly 9,000 associates and more than 100 state-of-the-art distribution facilities throughout the U.S.

Having built our reputation as a leader in LTL and TL services, we've also expanded our capabilities to meet any logistical need. Over the years, we've developed the strength of an asset-based carrier with the capabilities of a third-party logistics provider.

From intermodal services to innovative ocean forwarding solutions, such as the Asia-Memphis Express, there are no limits to what Averitt can do for our customers. While we take pride in our service capabilities, it's the partnerships that we build with our customers that keep us moving forward.

To succeed together, we strive to be the most:

- **Professional:** We view ourselves as an extension of our customer's business, which is why we keep one of the most well-maintained fleets on the road. Additionally, our drivers and associates go through in-depth training to ensure that they represent our customers as they would us.
- **Reliable:** Our around-the-clock support and 99 percent on-time record for expedited services are only two reasons why our customers always ship with us worry-free. In fact, shippers named us as the most recommended carrier in Mastio & Company's 12th annual LTL Carrier Customer Value/Loyalty Benchmarking study.
- **Unique:** Rather than simply offering a selection of service choices, we help our customers identify logistics solutions that are tailored to their individual

needs. With over 10 percent of our workforce having been with us for more than 20 years, our team's expertise and dedication help shippers to achieve their goals and overcome the most complicated logistical challenges.

In the end, our primary goal is to help companies of all sizes and industries worry less about logistics so that they can focus on growing their business. Whether it's a simple pickup and delivery, or a complex multiregional or cross-border distribution project, Averitt provides seamless solutions from origin to destination and anywhere in between. All with the simplicity of:

**One Contact. One Invoice.  
Zero Worries**

**That's The Power of One.**

**AVERITT**

**Averitt Express, Inc.**  
1415 Neal St.  
P.O. Box 3166  
Cookeville, TN 38502-3166  
1-800-AVERITT (283-7488)  
www.averittpress.com

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# Bahri Logistics

## The National Shipping Company of Saudi Arabia

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**Engr. Ibrahim Abdulrahman  
Al-Omar**  
CEO



**A**s a pioneer unit of Bahri, with more than 38 years longevity, Bahri Logistics is one of the very few marine transportation companies offering a full liner service between North America and the Middle East.

Operating six (6) modern multipurpose vessels – (4) vessels connecting the United States, the Kingdom of Saudi Arabia and major ports in the Gulf, Indian Sub-Continent and Mediterranean and (2) vessels connecting Europe, to the Kingdom of Saudi Arabia and key ports in the Gulf and Mediterranean, Bahri Logistics views itself as a niche carrier focusing on optimal cargo mix while specializing in “underdeck” storage capability.

Bahri Logistics also manages a container service yard facility at Jeddah Islamic port in Saudi Arabia to handle its containers, and has invested in a new IT system to integrate ports, agents and offices to provide superior customer services. A vast network of offices and

agents located around the globe facilitates the variety of services Bahri Logistics provides its clients.

Bahri was formed by a Royal Decree in the year 1978 as a public company with 22.5% ownership held by the Public Investment Fund “PIF” of the Saudi Government, 20% by Saudi Aramco Development Company, and the remainder widely held in public shares by Saudi Nationals and investors.

Bahri has grown from a small shipping firm operating multipurpose vessels into one of the biggest shipping conglomerates in the world and occupies a pre-eminent position among its industry peers at national, regional and international levels in all sectors of its business operations. Throughout its history, Bahri’s services have been expanded to include

transportation of general cargo, crude oil, chemical, liquefied petroleum gas “LPG” and dry bulk.

Having initially begun its operations strictly for transporting general cargo and containers, Bahri with its extensive track record, has garnered a reputation for providing a superior level of service to customers in all sectors.

Bahri owns and operates 36 VLCCs, including one VLCC designated as a floating storage unit, 4 MRs and 1 Aframax, 26 chemical carriers through Bahri Chemicals, a subsidiary established in partnership with SABIC, 5 dry-bulk carriers operated by Bahri Dry Bulk (BDB), a subsidiary established in partnership with ARASCO. Also 10 new VLCCs under contract will be delivered between 2017 and 2018.

**Bahri, The National  
Shipping Company  
of Saudi Arabia**  
info@bahri.sa  
www.bahri.sa

 **Bahri Logistics**  
البحري للخدمات اللوجستية

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# Bender Group

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**Steve Reid**  
*President*



Bender Group combines a small business approach with innovative and technology-based logistics solutions to help companies of all sizes improve their supply chain systems, from the manufacturing source through delivery to multiple distribution channels.

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

**F**ounded in 1945 by Edwin S. Bender in Reno, Nevada, Bender Group has over 70 years of experience in Supply Chain expertise. For almost three quarters of a century, Bender Group has provided outstanding logistics services to customers of every size and kind.

Starting with 60,000 square feet of space, Bender Group has continued to expand to over a million square feet with operations in Nevada, Virginia, and California. Bender Group offers a variety of warehouse and distribution services, international customs brokerage and freight forwarding and a complete transportation network including dedicated fleet, domestic brokerage, less-than-truckload, truckload and small parcel services.

### Distribution and Omni-channel Fulfillment

Bender Group's chief focus is providing flexible distribution and fulfillment 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 including omni-channel fulfillment. With bicoastal fulfillment facilities, Bender Group offers delivery service to 99.6% of the US population within 1-3 days delivery.

### Transportation

Whether you need national or regional LTL service via our core carriers, airfreight, 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 cost-effective, on-time delivery of goods to meet your business needs.

### 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 ever-changing world of trade and tariffs, while helping you make the strategic

decisions necessary to compete on the world stage.

### Information Technology

When CIOs are surveyed on what would improve their development or supply chain process, the overwhelming answer is increased visibility throughout their pipeline. Bender Group provides you with state-of-the-art systems, order processing, and communications systems to help you maintain clear visibility of your inventory and transactions from anywhere.

### Why Bender Group?

Our company culture fosters pro-activity, accountability, and execution. As a result, our logistics professionals have a deep sense of responsibility and empowerment to meet or exceed our clients' supply chain requirements. Bender Group has the agility to quickly implement intelligent ideas and technology, effectively addressing the ever changing dynamics of a company's supply chain.



### Bender Group

345 Parr Circle  
Reno, NV 89512  
800-621-9402  
775-788-8800  
775-788-8811

[www.bendergroup.com](http://www.bendergroup.com)  
[salesinfo@benderwhs.com](mailto:salesinfo@benderwhs.com)

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## Bettaway

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As a logistics provider with both asset and non-asset based 3PL solutions, Bettaway is equipped with the best of both worlds. Our company owned modern fleet insures our service commitments are met and gives us the flexibility to meet varying shipper needs. Our national 3PL service with over 30 years of experience gives Bettaway a broad reach and instant scalability. Our pallet management program is a unique offering that is unmatched by any other logistics provider. Bettaway Pallet Systems saves our customers millions of dollars per year versus multiple fee pallet rental programs. Additionally, Bettaway offers modern food-grade warehousing, pick and pack, and order fulfillment services.



**B**ettaway was founded in 1982 by Betty and Anthony Vaccaro as a beverage distribution company servicing restaurants, catering halls, and commercial accounts with our own private label beverages. We came to realize during the early years that our core business success was delivering and distributing products to our customers in a timely and reliable manner. With our newfound knowledge, the company decided to extend its delivery and distribution service to other beverage distributors and brands.

The new journey began in 1987 with a small regional fleet serving local beverage companies and beer distributors. Over the years, the Bettaway fleet has kept up with the pace of technology in every way, and remains a cornerstone of our company today. Our trucks still bear our original company name, Bettaway Beverage

Distributors, Inc.

In 1992, our fleet led to the development of our logistic division, Bettaway Traffic Systems, Inc. In expansion, we focused on national third party logistics management and became one of the first 3PLs.

With trucking and logistics came the responsibility of pallets. Having owned and operated businesses on all sides of the supply chain, we understood the challenges and financial pitfalls of the traditional pallet exchange process. In 1995, Bettaway Pallet Systems, Inc. (BPS) was founded as a spin-off from our logistics company to meet the growing demand for national pallet management. Today,

BPS supplies, retrieves, and repairs millions of pallets a year throughout the United States and Canada.

Today, the company continues under the leadership of family members Laura and John Vaccaro, together with a talented and diverse staff of professionals. Over the past thirty years, Bettaway has embraced the evolving technological requirements of our industry while still retaining personal interaction. Many of our original customers, dating back to 1982, are our customers today. We remain focused on providing a "Bettaway" of transporting goods, and the supply and retrieval of pallets.

**Bettaway**

110 Sylvania Place  
South Plainfield, NJ 07080  
T: 908.222.2500  
F: 908.222.2545  
www.bettaway.com

**bettaway**  
Transportation Logistics & Pallet Systems

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# BLG Logistics, Inc.

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**Roberto Patiño**  
President/CEO

### Mission Statement

Provide superior logistics services, value and innovation to our customers so they can focus on their core businesses.

Recruit, hire, develop and retain the best logistics teams in the industry and provide fulfilling careers, inspiring opportunities and security to our workforce.

Provide excellent returns to our owners and shareholders.

Be recognized as leaders in the communities and regions in which we operate.



### BLG Logistics, Inc.

10077 Brose Drive  
Suite 100  
Vance, AL 35490  
Tel: +1 844 671 1245  
Fax: +1 205 623 3186  
sales@blg-logistics.com  
www.blg-logistics.us



BLG Logistics, Inc. is the U.S. subsidiary of the BLG Logistics Group, which was founded in 1877 in Bremen, Germany and employs over 16,000 employees worldwide. We are a world leader in third-party logistics services, providing unique value-added solutions to highly technical clients. We utilize our international expertise, innovative technology, and developed workforce to bring the best of global logistics right to your doorstep.

With US headquarters in Atlanta, Ga., since 2004; BLG Logistics, Inc. is centered in one of the largest growth areas for the automotive industry in the Americas.

In addition to automotive parts and the international vehicle assembly supply chain, BLG Logistics serves general industry and manufacturing, electronics, high tech, and consumer goods industries. BLG Logistics offers comprehensive logistics know-how and experience in Contract Logistics, Warehousing,

Procurement, In-Plant Logistics, and Supply Chain.

### Divisions

#### Automotive Logistics

From materials management to production lines and transportation management to distribution to dealerships, BLG serves the world's leading automotive brands.

#### Contract/3PL

Our contract business division creates customized service packages for automotive parts logistics, industrial parts, finished product logistics and retail product logistics.

#### Container/Intermodal

BLG Logistics operates a network of ten container terminals and provides intermodal transportation and cargo-modal

services – handling over 13.3 million containers per year in Europe and Asia.

### Global Logistics Services

- Finished Vehicle Logistics
- Transportation Management
- Freight Forwarding
- Supply Chain Management
- Parts Consolidation
- Parts Assembly and Subassembly
- JIT/JIS Services
- Picking
- Pre-packing, Packing & Repacking
- CKD & SKD Services
- Sorting & Quality Control
- Reverse Logistics
- In-Plant Logistics
- E-commerce Fulfillment
- Warehousing
- Cross-docking
- Value added Services



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# BNSF Logistics, LLC

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**Ray Greer**  
President

### Mission Statement

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



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.

### Flexibility to Meet Our Customer's Needs – Corporate Integrity to Do it The Right Way

BNSF Logistics is a proud third-party service provider. All solutions are designed with the unique needs of our customers in mind. The level of customization varies, and is naturally more detailed and complex as the customer requirements or service solution dictates. Our operations are very entrepreneurial by design and our employees are empowered to incorporate creativity into designing and delivering service to their clients. With a globally recognized brand and reputation for being a responsible corporate citizen and embracing our corporate values, led by "Integrity", we take pride in conducting business around the world with an exacting standard for corporate compliance. Our customers value our commitment and investment in ensuring our services provide not only value, but peace of mind. Living out our tag line, "Yeah, We Can Do That" is the foundation of our service execution, commitment, and culture.

### Company Overview

BNSF Logistics is an industry-leading transportation intermediary, committed to providing value to each of our customers and differentiated by our extensive resources, extensive and balanced service portfolio and uncommon financial depth. We are one of the fastest growing 3PLs in North America and pride ourselves on world-class customer service, innovative and flexible service solutions and a diverse suite of logistics services. BNSF Logistics is an indirect, wholly-owned subsidiary of Burlington Northern Santa Fe LLC, a Berkshire Hathaway company.

Our vision is to establish BNSF Logistics as the leader in providing creative logistics solutions that consistently exceed customer expectations. We handle everything from ultra-complex, multi-modal freight movement around the globe to simple, day-to-day transportation freight solutions across North America. Our expertise spans an array of

modes, including truckload, project cargo, ocean, rail and rail transload, air, LTL, and intermodal.

### Who We Are

BNSF Logistics is a non-asset based logistics provider by choice. Freeing ourselves of asset ownership allows us the flexibility to respond to the needs of our customers, first, foremost and exclusively. Any company with assets must focus on maximizing the utilization and balance of those assets. This puts the needs of the carrier asset above the capacity and service requirements of the customer. As a non-asset based provider, BNSF Logistics has access to a nearly limitless supply of capacity.

### Core Competencies

BNSF Logistics has available expertise, capacity and capabilities in four distinct but often overlapping markets; Domestic, International, Project Cargo and Solutions Design. We invest in complex pursuits to find the most attractive and cost-effective solution each

**BNSF Logistics, LLC**  
2710 South 48th Street  
Springdale, AR 72762  
+1-866-722-9678  
contactus@bnsflogistics.com  
www.bnsflogistics.com



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# Brown Integrated Logistics

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**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 world-class logistics services.



and managing drivers and equipment.

■ **Regional & Short Haul Truckload:** Regional same-day on-time, intact, and on-budget delivery in the Southeast. With 21 terminals and 24 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.



## 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 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



## 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 Integrated Logistics

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



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# Cardinal Health Integrated Logistics Services

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**Theron Neese**  
*Vice President*

**Our mission:**

We provide our customers with a competitive advantage and the ability to focus on their core business through seamless management of their healthcare supply chain.



**Cardinal Health Integrated Logistics Services**

7000 Cardinal Place  
Dublin, OH 43017  
614-757-9228  
ILSInfo@cardinalhealth.com  
www.yourhealthcare3PL.com

Jenn Lewis  
Director of Marketing  
614-553-4592  
Jenn.Lewis@cardinalhealth.com



She isn't worrying about your supply chain. Neither should you.

You're in the business of healing—not hassling with your supply chain. Yet all too often, that is how you spend your time. Shipping to distribution centers all over the country. Keeping up with new and changing regulations. Looking for smarter ways to lower costs, without compromising safety or on-time delivery. To make a difference, your products have to be there, at her side. So we'll be here, at yours.

When you are ready to move

your products, Integrated Logistics Services is your healthcare 3PL.

Integrated Logistics Services is the complete 3PL solution for healthcare, combining a nationwide network of distribution centers, transportation logistics and regulatory expertise. We are a complete source for medical-supply supplies and devices to

every point of care—including hospitals, surgery centers, and even patients' homes. We collaborate closely with every client to customize the right solution, from enhancing transportation to offering a fully outsourced, turnkey supply chain. So you can keep your products moving—no matter what. Because we are Your Healthcare 3PL.



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# CaseStack, Inc.



**Dan Sanker**  
CEO

**Vision Statement:**

CaseStack provides collaborative logistics infrastructure that empowers clients to confidently dominate their market with consistently better supply chain performance and lower total costs.



**Consolidation Center Locations**

- Buena Park, CA
- Atlanta, GA
- Chicago, IL
- Scranton, PA
- Dallas, TX
- Kent, WA
- Toronto, Canada

**Corporate Office Locations**

Fayetteville, AR  
Santa Monica, CA  
Contact Information  
855-638-3500 or 479-856-6142  
consolidation@casestack.com  
www.casestack.com



**Retailer Consolidation Programs**

CaseStack, the industry leader in collaborative retail consolidation programs, supply chain management, and integrated warehousing services, reduces costs for consumer goods companies worldwide. CaseStack collaborates with customers, using our expertise and strategic supply chain relationships offering consolidation of less-than-truckload (LTL) shipments to full outsourcing of our clients' comprehensive supply chain network.

CaseStack provides each of our clients with customizable and scalable supply chain solutions. We work diligently to maintain partnerships through collaborative and innovative programs that are designed to fit each supplier's unique distribution needs.

CaseStack's supply chain solutions transform small to midsize CPG companies into worthy adversaries of the largest Fortune 500 companies.

**How Freight Consolidation Works**

CaseStack combines supplier's weekly purchase

orders through our network of consolidation centers or via a cross-dock program. By matching up customers' purchase orders, destined for the same retailer, CaseStack is able to offer proportional full truckload pricing instead of costly LTL rates.

CaseStack, Inc. consolidates weekly purchase orders to the following retailers: Walmart, Kroger, Sam's Club, Target, Costco, Whole Foods, Publix, Safeway, H-E-B, Ralph's, Roundy's, Supervalu and many more throughout the U.S. and Canada.

**Supplier Benefits:**

- Increased on-time performance
- Improved on shelf availability
- Reduced order cycle times
- Improved retailer scorecard
- Decreased inventory costs
- Sustainable solution

**Retailer Benefits:**

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

**CaseStack, Inc. Proprietary Technology Platform**

CaseStack is a step above the industry standard with our innovative and proprietary Warehouse Management System that allows full data security and 24/7 visibility of your entire supply chain processes.

CaseStack is able to ensure that customers' data is protected with redundant servers and an off-site data recovery system ready to keep your logistics operations running smoothly. With a business continuity plan surpassing that of Fortune 500 companies, CaseStack's systems offer redundancy and reliability that is second to none.

Our web-based platform (WMS) gives clients the ability to:

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



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# Cass Information Systems, Inc.



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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.**

**Solving Complex Needs**

**Providing Leading Edge Solutions**

**Financial Security And Stability**

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

- 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.

**C**ass is the leading provider of freight audit, payment and business intelligence services, leveraging over 60 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



## Cass Information Systems, Inc.

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

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# Celadon Logistics

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**Jon Russell**  
President

## Mission

We are dedicated to delivering lean solutions to our customers and providing a dynamic and challenging environment for our employees. Through our logistics and distribution competencies, we are committed to meeting our customers' supply chain needs in a responsive, consultative, and passionate manner.



**C**eladon is more than a trucking company. Celadon Logistics is a full service 3PL, providing customized solutions in supply chain management, warehousing and distribution. The team at Celadon Logistics helps optimize material flow through our consolidation network in moving freight within the U.S., Canada and Mexico.

## Transportation Management

Our logistics experience and technology enable us to design and implement supply chain solutions that operate at peak efficiency.

### Lead Logistics Provider

Celadon Logistics serves as a seamless extension to your logistics organization. We can support your transportation needs, including procurement, bid management and carrier compliance.

### Network Design and Software

We utilize powerful, cloud-based software to analyze, identify and execute necessary network design. Our transportation management software executes all modes of transportation on one platform for ease of use and allows for

real-time optimization and modeling.

### Freight Pay and Audit

We have the ability to audit all transportation invoices including parcel, ocean, LTL and TL as well as ensure carriers are invoicing you correctly. In addition, we can allocate costs based on complex requirements and assist with monthly accruals.

## Transportation Services

Celadon Logistics provides a network of transportation solutions to our customers through a broad offering of multimodal transportation options.

### Freight Consolidation

We manage a consolidation network with cross docks strategically located throughout North America. Our network enables us to improve trailer utilization, while reducing handling and improving the transit process.

### Capacity Solutions

We offer capacity solutions, including spot capacity, seasonal surges or a single-source provider. We offer and support all modes of service including LTL, FTL, TOFC & COFC, Temperature Controlled, Flatbed and Expedited.

## Expedite

We have the capability to arrange expedites of all sizes, using our network of ground and air partners.

### Carrier Network

Our partner carrier network includes more than 7,000 trusted carriers.

### Rates

We can create flexible programs that incorporate contractual pricing or spot pricing.

## Warehousing and Distribution

Celadon Logistics has more than two million square feet in dedicated (one client) and shared (multi-client) state-of-the-art facilities across the country.

## Value-Added Logistics Services

In addition to storing your inventory, we help improve the performance of your supply chain including sub-assembly, kitting/sequencing, re-packing and quality screening.

## Value-Added Engineering Services

Celadon goes beyond core warehousing and distribution services to provide you with engineering services that focus on applying lean principles to drive efficiency.



### Celadon Logistics

9503 East 33rd Street  
Indianapolis, IN 46235-4207  
800-235-2366  
317-972-7000  
[www.celadonlogistics.com](http://www.celadonlogistics.com)

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# Cheetah Software Systems, Inc.



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**Greg Confer**

*VP of Business & Logistics Solutions*

For nearly three decades, Cheetah's mission has been to help consumers get what they want, where they want, fast, always on-time, with real-time visibility into the status of the shipment, and flexibility to change their delivery preference anytime. Cheetah LOOP® (Logistics Operations Optimization Platform®) is the world's most advanced SaaS Cloud based platform for dynamic live optimization of logistics networks. We help companies re-engineer customer experience and provide fastest delivery service at the lowest cost by optimizing the entire supply chain. If you want to disrupt your marketplace, Cheetah is the best choice for your strategic partner.

Only Cheetah enables Customers to **Place** and **Receive** their **Orders** and **Services Where** they want, **When** they want for the **Least Cost, On Time** with **No Wasted Customer's Time**.



## Cheetah Software Systems, Inc.

31280 Oak Crest Drive, Suite #3  
Westlake Village, CA 91361  
805-373-7111  
info@cheetah.com  
www.cheetah.com



## Consumer Experience Re-engineered

In a world where everything is on-demand, it has never been more important for your business to deliver.

Today's on-demand economy presents some serious logistical challenges – challenges that an operations manager or even a roomful of dispatchers cannot solve efficiently. Logistics businesses are expected to be flexible enough to constantly react and adjust to real-time information. Whether it is the placement of a new rush order, last minute cancellations, or other unforeseen events, your operations team must deal with these as efficiently as possible, to stay competitive.

Cheetah (LOOP®) provides a seamless operational experience in real-time, with full visibility, predictive ETA's, Arrival/Departure status, Signature captures on (POD), Camera Integration and confirmation of messaging with one predictive system. Shifting from information visibility for only select individuals, to global visibility with predictability to all involved in the delivery chain.

- 1 Dispatcher manages over 100 routes and drivers
- Centralized dispatch
- Reduced Customer service calls and customer wait time
- Adapt routes live to changing conditions
- Improve operations continuously with self-learning algorithms
- Reduce operating cost

## Cheetah Software Systems

Cheetah (LOOP®) is the only operations solution that not only plans delivery routes, but also predicts extremely accurate arrival times as it adapts, live and automatically, to changing operational conditions. These changes include traffic, weather, accidents, customer cancellations, new stop-insertion and driver exceptions. The Cheetah optimization engines receive real-time events like GPS while tracking all drivers in its operational network allowing its optimization engines to seamlessly guide the driver through every step of the process. Customers, Store Managers and Corporate have a real time, live view of

the entire network and its delivery performance for all its customers, allowing companies to be operationally proactive rather than reactive.

The Cheetah platform utilizes street network data from multiple sources including TomTom, Google and its own network to calculate the travel time between stops while incorporating historical traffic analytics. Google Live Traffic data and Cheetah's live dynamic re-optimization occur continuously with every live changing event on the road, resulting in pinpoint operational accuracy. The Cheetah platform has been successfully integrated with its customer's enterprise technology platforms supporting many different verticals. These enterprise customers include the likes of FedEx, Macy's, JS Logistics, Ward Trucking, Central Freight and Cardinal Health. These system integrations incorporate a variety of operational systems like POS, E-commerce, WMS, TMS and accounting production systems to synchronize the entire end-to-end logistics process.

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**Keith Reardon**

*Vice President-Intermodal*

"I'm proud of our intermodal team and our commitment to bringing great service to our customers. A fluid and efficient supply chain is what they expect from us, and that's how we measure our success. Whether importing, exporting or just shipping locally, we have the right people, the port and terminal partnerships in place, and the logistics expertise to keep things moving."



**C**N is a leader in the North American transportation services industry focused on supply chain innovation and collaboration. We offer integrated shipping solutions, including rail, intermodal, trucking, freight forwarding, warehousing and distribution.

Whether you're shipping across CN's rail network of more than 19,600 miles, shipping globally through the many ports we service on three coasts, or leveraging well over 20 strategically located intermodal terminals across our network, we connect you with the people that matter most: your customers. CN has the only rail network that touches three coasts in North America, accessing the Atlantic, Pacific and Gulf coasts. Our strategically placed intermodal terminals give you easy access to over 75% of the U.S. markets and all Canadian markets.

At CN, we work together with our customers to ensure that their products get to market as efficiently as possible. We recognize that when they grow,

we grow. So we work hard with our supply chain partners to innovate, create and implement solutions that seek to drive sustainable, long-term growth for our customers. We've put in place ground-breaking Service Level Agreements to open communication between CN and our port partners. These agreements allow us to improve your total supply chain from vessel to rail, trucking, warehousing, distribution and everything in between.

CN plays a key role in fostering the prosperity of the North American markets we serve and is therefore a true backbone of the economy, transporting approximately C\$250 billion worth of goods annually. CN is an indispensable transportation supplier for many key sectors in North America, from grain and forest products to industrial products and the automotive sector, moving raw materials, intermediate goods and finished products to market. With our extended reach to the markets and manufacturers of

Asia and the rest of the world, CN is also a key gateway for North America's participation in the global economy, helping you win in the markets where you compete.

For CN, efficiency and safety are paramount. CN has invested \$55-million in two dedicated safety facilities in Winnipeg and Chicago, CN Campus. This is where our railroaders learn safety culture, with the skills and practices they need to build that culture up for future generations. So far, 15,000 employees have completed a range of training programs at its two campuses since they opened in 2014. Under its new CN Campus Partnership Program, CN has also provided its customers safety training. We understand the importance of building a safe network with fast, fluid cargo movement for our customers.



**CN**

Montreal (Headquarters)  
935 de La Gauchetière St. West  
Montreal, Quebec, Canada  
H3B 2M9  
Sales: 1-888-MOVIN CN  
www.cn.ca

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## Corporate Traffic

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### Mission Statement: Never Settle.

At Corporate Traffic, we deliver the goods. That's because we NEVER SETTLE for anything less than the best in logistics services. NEVER SETTLE is a quantifiable mentality that all our employees, drivers and vendors embrace to deliver the results you need, when you need them. We simply deliver the goods. And we NEVER SETTLE for anything less than the best. We don't expect you to either!



**F**rom beer to healthcare products, some of the nation's most successful companies rely on Corporate Traffic for their logistics needs. And the reason is simple: We deliver the goods.

Corporate Traffic began in the imaginations of three young brothers who dreamed of achieving success in the same industry as their father, who ran a trucking company. Christopher, Chad and Craig Cline went on to start Corporate Traffic in 1992 with the goal of creating a worldwide logistics company their father would be proud of. Today, the dream is real, we're still family owned and operated, and we deliver the goods, even when

others can't.

We have the trucks. We have pioneered a dual-service approach allowing our trucks and logistics services to work in tandem. And we deliver your goods on time, intact and on budget. Known internationally for a comprehensive range of capabilities, Corporate Traffic has built a reputation for offering a higher level of service, owning the entire logistics process from start to finish.

Our accomplished professionals work with cutting-edge technology to make doing business with Corporate Traffic easy, rewarding and remarkably affordable. We work hard to build strong relationships with

our clients, and constantly seek better ways to meet their needs and exceed expectations, whether by full truckload, less-than-truckload, intermodal services or dynamic technology.

If you need stability, control and the flexibility to handle every bump in the road, you need Corporate Traffic. We deliver the goods.



**CORPORATE TRAFFIC**  
LOGISTICS

NEVER SETTLE.

**Corporate Traffic**  
2002 Southside Blvd.  
Jacksonville, FL 32216  
800-787-2334  
Fax: 904-727-6804  
cti@corporatetraffic.com  
www.corporatetraffic.com

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## Coyote Logistics



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**Jeff Silver**

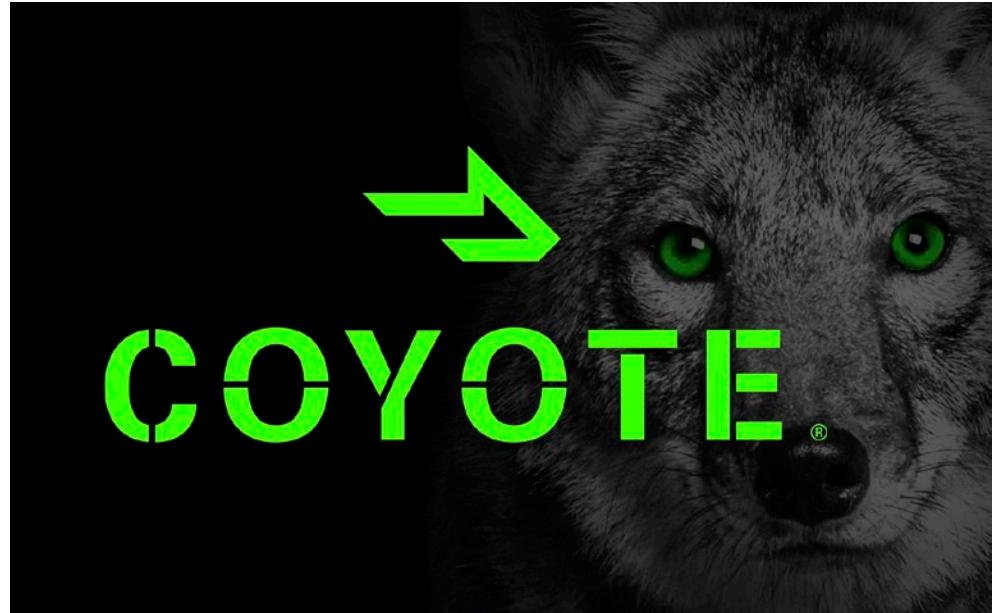
CEO and Co-founder

Coyote's "No Excuses" philosophy to offer both shippers and carriers the best service experience in the industry has catapulted it to be one of America's leading 3PLs. Coyote's fanaticism for this commitment is fueled by its culture, people, and technology every day. Coyote invests in its employees, offering rigorous training programs, accessible leadership, talent development, and more.

Ten years after its founding in 2006, Chicago-based Coyote has grown to a pack of 2,000 employees operating in 17 offices. In September of 2016, Coyote opened its first office in Mexico, placing down roots in Guadalajara, Mexico. Coyote offers a vast North American carrier network; truckload, less-than-truckload, and intermodal brokerage services; cross-border transportation services; unique solutions including an internally developed transportation management platform and Private Fleet Service; and CoyoteGO, our mobile app. In 2015 Coyote became a subsidiary of UPS.

**Coyote Logistics**

2545 W. Diversey Ave.  
Chicago, IL 60647  
877-6-COYOTE  
Contactshipper@coyote.com  
www.coyote.com



**C**oyote specializes in truckload (dry, temperature-controlled, open-deck, and more), less-than-truckload, and intermodal (specialized rail) modes and cross-border transportation for more than 14,000 shippers, from Fortune 100 companies to small businesses, across many different industries. Coyote's ever-growing network of more than 40,000 transportation providers is one of the largest in the industry.

Backed by an internal team of transportation experts and software developers, Coyote designs and builds its technology in-house. The company's Collaborative Transportation Management (CTM) service provides shippers with exceptional supply chain visibility and cost control. Because the platform is customizable, Coyote can support each individual shipper's needs, helping each unique supply chain

run as efficiently as possible. CoyoteGO, Coyote's mobile app, is built for efficiency and convenience to allow carriers to be in touch with Coyote 24/7/365. Drivers can check in, view load details, send updates, and submit paperwork, all with just one touch.

CEO Jeff Silver started in the transportation and logistics industry in 1984, when he moved to Chicago to join a friend's start-up logistics company. By the time American Backhaulers was sold in 1999, it had grown to be the second-largest freight brokerage in North America at the time.

Silver then took a five-year hiatus from the industry, during which he pursued his MBA at his alma mater, the University of Michigan, and a master of engineering in logistics at MIT.

Throughout his three decades in the industry, Silver had known there was a need for a stronger service commitment. Backed by his deep experience and advanced education, Silver embarked on a mission to change it. He teamed up with his wife, Marianne—also Coyote's chief people officer—to found Coyote in 2006. In 2015, under Silver's leadership, Coyote became a subsidiary of UPS.

**COYOTE**®**Take the next step now.**Request information, pricing, or a proposal at [inboundlogistics.com/planner-rfp](http://inboundlogistics.com/planner-rfp)

# CSX Transportation Intermodal



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## Are your over-the-road freight moves optimized?

We have found that 96% of shippers have at least one sub-optimized freight move hidden in their network. Converting sub-optimized over-the-road freight that is better suited to move via intermodal rail can result in short and long-term benefits such as immediate cost savings and access to scalable capacity that can flex in times of tightened capacity.

## Build an efficient and reliable transportation network for the future. Analyze your freight today.

>> Visit [H2Roptimizer.com](http://H2Roptimizer.com) to request a complimentary analysis of your freight network.

## CSX Transportation Intermodal

550 Water Street  
Jacksonville, FL  
855GROWH2R  
(855-476-9427)  
[Intermodal.com](http://Intermodal.com)



**A**s the transportation landscape evolves, it is critical for shippers to proactively protect their supply chains and transportation networks from disruption.

For supply chain leaders looking to minimize the risk to their own transportation networks, intermodal rail can be a powerful solution. Intermodal allows shippers to optimize their transportation networks by leveraging the economic efficiencies of rail, enhanced by the flexibility of truck for freight moves going 500 miles or more. Adding intermodal into the transportation mix delivers tangible cost savings, reduces reliance on a single source of capacity and lowers carbon emissions.

The first step to transportation network optimization is to identify and convert any sub-optimized freight that may be hidden in the network. Sub-optimized freight is an over-the-road freight move that has an intermodal alternative.

Intermodal.com includes resources to help shippers ready their supply chains for intermodal conversion, including information on how to:

- **Identify Truckload Moves with an Intermodal Alternative.** The Highway to Rail (H2R) Optimizer is a comprehensive tool that identifies, on a large scale, the freight within a network that is most attractive for intermodal conversion. Using origin and destination zip codes, along with volumes for each lane, a complimentary analysis is performed to help shippers achieve transportation savings and access to scalable capacity that can flex to meet demands.
- **Build Custom Shipments.** The interactive intermodal map allows shippers to explore the CSXT-served intermodal network and create custom shipments to evaluate if intermodal is a good fit for their freight move.
- **Calculate Carbon Emissions Savings.** Moving freight by rail instead of truck results in a 75% reduction of carbon emissions. The Carbon Calculator provides shippers the carbon savings that result from converting freight from the highway to intermodal rail.
- **Properly Block & Brace.** LEADS (Load Engineering and Design Services) is a team of engineering experts who offer free blocking and bracing consulting and are available to come onsite and assist companies in customizing a solution that meets their shipping needs.

Build a resilient transportation network with CSX Transportation Intermodal. Not only will shippers have access to the most intermodal rail transportation lanes in the East, but they will also benefit from an established and far-reaching network that reaches two thirds of the U.S. population. As one of the nation's leading intermodal carriers, CSXT Intermodal is there every step, and freight-ton mile, of the way.

Visit [Intermodal.com](http://Intermodal.com) to learn more.



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# CT Logistics

Confidence, Trust, Leadership, Traditions since 1923.

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**Allan J. Miner**  
President

The associates of CT Logistics are committed to providing superior supply chain business services and software solutions. Our leadership has been earned with over 94 years of client confidence and trust.

**ISO 9001:2008**  
**SOC II**



to find solutions that will keep your company abreast of shifting business environments and opportunities to remain ahead of your competition.

**CONFIDENCE.**  
**TRUST. LEADERSHIP.**  
**TRADITIONS SINCE 1923**

They've become part of an important 94 year tradition that our clients have come to rely on when partnering with us. But just as important is the future the CT team will help you build. Our services and software are constantly evolving to provide you with the latest leading-edge tools and technology with user-friendly applications that will help manage and reduce logistics costs while adding value and more to your bottom line.

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

**CONFIDENCE**

CT provides more than 94 years of experience with comprehensive, broad supply chain accounting and business intelligence solutions tailored to meet your company's unique needs. We give you the confidence to trust CT, a premier provider in freight bill audit and payment, along with transportation management services. It is our desire to assist you in managing your transportation spend and data so you can focus on what matters most, which is efficiently and effectively running your supply chain management programs.

**TRUST**

Small firms to Fortune 100 corporations across the country, and around the globe, have trusted CT 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 our clients by utilizing our expertise and technology to maximize their ROI and provide the flexibility they need to compete in an ever-changing, global marketplace.

**LEADERSHIP**

CT is a leader in the freight bill audit, payment and transportation management services industry. CT's portfolio of software solutions includes: our TMS software, CTLion™, our customized freight audit & payment system, AuditPay™; our rating and routing program, FreitRater™, and our exclusive shipper's co-op program, TranSaver™. We take paths least explored



**CT Logistics**  
12487 Plaza Drive  
Cleveland, OH 44130-1084  
216-267-2000  
[sales@ctlogistics.com](mailto:sales@ctlogistics.com)  
[ctlogistics.com](http://ctlogistics.com)



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# CTSI-Global

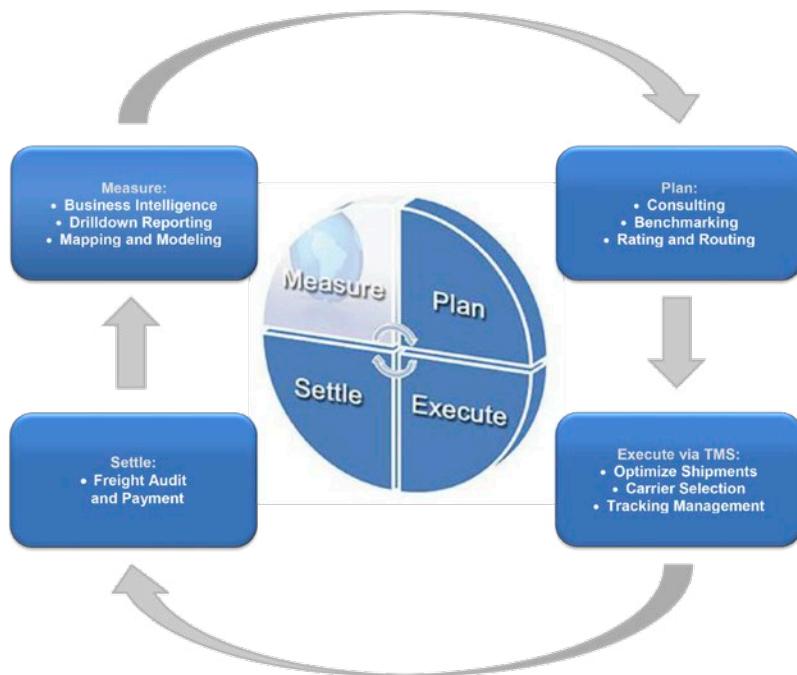
## Your Link to Supply Chain Solutions

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**J. Kenneth Hazen**  
President and CEO

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



### End-to-End Supply Chain Solutions

Since 1957, CTSI-Global has provided greater control over supply chains for improved efficiencies and higher savings to clients from all industries. Shippers and 3PLs alike are able to manage all aspects of their supply chains within one global database with our business intelligence, TMS, freight audit and payment, and consulting services. Partnering with one expert provider for all your logistics needs ensures seamless integration to eliminate redundant processes and costs while providing the visibility you need.

■ **Business Intelligence.** Dynamically report and drill down into your data through CTSI-Global's KPI dashboards for insight into continuous process improvement and maximum

savings. Graph, map, trend, and model your operation.

- **TMS.** Plan and execute shipments to manage orders, optimize loads, select carriers, tender shipments, manifest parcel, track shipments, and manage claims.
- **Freight Audit and Payment.** By allowing experts to manage contracts, audit bills, allocate charges, make payments, and report the results, you are assured of paying the correct amount.
- **Consulting.** With the information gained from these technologies, CTSI-Global is able to improve client results by consulting in all key areas of interest, including benchmarking, KPI management, global network design, bid preparation, and negotiations.

### Global Vision

CTSI-Global's technology solutions automate manual processes, improve performance levels, and decrease transportation costs for clients around the globe. Our solutions can be customized to each client's global business requirements, including processing in many currencies and languages as well as paying duties and taxes. Our dedicated business analysts support our clients and their carriers with day-to-day questions and all-inclusive business reviews.

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



#### CTSI-Global

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

Locations:  
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India • Ireland • Singapore

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## DDC FPO

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**Chad Crotty**

*Vice President of Sales*



## DDC FPO

## YOUR FREIGHT BACK OFFICE PARTNER

### Mission Statement

DDC FPO's mission is to create long-term value for the global freight industries through custom-designed innovative solutions. We aim to fundamentally improve the back-office operations of freight business processes through our revolutionary technology, global support and over 25 years of project management expertise.

DDC FPO is a division of The DDC Group, a leading global provider of business process outsourcing (BPO) services and solutions, since 1989. With operations across North America, Europe and Asia-Pacific, DDC's 4,000-strong staff delivers services in over 40 languages with cutting edge technology using ahead-of-the-curve industry standards. Our hybrid model of onshore project management and offshore production equips our world-class clientele with strategic B&KPO solutions.

### How FPO Began

In 2005, a top U.S. carrier approached The DDC Group, as they knew of the team's project management expertise. The carrier expressed interest in exploring what customizable solutions DDC could create for their troubled back-office business process operations.

After spending a considerable amount of time with the carrier's management team, the root causes were pin-pointed. The carrier's primary issue was a lack of standardization in their billing process. This disorganized structure led to a ripple effect of inefficiencies: reducing personnel productivity,

generating errors and driving up business costs.

DDC's project management team tackled these obstacles with a custom-designed BOL data capture solution. The carrier reaped compelling results from the new BOL standardization process. Efficiencies vastly improved and the company began seeing significant returns on their investment.

The DDC Group decided to share this freight process outsourcing (FPO) opportunity with other carriers by creating a division dedicated solely to the freight industry. DDC FPO was born!

### The Story Continues

DDC FPO is now a world-leading specialist in Freight Process Outsourcing [FPO]: The digitization, capture and processing of freight-based paperwork or associated tasks.

As a key partner for our nation's top freight companies, DDC FPO significantly reduces costs and improves operational efficiencies, so clients may focus on their core business.

Over the past ten years, we have designed and implemented more freight billing solutions than any other company. Today DDC FPO

processes over 20% of all LTL bills in the U.S.

Currently, we are developing a suite of tech-enabled data-capture solutions for a variety of applications that reduces man-hours, improves efficiency, and speeds up the workflow process. We continually strive to develop custom systems that meet our clients' needs—enhancing the quality, cost containment and labor elasticity of their freight back-office operations. At DDC FPO, you can count on us as your freight back-office partner!

### DDC FPO

Chad Crotty  
Vice President of Sales  
303-674-0681, ext. 103  
ccrotty@datacapture.com

4611 Plettner Lane, Suite 130  
Evergreen, CO 80439  
303-674-0681  
info@datacapture.com  
www.ddcfpo.com

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**Deposco**

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**Bill Gibson**  
CEO

**Mission Statement:**

Provide innovative e-commerce, retail and omni-channel fulfillment capabilities that improve service levels and reduce operational costs. Our products and employees are ORANGE:

- O**pen
- R**espectable
- A**ccountable
- N**imble
- G**iving
- E**xcellent



**Optimize Your Supply Chain with Cloud-Based Bright Suite™**

[www.deposco.com](http://www.deposco.com)

**CIO Outlook TOP 100 Retail Management**  
Systems Solution Providers-2016



**Deposco**

4800 North Point Pkwy  
Suite 100  
Alpharetta, GA 30022  
877-770-1110  
[www.Deposco.com](http://www.Deposco.com)  
[info@deposco.com](mailto:info@deposco.com)

**D**eposco™ provides a cloud-based SaaS platform for managing sourcing, orders and fulfillment across multiple warehouses, channels, marketplaces, vendors and stores. Deposco's Bright Suite, a rich set of integrated applications, helps distributors, manufacturers, retailers, agencies and 3PLs streamline their supply chain operations by synchronizing data flows between operations, marketing and accounting.

The Deposco Bright Suite of applications provides connected functionality between capable stand alone applications which include functionality including:

- Bright Warehouse, an automation powerhouse for warehouse management including receiving, picking and fulfillment, inventory management and putaway
- Bright Order for order orchestration and inventory allocation and management

- Bright Source for sourcing and fulfillment, vendor management, replenishment, and drop ship management
- Bright Store retail point of sale designed for supporting new models of store based fulfillment, transfers and returns
- Bright Performance provides customized reporting and dashboards to enable better insights around inventory, orders and shipping
- Bright Socket enables an ever growing list of 45+ applications to be easily enabled including e-commerce, marketplace, accounting, shipping and marketing systems such as Jet, UPS, or Quickbooks.

Altogether, Deposco's solutions provide businesses enterprise-grade Distributed Order Management (DOM), Inventory Management, Warehouse Management (WMS), Vendor Management,

integrated Point of Sale, Forecasting, Reporting along with consulting services and integrated hardware. It's time for a wholistic view into your business processes to drive profitable growth. Shed light on logistics with Deposco's Bright Suite.

Headquartered in Alpharetta, Georgia, Deposco supports fulfillment within over 50 countries, and has integrated over 40 marketplaces, ecommerce and payment platforms into the Bright Suite. Deposco is a certified UPS Ready, FedEx, USPS and Canada Post integrated vendor.

Recent industry awards & accolades include 2015 Gartner Cool Vendor, Best of SaaS Showplace BoSS Award, Inbound Logistics Top 100 2015 & 2016, Supply Chain & Demand Executive Top 100, Top 10 Retail Management Systems Solutions Providers 2016 by Retail CIO Outlook.

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# Descartes Systems Group

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**Edward J. Ryan**  
Chief Executive Officer

**Mission Statement**

Connecting logistics-intensive businesses in commerce by uniting the people and technology that move the world.



**D**escartes is the global leader in providing on-demand, software-as-a-service solutions that improve the productivity, performance and security of logistics-intensive businesses by helping companies to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; access global trade data; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world's largest, collaborative multimodal logistics community.

**Descartes Routing, Mobile & Telematics™**

- Optimized route planning
- Dispatching and GPS tracking
- Mobile applications
- Telematics
- Fleet/driver, compliance and performance management

**Descartes Transportation Management™**

- Carrier contracts

- Transportation plans across all modes
- Connections to trading partners
- Control flow of prepaid freight
- Track shipments and inventory
- Audit freight
- Dock appointments and trailer movements
- Supplier/carrier performance

**Descartes Global Logistics Network™**

- Value-added network services
- Multimodal, inter-enterprise electronic data and document exchange
- All transportation modes and messaging standards
- Share commercial, logistics, customs and product data across systems

**Descartes Customs & Regulatory Compliance™**

- Cargo security screening
- Customs declaration filings and compliance
- Secure connections to governments and regulatory agencies

**Descartes Global Trade Content™**

- Classification
- Valuation
- Denied and restricted party screening
- Enterprise Resource Planning (ERP) integration
- Global Trade Management (GTM) integration
- Integration with other internal systems

**Descartes Broker & Forwarder Enterprise Systems™**

- Shipment management
- Transportation bookings
- Security filings
- Customs entries
- Warehousing
- Accounting

**Proven Expertise**

With thousands of customers worldwide, Descartes has a proven track record of helping companies drive logistics value by automating processes, enhancing service, improving profitability and ensuring compliance. Descartes' headquarters are in Waterloo, Ontario, Canada and the company has offices and partners around the world.

**DESCARTES™**

**Descartes**

Sales Inquiries

**International:**

519-746-8110 x 202331

**North America:**

800-419-8495 x 202331

Email: [sales@descartes.com](mailto:sales@descartes.com)

[www.descartes.com](http://www.descartes.com)

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# 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**

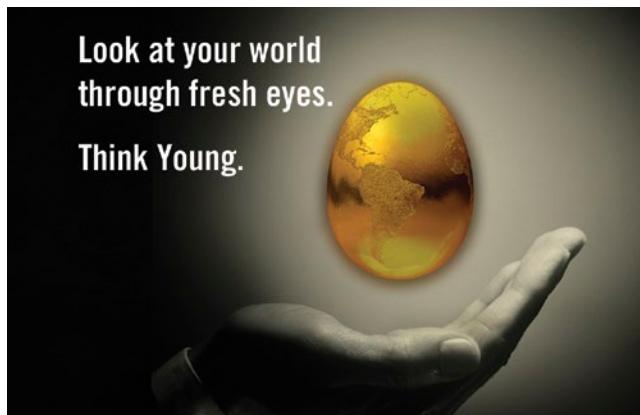
- Air Services
- Ocean Services
- Ground Transportation
- Customs Brokerage
- Security Management
- Documentation
- E-Business



**DF Young Inc.**

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

Contact: Steve Giampapa  
Director of Operations  
610-725-4000  
Steve.giampapa@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.

**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

**Pharmaceutical Sample Distribution**

DF Young maintains a Dedicated Pharmaceutical Division with highly trained operations and customer service teams specializing in the pharmaceutical industry. They provide a significant cold chain and launch experience.

**Services include:**

- PDMA compliance.
- Pharma specific packaging, labeling and transportation.
- Convenient delivery windows that are time specific.
- Field inventory transfers.
- Agent service center providing real time status updates.
- Customized reporting for all service and financials requirements.
- Cold chain warehousing and storage.

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# Distribution Technology

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(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, both of Rock's sons are still part of the company. Tom Miralia oversees the day-to-day operations as its president/CEO and Mark remains involved as Director. To date, Distribution Technology operates approximately a 1.2-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, NC 28273  
Phone: 704-587-5587  
Fax: 704-587-5591  
Email: Mark.Miralia@  
DistributionTechnology.com  
DistributionTechnology.com



Distribution  
TECHNOLOGY

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# DM Fulfillment

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**Greg Welchans**  
President & CMO

**Mission:**

To be the preferred fulfillment partner for companies requiring fast, efficient national and international distribution, Omni-Channel capabilities, the highest possible service levels and brand-building, value-add services.

**DM FULFILLMENT**  
*we supply trust*

-  National distribution footprint with 1-2 day delivery via ground\*
-  Foreign Trade Zone (FTZ) and international shipping in as little as 3 days
-  Comprehensive, Omni-Channel integration
-  Real-time reporting and 24/7 account visibility
-  Brand-building, in-box marketing capabilities

\*Achieved when utilizing all four distribution centers.

[www.dmfulfillment.com](http://www.dmfulfillment.com)

**A**t DM Fulfillment, we pride ourselves on delivering value, reliability, innovation and trust as a fulfillment and distribution partner. Our mission is to deliver an outstanding customer experience to our partners and their customers.

Our distribution centers are strategically located to deliver quickly and accurately while keeping freight costs low. In addition, save costs and improve efficiencies for international needs through our Chicago-based Foreign Trade Zone. Extensive integration capabilities allow you to seamlessly deliver the Omni-Channel experience, allowing you to focus on growing your business within your current channels and expanding, without restriction, into new channels.

**National and International Distribution**

Our highly-automated distribution centers are located to reach 99% of the U.S. in

one to two days via ground shipping\*. International shipments can reach their destination in as little as three days. Our system will optimize every order to select the best origin and carrier with the lowest freight cost and time in transit.

*\*When utilizing all four distribution centers.*

**Space Where You Need It**

Recent expansion in all distribution centers means we have plenty of space to meet your needs. Additional capacity has been added to our high-volume eastern and western facilities to meet high volume demand.

**Comprehensive Omni-Channel Capabilities**

Our in-house technology group makes it easy to integrate order management systems via direct connection, webservices or through your e-commerce provider. Rest easy knowing you'll have full EDI transaction compliance,

order automation and visibility to real-time account and order information. Front-end integration is backed up by out-the-door fulfillment expertise to ensure full compliance with retail, e-tail and marketplace shipping requirements. All orders are 100% RF scanned supporting an industry-leading accuracy rate and the highest possible service levels.

**Your Brand is Important**

Reinforce your brand with custom packaging, branded pick tickets and print-on-demand, in-box marketing capabilities to deliver high impact, branded communications with your product shipments. Our full service marketing department, complete with an in-house photo studio, can provide support for your marketing needs. Let us help you promote your brand and your products with every order.



**DM Fulfillment**  
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855-710-8685  
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# DSC Logistics

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DSC LOGISTICS is a leader in transforming logistics and supply chain management into a critical business strategy based on collaborative partnerships, innovative thinking and high-performance operations.

DSC is the Founding Partner of AWESOME, and is planning the Fifth Anniversary Symposium. May 3-5 in Chicago.

Learn more at [awesomeleaders.org](http://awesomeleaders.org)



achieving women's excellence in supply chain operations, management, and education



**Ann Drake**  
CEO, DSC Logistics  
Founder, AWESOME

**DSC Logistics**  
1750 South Wolf Road  
Des Plaines, IL 60018  
[dsclogistics.com](http://dsclogistics.com)  
[customer.solutions@dsc-logistics.com](mailto:customer.solutions@dsc-logistics.com)

## As supply chain partner to Fortune 500 companies, we've learned a few important truths



At DSC Logistics, we've made it our business to work with some of the most successful companies in the world – companies recognized as industry leaders. Not only has the supply chain changed dramatically, but these companies have changed, too – reinventing themselves, sometimes multiple times, to expand their markets, improve service to customers, increase efficiency and drive innovation.

As different as these companies are, they share some qualities that affect the kinds of partnerships we've been able to achieve. **We've learned what companies need and expect from their supply chain partner:**

**Professionals who are the caliber of their own leaders so they can plan and strategize together.**

The most successful companies are focused on talent. And they want partners with equal talent, intelligence, competence, confidence and creativity. A strong partnership comes from teams capable of not only implementing short-term strategies but also advancing long-term goals. DSC has developed a unique Partnership Process to maximize the impact of collaboration.

**Technology that collects accurate, real-time data – and experts with the ability to turn reliable data into valuable information.**

Big Data has transformed our industry – but its value depends on people who can expertly analyze and interpret it. At DSC, we've put the tools, techniques and people in place to provide decision-makers with reliable and immediate information.

**Processes and people with the capacity for agility and rapid responsiveness.**

DSC is known for innovative engineering and for experts who see both the critical details and the big picture. Our people think of each customer's business as if it was our business. We are continually exploring new approaches, new technology and new solutions to proactively make the supply chain more efficient and responsive.

In today's business environment – global, complex, competitive and unpredictable – it's not enough for a supply chain partner just to keep up. We need to anticipate, innovate and collaborate. **We need to lead.**

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 Leadership




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# Dunavant



**William B. Dunavant**  
CEO and President  
Dunavant Enterprises, Inc.

## Mission Statement

Dunavant builds on our family business's history to deliver world-class, comprehensive, supply chain solutions. We are driven to provide safe, swift, dedicated service to domestic and global customers while creating an environment that supports the commitment and enthusiasm of our associates.



**W**ith more than 50 years of experience in logistics and supply chain innovation, Dunavant has the knowledge to ensure your company's logistics and transportation practices are efficient and effective. Driven by superior customer service and a dedication to the most advanced technology, Dunavant is leading the way into the future of logistics.

In today's rapidly expanding global economy, progressive companies that master information technology and adopt world-class logistical processes will find themselves at the forefront of their industries. Dunavant can help you evaluate and facilitate the best, most resourceful domestic and international logistics practices, including project cargo management, special project logistics, plant relocation, and inventory optimization.

Our international supply chain knowledge, global operations, and more than 50 years of expertise, derived from a diverse background of shipper and vendor experiences from all

over the world, help us provide superior solutions and best-in-class customer service for our clients. We have operations in place to support all aspects of your business in both Mainland China Shenzhen and Hong Kong, with a full coverage of all Asian-based ports and inland factory locations. With customs brokerage services to streamline your shipment, we analyze your particular needs and identify the options that best ensure a cost-conscious delivery.

Our warehousing and distribution management team and partners have designed and managed some of the most complex supply chains in the world. With strategic locations in major port and intermodal cities across the U.S., we are able to provide our customers with outstanding, attentive, and expedient service. Our capacity makes us leaders in the automotive, chemical,

plastics, and consumer product distribution industries. They have also reengineered global supply chains and networks in industries such as electronics, agriculture, and retail. Our leadership is well versed in infrastructure to support EDI and RF applications, freight management, new store openings, and distribution consolidation projects.

Dunavant Logistics Leasing Group directly leases all types of transportation equipment, including container chassis, specialty type chassis, and Dry Van Trailers. Equipment is available anywhere in the Continental U.S., as well as noncontiguous states of Alaska, Hawaii, and the Caribbean. Our clients appreciate the ease of aligning chassis and trailer options in conjunction with our warehousing, trucking, drayage, and global logistics management services.

## Dunavant

### Business Development

888-955-3547

Operations: 800-621-2582

959 Ridgeway Loop Road,  
Suite 205  
Memphis, TN 38120

PO Box 172248  
Memphis, TN 38120

info@Dunavant.com  
www.dunavant.com

# DUNAVANT

GLOBAL • FREIGHT • DISTRIBUTION • SOLUTIONS

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# Ease Logistics



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**Peter L. Coratola, Jr.**  
CEO/Founder

## LOGISTICS. SIMPLIFIED.

Our dynamic business model focuses on both shippers and carriers, allowing us to optimize the logistics process from start to finish. Whether you are a shipper with unique needs, a transport provider, or a start-up brokerage, our team can help you optimize your costs and timelines.



**A**t EASE, we have the expertise and knowledge to move your freight quickly, reliably, and cost-effectively. Whether your shipment is temperature-sensitive, budget-conscious, or multi-modal, we help you ensure accurate and efficient delivery.

### Expedited, FTL, and LTL solutions

Our account representatives manage your OTR freight from pickup to delivery and keep you updated every step of the way. Our approved carrier network allows us to offer capacity on a nationwide scale while providing a high level of personalized customer service.

Our team is well versed in expedited auto shipment, as well. If your freight is time sensitive, put your mind at ease by taking advantage of our experienced OTR expediting team.

### Temperature-sensitive freight management

Fresh produce and temperature-controlled hauls

require specialized attention and understanding of the commodities. Our experienced coordinators provide you with cost-effective options for hauling your temperature-sensitive freight and work to accommodate special handling requests. Let us be your single point of contact for all of your temperature-controlled hauls, and know your shipment is in good hands.

### Efficient and cost-effective transport

Shipping your products by rail can both decrease cost and increase warehouse and production space.

Our relationships with national intermodal providers give us the ability to manage and move your freight in a safe and cost-effective way from coast to coast.

### Warehousing and consolidating expertise

EASE Logistics has multiple direct relationships with warehousing and

consolidating services in Northern California and the Midwest. Our teams store your freight with care and ensure a secure and controlled facility. Dedicated warehousing offers our customers the ability to manage their supply chain and move their freight in a cost-effective manner.

### Leave the details to us

Once EASE Logistics takes charge of your shipment, we handle the details and report everything to you. Managing pickup, delivery, and in-transit updates, and providing all billing and proof of delivery paperwork, are just a few examples of our standard services. We also provide shipper/receiver specific BOLs and PODs and budget, and track all accessorial charges specific to your needs, upon request.

You can have confidence in your "blind shipments" and multi-stop deliveries with our clear chain of communication.

**EASE** LOGISTICS SERVICES  
& Transportation Consulting

### Ease Logistics

5131 Post Rd., Suite 355  
Dublin, OH 43017  
614-553-7007

Operations@easelogistics.com  
www.easelogistics.com

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# Echo Global Logistics



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**Doug Waggoner**  
Chairman & CEO



Echo Simplifies Transportation Management

Services Offered:

- Managed Transportation
- LTL
- Truckload
- Partial Truckload
- Intermodal
- Expedited
- Small Parcel
- International Air & Ocean



**Echo Global Logistics**  
600 West Chicago Avenue  
Suite 725  
Chicago, IL 60654  
800-354-7993  
Fax: 888-796-4445  
www.echo.com

Echo Global Logistics (NASDAQ: ECHO) is a leading provider of technology-enabled transportation and supply chain management services. From coast to coast, dock to dock, and across all major modes, we connect businesses that need to ship their products with carriers who transport goods quickly, securely, and cost-effectively. Echo simplifies the logistics process so our clients can focus on what they do best.

### Relationships

Echo has built solid partnerships with over 40,000 carriers, creating a robust network that matches the needs of our shippers with the needs of our carriers. Our capacity and geographic coverage allow us to move 14,000 shipments every single day for our 35,000 clients.

### Technology

The core of the Echo offering is proprietary technology. Quickly adaptable and highly scalable, our best-in-class technology supports the experienced Echo team in simplifying our clients' transportation and utilizing our carriers' capacity. Through technology, we ensure better data collection and transmission, seamless communication, comprehensive reporting, and real-time visibility.

### Service

Above all, Echo values exceptional service in every client interaction. Our commitment to excellence and innovation, delivered by the industry's most talented transportation professionals, means we recognize that one solution does not fit all. Echo evaluates each client's transportation needs, discovers efficiencies, and delivers simplified transportation management—all with a relentless focus on execution.



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## ElectriCities of North Carolina, Inc.



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**Brenda C. Daniels**

Manager, Economic Development

"It's no coincidence that some of the state's most dynamic growth has occurred in our public power communities. Advanced manufacturing, food processing, metal-working, plastics—any power-intensive industry is going to find significant advantages here."



**E**lectriCities is a not-for-profit government service organization representing cities, towns and universities that own electric distribution systems: more than 70 N.C. cities serve 500,000 customers with 1 million customers served in N.C., S.C., and Va.

One of ElectriCities' roles is to represent member communities to expanding and relocating companies. We maintain comprehensive databases for all public power municipalities in North Carolina. Prospects can order detailed reports on dozens of sites, from mountains to coast. Within 48 hours of a request, ElectriCities will send profiles of locations that precisely match the company's specifications. "They find all the information they need in one place," says Brenda Daniels, the organization's economic development manager.

ElectriCities has recently implemented an enhanced site certification program called Smart Sites. Smart Sites

are a slam-dunk choice for companies that are ready to grow now. This designation guarantees that a site has met stringent requirements and is "shovel-ready" for immediate development.

Each Smart Site has municipal electric service, water and sewer access within 500 feet, and is within five miles of an Interstate or Interstate-quality highway. Faster construction, fewer uncertainties and less risk for companies and site selectors alike.

In addition, ElectriCities offers a certified industrial park that it has dubbed a "Prime Power Park," which offers 12 MW of on-site backup power generation. The park is in the city of Albemarle, located in the Piedmont's lake country. The Albemarle park has direct rail access from Charlotte/Douglas International Airport, clearly qualifying the area as a great rail intermodal site. "If a company has a critical operation that can't risk a power outage,

they have a backup available, and don't have to spend the money to purchase a generator," Daniels adds.

The Smart Sites and Prime Power Park, like the rate-lowering services to all ElectriCities' customers provide ongoing incentives for companies looking for an ideal logistics location.

ElectriCities remains a partner through the entire site-selection process, helping companies with utility-related issues, arranging site visits, and facilitating contact with local, county and state officials.

And these companies recognize the cost efficiencies and superior customer service public power provides. Municipal utilities don't have to pay dividends to shareholders, and those savings can be passed on to the utilities' customers.

### ElectriCities of North Carolina, Inc.

1427 Meadow Wood Blvd.  
Raleigh, NC 27604  
www.electricities.com

### Brenda Daniels Manager, Economic Development

Ofc: 919-760-6363  
Mobile: 919-218-7027  
bdaniels@electricities.org

**ELECTRICITIES**  
OF NORTH CAROLINA, INC.  
The energy behind public power

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# ELM Global Logistics



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**Bill Conboy**  
Founder & CEO

The most important characteristic of a 3PL is their dedication to achieving success. For over 35 years ELM Global Logistics emphasizes pride in their work, best in class performance and long term partnership relationships.



**PRIDE, PERFORMANCE,  
PARTNERSHIPS ...**

ELM Global Logistics is a full-service, third-party logistics provider that has been tackling unique supply chain challenges for over 35 years. Our personalized approach to all our clients' needs is what sets us apart. We provide innovative logistics solutions while offering cost-effective solutions and speed to market to our customers.

At ELM Global Logistics we offer both shared and dedicated warehousing, packaging and fulfillment services, assembly, consolidation, cross-docking and transportation services. We are the largest in-house, full service rail siding on Long Island that is connected to the freight lines of all major rail carriers. We offer creative solutions that always encompass our customers' needs, rather than trying to fit them into a standard solution.

We service a diverse group of clientele and offer a complete range of services while still offering the flexibility to

customize our services to their needs. Offering customers creative solutions, rather than trying to fit them into a basic solution, has always been our strength and belief at ELM Global Logistics. We combine methodical analysis of your material flow via intelligent application of systems designed to reduce and automate every step of the process.

Founded in 1979 by Bill Conboy, ELM Global Logistics operated with just a handful of employees in about 50,000 square feet of warehouse space in Long Island, New York. Over time, ELM Global Logistics has expanded its operations and now occupies more than 1,000,000 square feet throughout the northeast region. Today, Bill continues to run the operation along with his wife, children, extended family and many dedicated employees which he feels contributes to the success and growth of this truly family-owned business.

ELM Global Logistics offers highly tailored solutions and technology that provides all customers with accurate, real-time information. It's our tightly integrated partnership approach that enables successful execution of complex supply chains within our customer base. We offer a combination of several powerful tools that can help manage your information, inventory, space and time.

Long or short term, we offer you the flexibility to grow your business which allows our customers to focus on their core business.

We put the "P" in 3PL – Pride, Performance and Partnerships... ELM Global Logistics, our 3PL.

**ELM Global Logistics**  
50 Emjay Blvd.  
Brentwood, NY 11717  
800-736-1771  
www.elmlogistics.com



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## eShipping

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**Chad Earwood**  
Founder/CEO

**Mission Statement:**

We aspire to be the best transportation management company in the United States by developing complete people and complete solutions.



eShipping provides Complete Transportation Management Solutions that encompass the people, technology, and services for all modes, with full optimization, and complete visibility into your data across the entire supply chain.

**All Modes**

Our services include:

- Less than Truckload
- Full Truckload
- Hot Shot
- Expedited
- International Freight Forwarding
- Ocean Freight
- Air Freight
- Expedited
- Drayage/Cartage
- Courier
- Parcel
- Temperature-Controlled
- Customs Brokerage
- Warehousing
- And other specialty modes

**All Optimized**

Using a combination of real-time monitoring and continuous improvement methods, we monitor shipments and trends and identify both immediate and long-term optimization opportunities across the supply chain.

**All Visible**

Our proprietary eShipManager® TMS streamlines shipment processing with custom integrations capabilities. Freight bill audit and payment services, shipment tracking, and comprehensive business intelligence with actionable analytics round out our service offerings and provide visibility across all vendors, locations, and modes.

Visit [www.eShipping.biz](http://www.eShipping.biz) to learn more or contact a member of our team by calling 866-890-3408 today for a quote!

**eShipping**

10812 NW HWY 45  
Parkville, MO 64152  
866-890-3408  
[eShipping.biz](http://eShipping.biz)



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# Evans Distribution Systems



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Join the conversation



**John A. Evans**  
President

## Mission:

To be a strategic supply chain partner, admired for our people, passion and innovation.

## Nine Point System

1. Listen
2. Innovate
3. Communicate
4. Assign Responsibility
5. Set Standards
6. Document
7. 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

**E**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 full-service 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 ten 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, geo-fencing, 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 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
- Fulfillment/e-Commerce
- Complete Local and Long-Distance Transportation Services
- Contract Packaging, Shrink Wrapping, Kitting
- Quality Inspection and Sortation Services
- Assembly, Light Manufacturing
- Testing and Rework
- Logistics Staffing Services



**Evans  
Distribution  
Systems**

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# FedEx Supply Chain

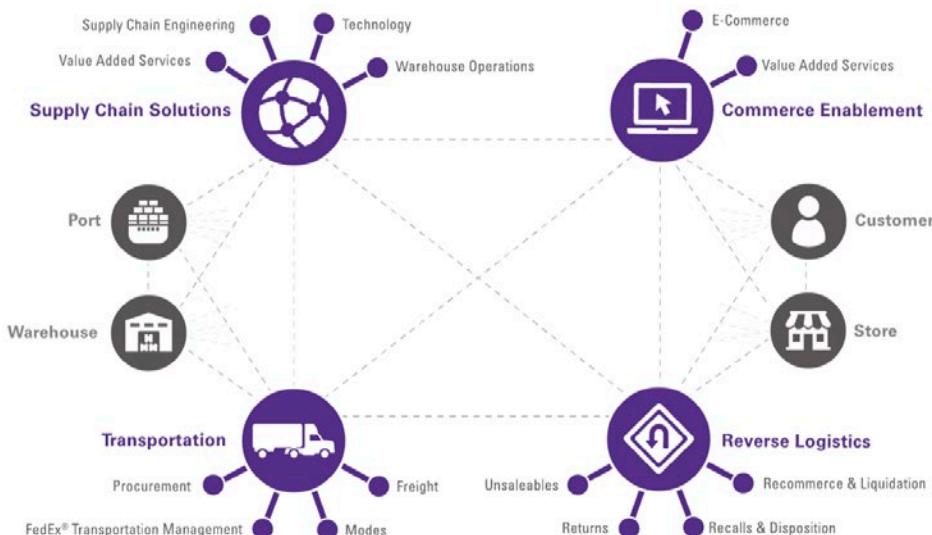


**Art Smuck**

President & Chief Executive Officer

### Mission Statement

From sales and demand planning to fulfillment and everything in between, FedEx Supply Chain understands how to make all of your business components work together. By implementing our comprehensive logistics solutions, you can focus on critical business issues that differentiate your organization, while we focus on creating a successful product ecosystem.



**F**ounded in 1898, GENCO, now FedEx Supply Chain, developed a strong reputation by delivering commodities to businesses. Over the years, our vision to provide innovative, integrated supply chain solutions made us a leader in value-added warehousing and transportation services. As a FedEx Supply Chain customer, you'll benefit from the combined strength of GENCO and FedEx—logistics expertise and a global transportation network.

### Innovation and Technology

Many businesses have turned to us to help them become more efficient and productive, gain a competitive advantage, and exceed customer expectations. Our experts continuously develop and apply new technology and innovative supply chain solutions. From our proprietary and patented technology to our implementation of top-tier warehouse management

systems, our advancements help solve industry-specific business challenges.

### FedEx Supply Chain By the Numbers

- 11,000+ team members
- 130 warehouse and distribution center operations in North America
- 358 million returns processed annually
- 508,000 direct-to-consumer shipments daily
- 35 million sq ft of warehouse space under management

### Our Approach to Lean Management

Your business is built on innovation, execution and excellence. You need a 3PL that can help you identify new ways to add value for your customers, maximize efficiency and deliver on your promises.

FedEx Supply Chain is committed to delivering superior service on your behalf. We've formalized this approach in Quality Driven Management (QDM) by melding the best

aspects of the top philosophies, including Lean Management, Six Sigma and Total Quality Management, into a rigorous, yet flexible, scientific approach to quality. By putting QDM to work for your business, you'll benefit from lean business practices, continuous improvement and quality assurance.

### Discover the Full Value of Your Supply Chain

Logistics plays a major role in helping you grow, transform and optimize your business, but today's supply chains are too complex and interconnected for any one solution to suit all of your needs. For your company to reach its full potential, it requires best-in-class solutions designed to solve distinct challenges. FedEx Supply Chain has the experience, expertise and culture of innovation to help your company overcome its biggest challenges.



700 Cranberry Woods Drive  
Cranberry Township, PA 16066  
1-800-677-3110  
solution@fedex.com  
supplychain.fedex.com

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**Mission:**

FIDELITONE, a supply chain management firm, helps you earn your customers' loyalty through specialized services in last mile delivery, inbound materials management, order fulfillment, service parts management and transportation.



**Do Your Supply Chain Services Lead to Repeat Business?**

At FIDELITONE, we are committed to asking you the right questions. Then we manage resources, create right-fit solutions and optimize supply chain processes to advance your business performance and profitability.

- **Last Mile Delivery:** We cultivate the crucial connection between you and your customers with cost-effective and on-time delivery to the home or business.
- **Inbound Materials Management:** We know the stakes are high, and we keep your manufacturing

operation running with the right materials in the right place at the right time.

- **Order Fulfillment:** Speedy, accurate order fulfillment can make or break your customer relationships. We take your brand promise to heart. We deliver on customer expectations.
- **Service Parts Management:** We tackle your service parts needs with a relentless sense of urgency and a focus on keeping your customers satisfied. Our robust solutions for inventory management, procurement and fulfillment improve your service parts performance and your bottom line.
- **Transportation:** We factor your business model

into carrier selection and orchestrate your shipments with care. We get the right cargo to your customers in perfect condition.

**Earning Customer Loyalty**

At every step and in every service, FIDELITONE employees focus on the touchpoints that safeguard your brand and keep your customers coming back.



**FIDELITONE**  
1260 Karl Court  
Wauconda, IL 60084  
800-628-2014  
marketing@fidelitone.com  
www.fidelitone.com



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# Florida Ports Council

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**FLORIDA:**  
*Success*  
**WHERE YOUR SHIP COMES IN**

**Port Canaveral**  
www.portcanaveral.com  
(321) 783-7831

**Port Everglades**  
www.porteverglades.net  
(954) 523-3404

**Port Manatee**  
www.portmanatee.com  
(941) 722-6621

**Port of Fernandina**  
www.portoffernandina.org  
(904) 261-0753

**Port of Fort Pierce**  
www.stlucieco.gov  
(772) 462-1400

**JAXPORT**  
www.jaxport.com  
(904) 357-3080

**Port of Key West**  
www.cityofkeywest-fl.gov  
(305) 809-3790

**Port of Palm Beach**  
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(561) 383-4100

**Port of Pensacola**  
www.portofpensacola.com  
(850) 436-5070

**Port of Port St. Joe**  
www.portofportstjoe.com  
(866) 467-8563

**Port of St. Petersburg**  
www.stpete.org/port  
(727) 893-7599

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(850) 767-3220

**Port Tampa Bay**  
www.tampaport.com  
(813) 905-7678

**PortMiami**  
www.miamidade.gov/portmiami  
(305) 347-4800

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**Florida Ports Council**  
502 E. Jefferson St.  
Tallahassee, FL 32301  
www.flaports.org



**T**he Florida Ports Council is the professional association of Florida's 14 seaports, providing advocacy, leadership and research on seaport-related issues. Florida's seaports are responsible for \$117.6 billion in economic activity, supporting nearly 900,000 jobs, \$40 billion in personal income and \$4.3 billion in state and local tax revenue.

Since 2011, the State of Florida has invested more than \$1 billion into Florida's port

system in order to increase capacity, compete with top ports across the nation, and expand Florida's role as a global hub for trade. An additional \$3.7 billion in state, local and private funding has been planned for port capital improvement projects over the next five years.

Florida seaports serve different markets and accommodate a variety of industries. Some have warehouse facilities to allow manufacturing on-site, some

have storage space available for large bulk commodities, some have extensive berths and modern cargo terminals. By increasing the channel depth at strategic Florida ports, including PortMiami and upcoming deepening projects at Port Everglades and JAXPORT, we can bring even more products onto our docks for distribution to the state's 20 million residents and more than 100 million annual visitors, including more than 15 million cruise passengers.

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# FLS Transportation Services Limited



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**Domenic Di Girolamo**  
Chief Executive Officer

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



Since its beginnings as a small Canada-based company more than twenty-nine 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 of 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 client centric 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 Transport 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 MX – Cross Border Mexico Truckload
- FLS IM – Intermodal
- FLS LTL – Less-than-Truckload
- FLS PL – Project 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 clients' supply chains.

## FLS Transportation Services Limited

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

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**Fortigo**

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**George Kontoravdis, Ph.D.**  
*President*

**Mission**

Provide logistics collaboration solutions to help customers streamline their supply chain, reduce operating costs and improve productivity.

**FORTIGO**  
COLLABORATIVE LOGISTICS

REDUCE COST | IMPROVE EFFICIENCY | ELEVATE CUSTOMER SERVICE  
ELIMINATE PAPERWORK | OPTIMIZE LOGISTICS | ACCELERATE RECEIVABLES

**F**ortigo offers collaborative logistics services to streamline the supply chain, reduce operating costs, improve productivity and facilitate collaboration with carriers and vendors. Fortigo On-Demand TMS delivers best-in-class, carrier neutral, domestic and international shipping automation, visibility, event management and freight audit.

The Fortigo offering is based on Software-as-a-Service (SaaS) model accelerating implementation time while reducing costs.

For companies seeking to reduce costs, improve customer satisfaction and increase profitability, Fortigo automates, optimizes and audits logistics decisions.

Fortigo plugs into established

supply-chain applications and provides rapid return on investment by optimizing and deploying closed-loop logistics processes, minimizing ship-to-order times and streamlining collaboration with logistics providers.

**Fortigo**

8310 N Capital of Texas Hwy  
Austin, TX 78731  
www.fortigo.com  
info@fortigo.com  
866-376-8884

**FORTIGO**

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# Freight Logistics

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**Gabriel de Godoy**  
Chief Executive Officer

Freight Logistics provides freight forwarding, contract logistics, warehousing & distribution and value-added services and designs and implements sophisticated integrated logistics solutions for complex global supply chains. Freight Logistics' customers realize maximum value through supply chain optimization services that drive measurable cost savings by increasing efficiencies.

**Let Us Transform Your Freight and Logistics Experience!**



**Freight Logistics**

3505 NW 107th Avenue, Suite C  
Miami, FL 33178  
Phone: 786-235-7800  
Fax: 786-235-7801

Email:  
contact.us@freightlogistics.com  
Website:  
freightlogistics.com  
eBrochure:  
freightlogistics.com/flipbook



**F**reight Logistics is a forward-thinking worldwide transportation and logistics-solutions provider leveraging modern technology and significant industry expertise to create distinctive solutions that are innovative.

By way of its own offices and a strategic, global-partnership network, Freight Logistics provides worldwide coverage for its forwarding and logistics customers.

**Supply Chain Solutions for Tomorrow's Technology™**

As a leading provider of end-to-end supply chain and transportation solutions for nearly two decades, Freight Logistics has earned the reputation of being a professional and accountable freight-solutions provider.

With broad multimodal capabilities, extensive experience and global reach, Freight Logistics is your trusted and reliable air and ocean freight partner.

**Innovative Technology: InnoView™**

InnoView is Freight Logistics' proprietary, integrated-technology platform that combines worldwide track-and-trace capabilities with inventory and order management solutions.

InnoView connects with global trading partners through EDI to aggregate information into a consolidated dashboard view and provide a complete picture of the supply chain from planning and manufacturing to end-user delivery.

Built on modern technology, InnoView integrates easily with ERP and back-office systems to ensure mission-critical freight and logistics information is on hand and available to facilitate sales, operations and management decisions.

**Customized Global Solutions**

We are customer-centric at Freight Logistics, consistently providing custom solutions for each and every client utilizing

our own resources and our overseas partner network.

We conduct a careful study of our clients' needs and priorities to create tailor-made logistics, warehousing and freight solutions.

Additionally, we are experts in the Latin American market and skilled in actualizing individualized solutions for customers around the globe.

**Value First**

We are committed to offering the highest-quality freight forwarding, logistics, warehousing and distribution services. We prioritize shipping accuracy, responsibility and accountability, ensuring an efficient process and maximum value for our customers.



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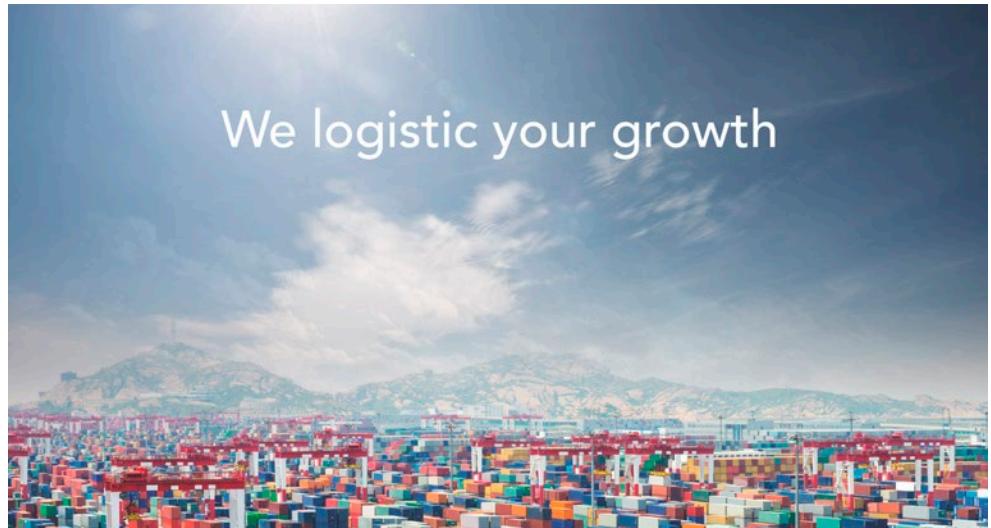
**Michael Greco**  
Managing Director, USA

**Our mission is to help our clients succeed by overcoming their logistical constraints.**

We are experts in transport and logistics solutions and proud of our unique know-how. **We are the growth partner for our clients.** Together, we design innovative solutions to turn your supply chain into a competitive advantage.



**GEODIS**  
485C U.S. Highway 1 South  
Suite 410  
Iselin, NJ 08830  
732-362-0600  
info.ff.us@geodis.com  
www.geodis.com



GEODIS is a supply chain operator ranking among the top companies in its field around the world. Our international reach includes a direct presence in 67 countries and a global network spanning over 120 countries. With our five lines of business (Supply Chain Optimization, Freight Forwarding, Contract Logistics, Distribution & Express and Road Transport), we manage our customers' supply chain by providing end-to-end solutions enabled by our people, infrastructure, processes, and systems.

GEODIS Freight Forwarding customizes freight solutions with a dedicated industry focus and has been recognized by Air Cargo Week as the Freight Forwarder of the Year four times. Combined with value-added and information services that offer security, visibility and control, we provide transport and logistics services that help you enhance your business development and operations worldwide.

**Our Integrated Services**

Companies strive to be agile in their approach to managing their supply chain and require a fresh approach to logistics management. GEODIS is well-versed and has the expertise to assist. Our global network of professionals cover every aspect of the supply chain, including intercontinental transportation and customs clearance, road freight transportation, warehousing, and fulfillment, all supported by innovative IT solutions. Even top-level GEODIS executives have the hands-on experience needed to arrive at a solution quickly. You will always know where to turn for the latest information.

**Tailored Solutions**

It's imperative that we first understand a customer's unique situation. After carefully studying your activities and requirements, we engineer a best-in-class solution designed to maximize supply chain performance. Our vision is to be the growth partner for our

clients, helping you succeed on a global and local scale via our innovative service portfolio and tailor-made solutions. We continuously improve our offerings including domestic air and ground transportation, reverse logistics, asset recovery, service parts, export consolidations, vendor management, and much more.

**End-to-End Solutions**

Your reputation and success depend on whether you receive and deliver your products on time and at a reasonable price from anywhere in the world. You also need a reliable and dedicated partner with the end-to-end logistics solutions able to turn your supply chain into a competitive advantage. GEODIS can serve you with integrated supply chain solutions that combine the global reach and personal touch that you want from a logistics partner.



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# Georgia Ports Authority



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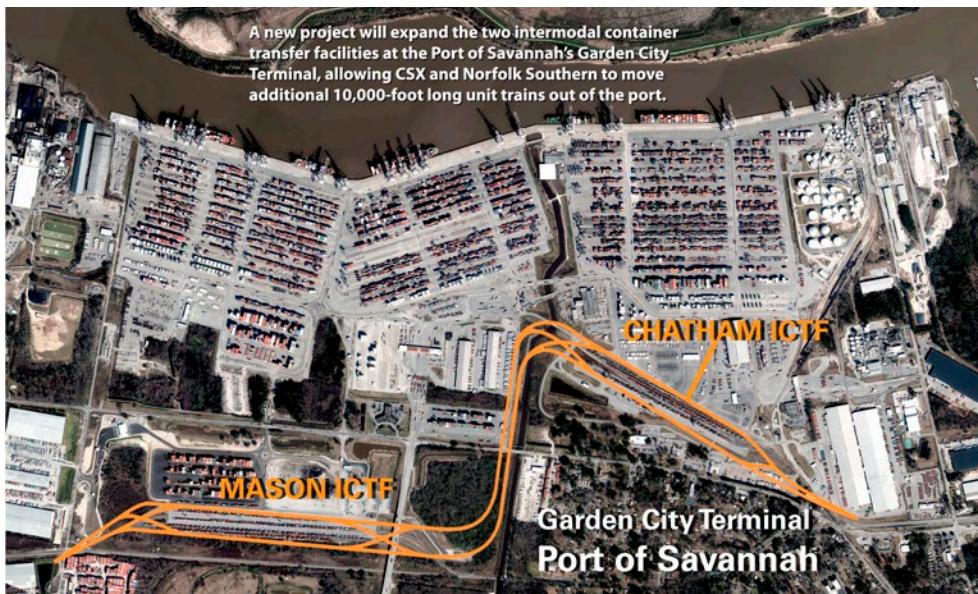
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**Griffith V. Lynch**  
Executive Director

## OUR MISSION

The Georgia Ports Authority's mission is to develop, maintain and operate ocean and inland river ports within Georgia; foster international trade and new industry for state and local communities; promote Georgia's agricultural, industrial and natural resources; and maintain the natural quality of the environment.



## GPA Making Major Rail Expansion

The Port of Savannah is the Southeast's busiest intermodal gateway. However, the Georgia Ports Authority is making a series of infrastructure improvements that set the stage to capture greater market share.

Key to expanding rail service is a \$128M project linking Garden City Terminal's two rail yards. The project, dubbed the Port of Savannah International Multi-modal Connector, will allow GPA to build additional 10,000-foot long unit trains on terminal without disrupting nearby traffic.

Set for completion in 2020, the rail expansion will improve efficiency and double terminal rail lift capacity to approximately 1 million containers per year. Unit train capacity on terminal will build density into the system, and enable rail providers CSX and Norfolk Southern to deliver faster, more frequent

rail service to markets along the Mid-American Arc from Memphis to Chicago and the Ohio Valley.

## Bolstering Intermodal Strengths

From ship to shore to on-terminal rail, the speed and efficiency of GPA's intermodal services are unmatched. With the addition of the multi-modal connector, service to Mid-American Arc cities becomes more competitive.

- GPA already features 25 trains per week to and from Mid-American Arc locations. Unit train capability will provide a new option, delivering reliable, consistent access to the Southeast and Midwest.
- Savannah currently offers the fastest westward transit times in the South Atlantic region, including overnight service to a five-state area – Alabama, Georgia, Florida, North Carolina and South Carolina.

- Port of Savannah customers moving containers by rail enjoy superior speed and reliability, with most cargo moving from vessel to rail within 24 hours.

- Savannah is just over 1,000 miles from Chicago by rail – comparable to other ports that are north of Savannah, but also farther east.

- Savannah rail providers Norfolk Southern and CSX Transportation provide double-stack container trains along the entire route between Savannah and the Midwest.

- Congestion-free movement from ship to rail cuts expenses and speeds delivery directly to the customer.

- As the first port of call on many Panama Canal shipping services, the Port of Savannah provides additional assurance of on-time cargo arrival.

*Find this and MORE at [gaports.com](http://gaports.com)*



### Chris Logan

Sr. Director, Trade Development,  
BCO Sales

### Georgia Ports Authority

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Savannah, GA 31402  
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# Hoosier Energy



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**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.



The Commitment Stands Tall sculpture, Hoosier Energy Headquarters, Bloomington, IN

**H**oosier Energy is a non-profit generation and transmission cooperative (G&T) that provides wholesale power and services to 18 member distribution cooperatives.

Collectively, member cooperatives operate and maintain more than 36,000 miles of distribution lines and provide electric service to nearly 300,000 consumers or about 650,000 people in 59 counties in southern Indiana and southeastern Illinois.

Hoosier Energy's "all-of-the-above" power supply includes 2,000 megawatts of generation that includes coal, natural gas, renewable energy and power purchase contracts. Taken together, these resources provide the best balance of affordability, reliability and sustainability to meet member needs.

The G&T's interconnected transmission network includes nearly 1,700 miles of high-voltage power lines, 25 transmission stations and about 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 2016 efforts, an estimated 1,200 new jobs and \$312M 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:

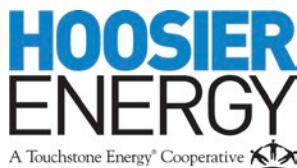
- Shovel-ready site listings
- Electric usage cost estimates
- Searchable business maps
- Searchable sites and buildings maps
- Personalized assistance.

### 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 Midcontinent Independent System Operator, which manages power flow, transmission reliability and power marketing throughout a 15-state region and parts of Canada.

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 day-to-day management of the organization, directing a work force of more than 460 employees.



### Hoosier Energy

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

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# Hub Group

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**David P. Yeager**  
Chairman & CEO



**Don Maltby**  
President & COO



**W**e are Hub Group, a leading transportation freight management company. We provide intermodal, highway and logistics services. We are a reliable and reputable \$3.5 billion publicly traded company with over 45 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 customers' needs.

### Intermodal

Our flexible Intermodal fleet strategy is not only innovative, it's incredibly effective – a model that gives customers access to a fleet of 32,000 of our own 53-foot freight containers, and over 90,300 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 \$355 million Hub Highway brokerage business has strategic relationships with over 20,000 carriers. Our robust carrier base translates to greater capacity for our customers. Our highway division can provide a personalized plan – from a single load to innovative capacity solutions for special projects.

### Logistics

Unyson 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.

### Drayage

Hub Group Trucking, our in-house drayage operation, is stronger than ever. Over 30 years strong, in fact. Our services include intermodal drayage, international drayage and dedicated truck services. Our intermodal drayage footprint includes over 2,700 drivers with 25 terminals nationwide. We retain an in-house information technology staff that ensures Hub Group Trucking's technological edge.

### Mode Transportation

Mode Transportation, a Hub Group company, is a flexible based third-party logistics company focused on delivering truck brokerage and intermodal services. Mode Transportation works with all major consumer and industry groups in North America. No matter the industry or the commodity, we have the know-how to handle small, medium or large supply chains – for both inbound and outbound freight needs.



### Hub Group

2000 Clearwater Drive  
Oak Brook, IL 60523  
800-377-5833  
info@hubgroup.com  
www.hubgroup.com

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# Intelligent Audit

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**Joseph 'Yosie' Lebovich**  
CEO & Co-Founder



**Scott Langley**  
President & Co-Founder



**Mission Statement:**

Intelligent Audit provides its clients with a global, all-mode transportation audit, recovery, freight payment, and business intelligence reporting partner.

**S**tarted in 1997, Intelligent Audit works to analyze and recover transportation costs on behalf of nearly 2,000 clients across dozens of industries.

Recently named the fastest growing company in the Transportation and Logistics industry by Inc. Magazine, Intelligent Audit continually improves on its best-in-class technology by reinvesting profits into research and design in order to provide clients with an unparalleled mix of analytics and reporting.

IA pairs its top-of-the-line technology with an experienced staff of transportation and logistics professionals who offer cost savings expertise and incomparable client service. With the combination of dynamic technology and seasoned staff, Intelligent Audit acts as a true partner and trusted advisor in every client's business.

its customers cut costs and operate more efficiently. Some of these services include:

**Global Transportation Audit & Recovery:** Regardless of mode or geography, Intelligent Audit is the technology leader in transportation audit and recovery. Our core competency has always been error identification and hard dollar recovery for our valued clients.

**Freight Payment:** Whether you are single modal or multimodal, our freight payment service can allow you to streamline your accounts payable department and the daily tasks they do each day.

**Financial Logistics:** Our financial logistics processes and systems are deployed within some of the world's largest shippers, providing them with the detailed cost allocation and transportation forecasting

information required in order to truly understand their overall logistics cost down to the item or SKU level.

**Analytics and Information Management:** Intelligent Audit provides a dependable, real-time solution to help your team use information to effectively manage all parts of their business.

**Supply Chain Consulting and Systems Integration:** Whether they are negotiating a new carrier contract or evaluating locations for a new distribution center, our clients receive unparalleled consulting from our team of industry veterans. The IA team can create customized solutions for a wide range of cost-cutting projects, from network and operations analyses to TMS, Accounting and WMS integration.

**Intelligent Audit**  
Corporate Headquarters:  
365 West Passaic Street  
Suite 235  
Rochelle Park, NJ 07662  
866.SHIPSOL

Georgia (Sales) Office:  
4080 McGinnis Ferry Road  
Suite 1102  
Alpharetta, GA 30005  
770.343.6502  
www.IntelligentAudit.com

**Our Services**

Currently, Intelligent Audit offers more than two dozen services and solutions to help



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# J.B. Hunt Transport Services, Inc.



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**John Roberts**  
President & CEO

## Mission Statement

We forge long-term relationships 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 our customers' enterprise.



**J.B. Hunt Transport, 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, a Fortune 500 and S&P 500 company and Inbound Logistics Top 10 3PL, utilizes an integrated, multimodal approach to provide customer-oriented shipping solutions. Each solution is centered on delivering unparalleled value and industry-leading service. J.B. Hunt 360 is a complete transportation management solution for shippers and carriers, providing improved workflows, tighter integration, and mobile capabilities. We further combine our assets with capacity available from more than 50,000 transportation providers, representing more than 910,000 pieces of equipment and ensuring our customers get the capacity they need, even in difficult market conditions.

Included among our service offerings are

■ **Intermodal:** Our intermodal solution utilizes the most extensive rail network and the largest company-owned container fleet (more than 82,000 units) in North America. Intermodal services combine integration of best-in-class

service with fuel efficiency, priority routing, and seamless coordination of rail and over-the-road transport movements to deliver single billing for complete door-to-door service.

■ **Dedicated Contract Services:** Our Dedicated Contract Services division offers design, development, and execution of customer-specific fleet solutions. These dedicated designs are customized with guaranteed capacity, industry-leading service levels, optimum efficiency, and costs-saving management.

■ **Truckload:** Our over-the-road offering has been the proven leader in truckload transportation for decades. Our company-owned fleet of tractors, combined with access to tens of thousands of transportation providers, ensures ample capacity. Over-the-road covers more lanes than ever before, provides specialized equipment, and combines innovative technologies with experience.

■ **Final Mile:** Our Final Mile service combines experienced, highly trained drivers with specialized equipment and

technology to provide full delivery visibility and safe, reliable transportation, right to the front door of your home or business. We provide dedicated solutions using independent carriers or our employees, operating the largest asset-based, commingled delivery network in the country.

■ **Less-Than-Truckload (LTL):** Our LTL solution provides efficiency throughout an organization by offering the flexibility of LTL, expedited LTL, and consolidation services.

■ **Temperature control:** Our customizable solutions offer both temperature-controlled Intermodal, Dedicated, and Truckload service, providing a network of thousands of safe, reliable carriers, such as roll-door and multi-temperature units.

■ **Flatbed:** Our flatbed solution includes heavy haul, step deck, removable gooseneck, and curtain side equipment.

■ **Expedited and 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 solutions for specialized equipment is available, including forklift flatbeds, boom trucks, delivery vans, multi-axle equipment, and others.

■ **Single source:** Utilize our suite of scalable enterprise services in a single, integrated management system. Put control of the entire supply chain at your fingertips.

*For more information, visit [www.jbhunt.com](http://www.jbhunt.com).*

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## Kane Is Able, Inc.

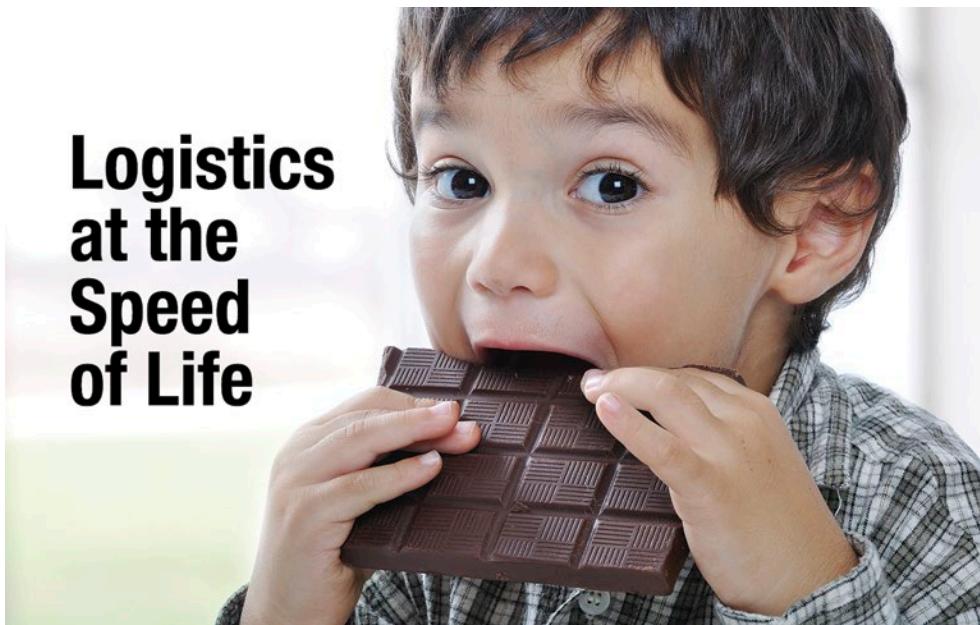
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**Michael Gardner**  
President & CEO

Kane Is Able (KANE) is a third-party logistics provider that makes retail supply chains more efficient and effective. KANE's nationwide solution includes integrated distribution, packaging, eCommerce fulfillment, cross docking, and transportation services specifically designed to meet the needs of consumer goods manufacturers and their retail partners.

## Logistics at the Speed of Life



**A**t KANE, we make retail and grocery supply chains more efficient and effective. So your biggest challenges – multi-channel distribution, inventory management, promotion support, routing guide compliance – are our bread and butter. KANE's logistics services are tightly integrated to give you a single-source product distribution solution, nationwide.

### Distribution

26 dedicated and multi-client facilities, from coast to coast. Ambient and temperature-controlled space. Services include retail distribution and compliance, as well as pick/pack fulfillment for omnichannel and eCommerce businesses.

### 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 non-asset solutions. Services include dedicated contract carriage, Northeast regional truckload service, TL/LTL brokerage, and turnkey outsourced transportation management.

#### Kane Is Able, Inc.

Stauffer Industrial Park  
 Scranton, PA 18501  
 888-356-KANE (5263)  
 info@kaneisable.com  
 www.kaneisable.com

# kane

is able

*Dependable People. Exceptional Logistics.*

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# Kenco

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**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



**K**enco is the largest woman-owned third-party 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. Our 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. Some of these value-added services include:

network optimization, sequencing, raw materials management, product testing, vendor-managed inventory, and regulated pharmaceutical destruction. Kenco's technology solutions bring agility and flexibility to our customers. We offer the combination of several powerful tools to help you manage your information, workforce, inventory, space, and time.

### Transportation Management

Companies rely on Kenco for innovative solutions to 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 50 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. We leverage our partnerships with internationally known real estate firms to provide a “one-stop shop” capable of managing the real estate process from beginning to end. We can locate an existing site or build-to-suit, and customize, equip, and manage the facility.

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.

**Kenco**  
2001 Riverside Drive  
Chattanooga, TN 37406  
Toll Free: 1-800-758-3289  
solutions@kencogroup.com  
kencogroup.com



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**Todd Williams**  
President

KINEXO strategically propels companies forward by providing highly customized supply chain solutions that are proven to reduce costs, increase transparency and maximize distribution efficiency.

KINEXO is the premier provider of innovative supply chain solutions in North America and services some of the most well-known and respected brands in the foodservice, retail, hospitality and healthcare industries.

KINEXO creates value for its customers and trading partners by implementing data-driven freight management, redistribution, and supply chain engineering solutions customized to meet their needs.

Using the industry's most advanced technology, as well as an experienced team of network engineers, strategists, analysts and operations managers, KINEXO provides forward-thinking solutions that bring logistics and supply chain functions together for customer ease and increased profitability.

**REDISTRIBUTION**

Our sophisticated and proprietary modeling process is used to aggregate a customer's less-than-truckload purchase volume, at the distributor level, across all locations and suppliers. We then optimize inbound and outbound loads using strategic warehousing locations to create value for all trading partners and ensure supply reliability.

**DIRECT REDISTRIBUTION**

Direct redistribution eliminates the need for warehousing, and enables those with shipments not qualified for traditional redistribution to achieve similar efficiencies through direct inbound multi-vendor consolidation. KINEXO consolidates purchase orders and takes full control of the purchase and movement of goods from the manufacturer to the distributor, which results in reduced costs and risks for the customer.

**FREIGHT MANAGEMENT**

Our focused freight management strategies use

various transportation modes to meet the ever-changing needs of our customers, and provide the most efficient and cost effective route to market.

**NETWORK DESIGN ENGINEERING SERVICES**

Our network engineers provide highly customized supply chain strategies that are proven to reduce costs, increase transparency, maximize operating efficiency, and improve profitability. Through custom distributor location selection, vendor ship point selection, and inbound supply chain optimization we design a network unique to your company's needs and business goals.

**KINEXO**

800 Tiffany Blvd., Suite 300  
Rocky Mount, NC 27804  
252-407-2000  
info@gokinexo.com  
www.gokinexo.com

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**Kuebix**

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**Dan Clark**  
*Founder and President*

**Kuebix Mission**

Kuebix is changing the logistics industry by empowering businesses of all sizes with increased supply chain visibility and control through its next generation SaaS TMS.

**Products/Services**

- **Kuebix TMS**
- **Premier Apps**
- **Integrations**
- **Managed Services**

**Read Kuebix White Paper**



**Kuebix**  
7 Mill & Main Place  
Maynard, MA 01754  
978-298-2100  
www.kuebix.com

**W**ith Kuebix TMS, businesses of all sizes can get a complete transportation management solution quickly and affordably. Kuebix is mobile compatible and empowers visibility and collaboration that leads to increased efficiency.

Many TMS providers are moving their technology to the cloud, however few transportation management systems are truly cloud-based. In other words, most TMS options were not originally developed on cloud technology and don't offer all the benefits of a true cloud-based system. Kuebix offers a 'born on the cloud' SaaS TMS that supports all transportation modes, serves as a central repository for all supply chain data, and includes a customer relationship management solution (CRM).

Back in 2007, freight industry veteran Dan Clark researched the available transportation management offerings and identified the need for a new breed of TMS that offers robust functionality, ease of use, a multi-tenant SaaS delivery model, and a low total cost of ownership. The Kuebix team began building their TMS on what has become the gold-standard of cloud technology, Salesforce's Force.com platform. Kuebix TMS is unique in that it is well suited for smaller companies, but will scale for the largest enterprises or the most complex supply chains. Companies start with Kuebix's core TMS, a next generation logistics solution offering freight management, financial management and analytics. More complex supply chains can then add Premier Apps and Integrations to configure



the ideal TMS for their exact business needs.

Through its ability to connect with any data source from complex ERP systems to 3rd party systems such as produce temperature control sensors, Kuebix becomes the central control tower and data repository for a company's entire domestic & international supply chain. With Kuebix, every stakeholder in a supply chain can analyze real-time data within Kuebix cloud-based portals in order to collaborate

and rapidly make decisions.

Kuebix also offers Managed Services with unique revenue generating programs to companies looking to partially or fully outsource transportation management. Kuebix has established a significant presence in the grocery, retail, distribution and manufacturing industries working with companies such as Weis Markets, Sensata Technologies, Yankee Candle and H.C. Starck.



**KUEBIX**®

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# Landstar System, Inc.

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**Jim Gattoni**  
President & CEO



## Delivering Exceptional Solutions



**RESPONSIBLE CARE**  
OUR COMMITMENT TO SUSTAINABILITY



**A** recognized industry leader, Landstar provides safe, secure, reliable transportation services delivered by our unique network of independent agents and capacity providers.

Landstar customers enjoy personalized service at the local level with the global reach and resources of a multi-billion dollar company.

### Safe, Reliable Capacity at a Cost-effective Price

- One of the industry's largest van and platform selections with over 53,000 truck capacity providers under contract
- Expedited cargo vans,

- straight trucks and tractor-trailers
- 14,000 pieces of trailing equipment
- Access to 1,400 stepdecks, 1,300 flatbed trailers
- Drop and hook services
- Specialty trailers ranging from beam, blade and Schnabels to double drop, stretch and multi-axes

### Global Air & Ocean Freight Forwarding Services

- Import/Export, at major ports
- Air express, air cargo and air charter
- Licensed NVOCC

- Full & less-than-container loads, plus over-dimensional breakbulk

### Rail Intermodal

- Boxcar, bulk, flatcar and tank capacity
- Contracts with major rail and stack train operators
- Service into Canada and Mexico

**Landstar System, Inc.**  
13410 Sutton Park Dr. South  
Jacksonville, FL 32224  
877-696-4507  
Solutions@landstar.com  
www.landstar.com



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# LeanLogistics

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**Mission Statement:**

Building Better Supply Chains  
Together with Innovation,  
Assurance, Expertise and Scalability.



**L**eanLogistics is a global Solutions provider of SaaS transportation management system (TMS) applications and supply chain services enabled by the industry's largest transportation network.

LeanTMS<sup>®</sup> delivers complete transportation planning, execution, settlement and procurement, as well as visibility and business intelligence, to improve transportation processes, increase efficiency and reduce costs. LeanTMS enables shippers to scale infrastructure and business processes while gaining efficiencies to improve service offerings. Furthermore, the global capabilities of LeanTMS ensure compliance by providing complete supply

chain visibility and access to industry data to meet multi-regional data regulations and guidelines.

For companies outsourcing their transportation management process, Managed Transportation Services utilizes LeanTMS together with a team of experienced logistics professionals to create the optimal solution for companies seeking to outsource transportation functions.

The LeanLogistics Transportation Network empowers shippers, carriers,

and other participating members to reduce costs, and gain complete visibility.

LeanLogistics consistently ranks among the top logistics solution providers and continues to win numerous awards for customer service. LeanLogistics' customer satisfaction surveys consistently result in 90+ percent of clients indicating plans to renew or expand relationships, as well as willingness to provide referrals for LeanLogistics.

**LeanLogistics, Inc.**

1351 S. Waverly Rd.  
Holland, MI 49423  
616-796-7631  
[www.leanlogistics.com](http://www.leanlogistics.com)



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# LEGACY Supply Chain Services

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**Mike Glodziak**  
President



## Commitment to Customers:

LEGACY focuses on developing a strong & sustainable workplace culture that drives value into the supply chain and delivers year-over-year performance for our clients.

## VETS to WERC:

LEGACY is a founding partner of VETS to WERC, a program to align experienced veterans with our industry's need for talented supply chain professionals.



**VETS to WERC**

To learn more, visit  
[WERC.org/VETstoWERC](http://WERC.org/VETstoWERC)

## LEGACY Supply Chain Services

1941 Citrona Dr.  
Fernandina Beach, FL 32034  
800-361-5028 ext. 6  
[contactus@legacyscs.com](mailto:contactus@legacyscs.com)  
[www.LEGACYscs.com](http://www.LEGACYscs.com)

**F**or nearly 40 years, LEGACY Supply Chain Services has been a dedicated logistics partner to our clients across the U.S. and Canada. Our high-touch customer service and operational expertise deliver results for clients in many industries including retail, consumer packaged goods, industrial manufacturing, technology, food & beverage, life sciences, aftermarket automotive, and healthcare.

## The LEGACY Advantage

Just like other logistics providers, we recognize design, technology, and infrastructure as integral parts of every supply chain. And we have the Tier 1 Technology, supply chain engineering, infrastructure, and long-term contracts to prove it. What distinguishes us in the 3PL industry is our values-based LEGACY culture.

## Culture Drives Supply Chain Performance

Supply chain success begins with a strong 3PL culture. LEGACY develops the right leadership culture inside the warehouse to drive employee engagement, reduction of waste, increased

productivity, increased levels of customer service – and ultimately decreased costs. Our leadership culture is the foundation that allows us to provide sustainable supply chain performance for our clients.

## End-to-End Logistics Solutions

We specialize in providing customized supply chain solutions to our clients that reduce costs, increase product speed to shelf, and streamline supply chains.

- **Warehousing & Distribution:** Dedicated contract and multi-client facilities, business-to-business and direct-to-consumer fulfillment models, labor optimization, powered by Tier 1 WMS
- **International Transportation:** Import & export freight forwarding, NVOCC ocean freight, air cargo, foreign-to-foreign services, project cargo, powered by Tier 1 TMS
- **Dedicated Contract Carriage:** Asset & non-asset based models, driver/dispatch/administration/safety & compliance

management, driving capacity-consistency-service

- **North American Transportation:** LTL & full truckload, dedicated contract carriage, rail & intermodal, expedited services, project cargo, last mile & white glove, powered by Tier 1 TMS
- **Customs & Compliance:** U.S. Customs brokerage, foreign entry services, compliance support, documentation services, foreign trade zone, powered by Tier 1 customs brokerage system
- **And Everything to Add Value in Between:** Transportation analysis & planning, supply chain design, value-added services, and customized supply chain technology

Learn more about what makes LEGACY one of the Top 3PLs in North America – visit [www.LEGACYscs.com](http://www.LEGACYscs.com) or call 800.361.5028 ext. 6.



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# LeSaint Logistics

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**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



**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 Management
- Fulfillment
- 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™ 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™ Portal, providing web-based order and inventory status, customized reporting and email alerts. Our TransTech™ 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™ to work for your business. You'll see the difference on your bottom line.



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# Lynden

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**Jim Jansen**  
Chairman

**At Lynden, our job is to deliver innovative transportation solutions to our customers.**

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, and Hawaii, 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.



**O**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, seafood and manufacturing.

The combined capabilities of the Lynden companies include truckload and less-than-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, remote site construction, sanitary bulk commodities hauling, and multi-modal logistics.

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.

Lynden was founded on principles of integrity and quality. Its environmental commitment is based on a common-sense desire to be efficient and to do things right. Its culture of innovation and efficiency is completely in harmony with its commitment to protect the environment. Lynden's people, equipment, processes and technology are focused on the efficient use of resources and sustainable operations.

***Proudly serving Alaska for more than 60 years.***



**Lynden**

6441 South Airpark Place  
Anchorage, AK 99502  
1-888-596-3361  
Fax: 907-245-1744  
information@lynden.com  
www.lynden.com



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# MacroPoint, LLC



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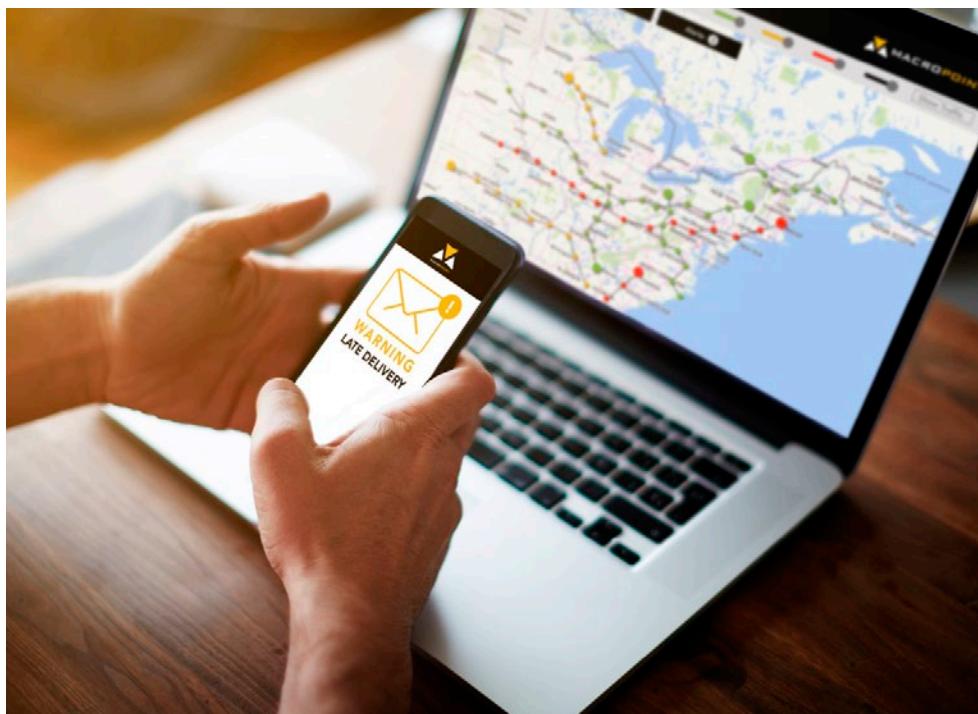
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**Dan Cicerchi**  
Vice President

Location Tracking for Every  
Brokered Load

At MacroPoint, our purpose is clear: Deliver a cost effective, third party load tracking solution engineered to "Track ANY Load."



**H**eadquartered in Cleveland, Ohio and founded in 2011, MacroPoint is the provider of a global third party freight visibility platform for shippers, brokers and 3PLs.

### Real-time Load Location Visibility

MacroPoint's patented load monitoring and tracking software aggregates the location information from cell phones, in-cab ELD/GPS devices and trailer/container tracking systems to provide real-time load location visibility to third parties. This revolutionary cloud-based solution enables third parties to receive location monitoring and tracking services, delivery monitoring and event notifications as they happen.

The feature rich platform allows for exception management and predictive analytics capabilities in a

single location, in a format that highlights at risk loads. The SaaS platform is integrated with an industry leading number of TMS systems, automating the entire process and eliminating the need for drivers to check in with dispatchers, and for shippers and brokers to check in with carriers.

### Enhancing Efficiency and Profitability

In today's highly competitive freight markets, real-time load tracking and status updates are needed to enhance the efficiency and profitability of operations. MacroPoint is built to tackle the real-world challenges of carriers, freight brokers, 3PLs and shippers.

With no hardware installation required, the completely automated system provides real-time location tracking, delivery and

off-schedule monitoring, and arrival and departure event notification.

The load tracking software is built to integrate with the systems today's carriers, brokers and shippers are using to manage their supply chain by providing integrated data through a long and growing list of TMS partners. With over 800,000 drivers and millions of connected trucks, MacroPoint's Carrier Visibility Network is revolutionizing visibility throughout the supply chain.

**MacroPoint, LLC**  
6050 Oak Tree Blvd., Suite 150,  
Cleveland, OH 44131  
[www.macropoint.com/  
inbound-logistics](http://www.macropoint.com/inbound-logistics)  
Phone: 866-731-2592  
Email: [Sales@macropoint.com](mailto:Sales@macropoint.com)



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# Mallory Alexander International Logistics



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**W. Neely Mallory III**  
President



expertise to a range of customers in many industries. Mallory Alexander services include:

- Public and Contract Warehousing Facilities
- Freight Forwarding and Brokerage
- International and Domestic Air
- Domestic Transportation
- NVOCC
- Customs Brokerage
- Supply Chain Consulting
- Managed Logistics
- Cargo Security
- IT Solutions



**M**allory Alexander International Logistics is a leading third-party logistics (3PL & 4PL) provider. We support manufacturers, retailers and other suppliers in the storage and shipment of their valuable cargo, and we do it with confidence—on time, with care, everywhere. We recognize the invaluable role our customers play in the international economy and in lives around the world.

We navigate the complex logistics landscape and build safeguards into our processes, ensuring accuracy and providing our customers peace of mind. We create reliable yet nimble systems to meet our customers' dynamic needs, at every touch point, every time.

Your biggest challenges are met with creativity and supported by our offices around the world and warehouses at strategic U.S. locations. As a financially secure company, Mallory Alexander has the stability and commitment to develop long-term relationships in global commerce.

Rely on Mallory Alexander for superior supply chain performance around the world.

## Experience

Mallory Alexander works to establish partnerships with our customers to develop customized business solutions that fit their particular needs, while ensuring that their corporate goals are met. Combining best in class operating procedures and systems with a comprehensive network of agents and service providers allows customers to maximize the value of their supply chain spend.

At Mallory Alexander, we align our objectives with our customers' objectives. As a solution provider first, we are not bound to a limited group of suppliers or services officers. Offering value added services such as customs brokerage, white glove delivery, fulfillment and repackaging services, along with a select team of dedicated employees, clearly distinguishes us from other third party logistics providers.

## Expertise

For more than 91 years, Mallory Alexander has been providing our expertise to a broad range of diverse logistics problems. Originally founded in Memphis to warehouse and ship cotton, we now lend our

## Excellence

Our commitment to your success requires nothing short of excellence. Mallory Alexander is fully licensed, ISO9001:2008 and C-TPAT certified. We participate in government agencies and third party training and seminars to ensure the highest degree of compliance with the US government regulations. We are a winner of the President's E-Award for Exporting Excellence and the President's E Star Award for the promotion of U.S. Exports.

Mallory Alexander offers a proud tradition of innovative logistics solutions, tailored quality services, and leading edge technologies delivered every day by the best professionals in the business. We recognize that people are our greatest asset and our success is based on the integrity of people who have a passion and commitment to service their customers.

Mallory Alexander is right-sized with the expertise and flexibility that our customers demand. We are proud to call Memphis, TN home for our company headquarters and the foundation for all our global offices.

## Mallory Alexander International Logistics

4294 Swinnea Road  
Memphis, TN 38118  
Tel: 1-800-257-8464  
Fax: 1-901-370-4288  
info@mallorygroup.com  
www.mallorygroup.com

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# Maryland Port Administration



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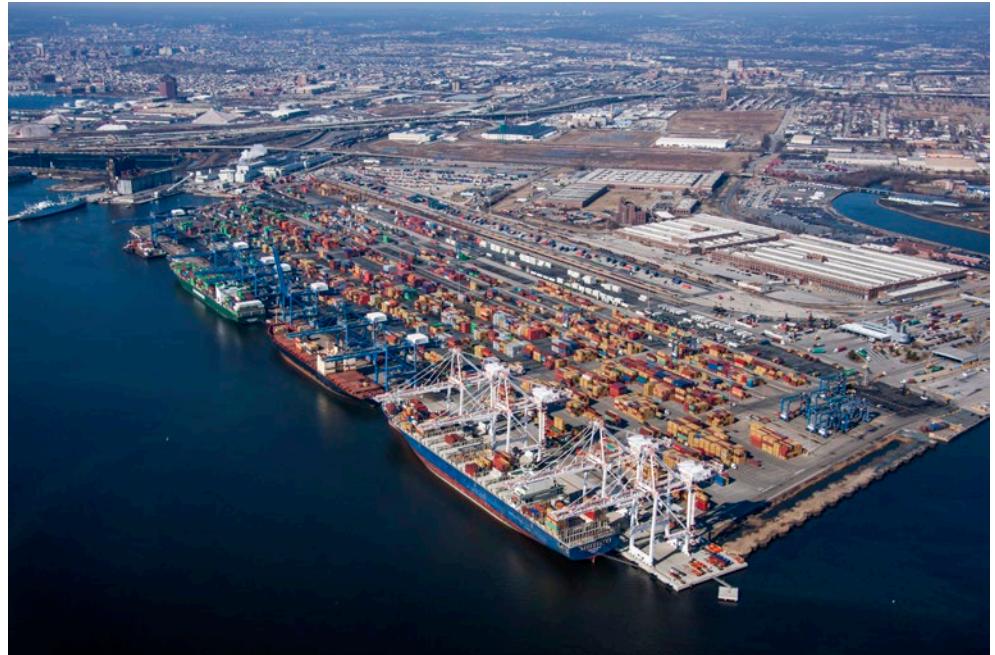
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**James J. White**  
Executive Director

## Mission Statement:

The Maryland Port Administration (MPA) oversees and manages the six public marine terminals of the Port of Baltimore. It is tasked to stimulate the flow of waterborne commerce through the State of Maryland in a manner that provides economic benefit to Maryland citizens. The MPA directly markets, promotes, and facilitates trade through the Port of Baltimore while supporting both public and private Port facilities. The Port of Baltimore annually generates about 13,600 direct jobs, and nearly 130,000 jobs in Maryland are linked to the POB.



**M**ore than 300 years removed from its beginning as a colonial hub for the tobacco trade, then as a budding shipbuilding mecca famous for its “Baltimore Clipper,” today the Port of Baltimore is widely celebrated for its specialization in moving a 20th century conveyance – the automobile. Among the most diversified cargo gateways in the United States, it is a leading port of departure and arrival for automobiles and roll on/roll off (ro/ro) cargo, while also laying claim as one of the top destinations for imported forest products, paper, gypsum, sugar, and iron ore.

Centrally located on the Atlantic Coast, the Port of Baltimore, which is managed by the Maryland Port Administration (MPA), is the farthest inland port in the United States with a 50-foot deep channel. Baltimore now has a 50-foot deep container

berth that is ready to welcome the world’s largest ships today.

It is also the closest Atlantic port to major Midwestern population and manufacturing centers and a day’s reach from one-third of all U.S. households. Steel manufacturers in Pittsburgh, furniture makers in North Carolina, and consumers in Boston are all served in less than 24 hours from the port.

In terms of transportation, the Port of Baltimore is located adjacent to the East Coast’s primary north-south corridor, I-95, proximate to east-west running I-70, and is served by both CSX and Norfolk Southern railroads.

One of the unique aspects of the port’s trade is the diversity of cargo moving through its facilities. With a balanced portfolio of automobiles, forest and paper products, ro/ro, and container shipments, the port hosts a variety of global shippers and is less vulnerable

to precipitous drops in niche trades.

The MPA operates six public terminals:

- **Dundalk Marine Terminal (570 acres):** Containers, breakbulk, wood pulp, ro/ro, autos, project cargo, farm and construction equipment.
- **Fairfield Automobile Terminals (104 acres):** Automobiles.
- **The Intermodal Container Transfer Facility (84 acres):** International and domestic containers.
- **North Locust Point Marine Terminal (90 acres):** Wood pulp, lumber, latex, steel, paper, and containers.
- **Seagirt Marine Terminal (284 acres):** Containers.
- **South Locust Point Marine Terminal (79 acres):** Forest products.



## Maryland Port Administration

401 East Pratt Street  
Baltimore, MD 21202  
800-638-7519  
410-385-4400  
[www.marylandports.com](http://www.marylandports.com)

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# Materialogic

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**Bill Young**

Senior Vice President  
Business Development

**Our Mission:**

Materialogic is committed to being the single best resource for outsourcing fulfillment, distribution and logistics services while providing solutions which assist our clients in optimizing their supply chains. We believe in our employees, in our clients, and in a commitment to continuous self-improvement. Our mission is to reduce the complexity associated with managing the supply chain, giving our clients more time to focus on building their brands and their business.

**Smart Logistics Solutions: A company with a passion you'll love.**

Materialogic has been providing fulfillment, distribution and logistics solutions for over 35 years to clients ranging from Fortune 1000 companies to omni-channel retailers and ecommerce startups. What sets us apart is support for both B2B and B2C models for products and literature, which allows our clients to quickly enter new markets when opportunity arises. We pride ourselves on a high degree of hands on involvement to sweat the details and take ownership in the outcome of solutions we put in place for our clients.

Our many years of experience have allowed us to be experts in certain fulfillment industry niches that require a combination of regulatory compliance, environmental care for products, multiple sales channels, continuity models, and fast order delivery. Clients include businesses operating in specialty foods, alcoholic beverages, health/beauty, natural products, supplements, wellness/fitness, and household durable goods, just to name a few.

We operate multiple facilities strategically located in St. Louis, MO and American Canyon, CA to reach the majority of the US population in 3 days using ground shipping. These facilities are FDA registered, climate controlled, food grade, and secured 24/7. In addition, we have extensive business continuity and disaster recovery programs in place to prevent operational disruptions due to unforeseen circumstances. The technology we run is Infoplus Commerce (infopluscommerce.com), a



proprietary software platform for the ecommerce world and related 3PL activities, giving our clients access to the most efficient supply chain management system in the industry.

**Core services:**

- Technology - cart integrations, real-time data, mobile compatibility, SaaS solutions for internal operations
- Order Management - rules based filters, vendor pass through
- Order Processing - multiple service levels, custom packaging and packing slips
- Fulfillment - pick, pack and ship single or multiple items, back order management, cross docking
- Receiving and Returns - count verification, quality inspections, rework damages
- Inventory Management - procurement analytics, lot and serial number tracking

- Retail Distribution - EDI, VAN support, routing guide compliance
- Freight Management - discounted shipping programs, inbound customs clearing, international
- Special Projects - kitting, assembly, gifting, labeling and other special services
- Print Management - cost tracking, usage forecasting, procurement services

**What keeps our clients happy:**

- Our ability to custom tailor solutions to address each client's unique business needs
- Our employees' extreme proactive attention and responsibility for every order

We fulfill on a promise to treat your business as we do our own. The end result is a fast, accurate, cost effective logistics supply chain.



**Materialogic**

Direct: 314-692-7545  
Toll Free: 1-800-333-7144;3026  
byoung@materialogic.com  
www.materialogic.com

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# Matson

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**Matt Cox**  
President and CEO

**Mission Statement:**

To move freight better than anyone.



**A** leader in Pacific shipping, Matson's ocean transportation service is recognized for its industry leading on-time arrival performance and award-winning customer service.

Its diversified fleet features four newly-built container-ships, 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, owned and operated, which provides 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 remote economies.

Matson provides a vital lifeline to the economies of Hawaii, Alaska, Guam, Micronesia and select South Pacific islands, and is a key supply chain provider allowing

customers to rely on the company's dependable vessel schedules to continually replenish inventories.

Matson's China-Long Beach Express has 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 and offering next-day cargo availability on the West Coast.

Matson's Pacific services are further enhanced by the transportation and distribution network of the company's subsidiary Matson Logistics, a leading provider of freight transportation, warehousing, and supply chain services to the North America market.

Matson Logistics serves a broad range of customers and industries with customized supply chain solutions. Services include:

- Domestic rail intermodal service
- International rail intermodal service
- Specialized hauling, flatbed and project work
- Contract and public warehousing at key East and West Coast ports
- Value-added packaging services, light assembly, and product customization
- Web-based supply chain visibility and management
- NVOCC services
- Customer portal for fast and easy access to rate, book, and manage freight

As evidenced by numerous industry and customer awards, Matson is firmly committed to operational excellence and providing its customers with the highest possible levels of service across all modes of transportation.

*Learn more at [matson.com](http://matson.com).*

- Long haul and regional highway truckload and LTL service



**Matson**  
555 12th Street  
Oakland, CA 94607  
1-800-4MATSON  
customerservice@matson.com  
www.matson.com

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# MD Logistics



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**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 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.

### 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



Customized Supply Chain Solutions

### Retail & Omni-Channel Logistics

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.



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**MHI**

**The Industry That Makes Supply Chains Work**

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**George W. Prest**  
CEO

**Mission:**

We provide an unbiased, collaborative environment that fosters stakeholder best practices by facilitating industry groups, education, events, and market intelligence through innovative direct programming or in partnership with other industry providers.

**Vision:**

To be recognized as the premier authority for the material handling industry, enhancing how supply chains work.



MHI is the nation's largest material handling, logistics and supply chain association. MHI offers education, networking and solution sourcing for members, their customers and the industry as a whole through programming and events.

**MHI Snapshot**

■ 800 members including: material handling and logistics equipment companies, systems and software manufacturers; consultants; systems integrators and simulators; and third-party logistics providers and publishers.

■ 17 MHI Industry Groups represent the leading providers in several key equipment and system solution categories.

■ Sponsor of the industry-leading ProMat and MODEX events. ProMat will be held April 3-6, 2017 at McCormick Place in Chicago, IL.

■ MHI provides educational, business development, networking and solution sourcing opportunities.

Visit [ProMatShow.com](http://ProMatShow.com) today to learn more and register.



**MHI**  
8720 Red Oak Blvd. Suite 201  
Charlotte, NC 28217  
Phone: 704.676.1190  
Fax: 704.676.1199  
[www.mhi.org](http://www.mhi.org)



**MHI**®

THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®

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# MILS, Inc.

Miller Intermodal Logistics Services, Inc.



**Steve Haskins**  
President and CEO

"MILS has been dedicated to providing effective solutions in today's complex supply chain and transportation environment. We strive to always meet and exceed customers' supply chain challenges with our distribution planning and delivery network in order to provide cost effective results that bring value to our clients. We remain focused on our customers' needs and what we can do to bring forth innovations, technology and solutions that will help to further their business goals."

- Steve Haskins, MILS, Inc.  
President and CEO



**Miller Intermodal  
Logistics Services, Inc.**

371 Highland Colony Parkway  
Ridgeland, MS 39157  
Phone: 601-709-8000  
Fax: 601-923-2536  
www.MILS3PL.com

**W**ho is MILS? We are a 3PL problem solver, with real-time solutions. We have over 20 years of experience in supply chain management; we are the reliable choice. MILS is your complete transportation resource. Our proven management methods offer technology, reliability and cost saving results. MILS customizes every aspect of our service offerings to create the most efficient distribution network possible for our customers. Our transportation management systems provide load optimization and shipment visibility, along with cost and performance reporting so you are always informed of every phase of your shipments. We pride ourselves on saving our customers time and money.

Our operational services are supported through our fleet of strategically placed company drivers and state-of-the-art, green engine equipment located at terminals throughout the U.S. as well as a vast, vetted subcontract carrier network for coverage throughout North America. This network allows us to satisfy peak order demands and match carrier strengths with the market area.

MILS is forging ahead in technology, planning and tracking. We pride ourselves on forecasting and planning, and keeping you up-to-date with GPS tracking and real-time performance. Safety, distribution and cost control are our priorities, as well as forming long lasting

partnerships with our customers.

**Services Include:**

- Supply Chain Management
- Vendor Managed Inventory (eVMI)
- Route Optimization
- Product Replenishment
- Third Party Logistics
- Bulk Tank Transportation
- Specialized Equipment
- Equipment Leasing
- Dedicated Fleets
- Dry Vans
- Warehousing
- Transloading
- Container Drayage
- Intermodal Services
- Pneumatic Dry Bulk
- TMS Platform
- Expedited Delivery
- Real-Time Analysis
- SAP Integration

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# MIQ Logistics

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**John Carr**

*President and Chief Executive Officer*

### Mission

We will attract and retain the best people, provide flawlessly executed integrated solutions and consistently deliver value to our customers.

### Core Values

- Exceed Customer Expectations
- Value Our People
- Work Safely
- Demonstrate Good Citizenship
- Act with Integrity



### MIQ OVERVIEW

MIQ Logistics is a leading provider of supply chain management and logistics services in North America, Latin America, Europe and Asia.

Started in 2000, MIQ Logistics is headquartered in Overland Park, Kansas with over 70 offices in 20 countries. Along with our global network partners, we provide services in and between all major international trade lanes. With the support of our thousands of logistics professionals, this infrastructure can deliver seamless end-to-end supply chain solutions around the world.

MIQ Logistics employees understand that customer service is our first priority and at its best when built on a relationship of trust and a thorough understanding of our customers' business. We believe that adherence to our Core Values, as well as pride in our work and company, continuous improvement, and responsiveness, will lead us to our continued growth.

Our logistics solutions give customers more control and

visibility of their supply chain, while reducing and controlling costs.

### Global Logistics Services

Our wide range of sophisticated global logistics services at points of origin around the world help customers achieve overall supply chain savings, while gaining better control of their shipments.

- Air and Ocean International Freight Forwarding
- Global Trade Compliance
- Customs Clearance
- Project Logistics
- Vendor and Order Management

### Transportation Management Services

Our transportation management services enhance supply chain efficiency with network strategy design, predictive modeling, shipment optimization and execution tools.

- Transportation Management System—PowerTMS
- Carrier Management
- Logistics Engineering
- Inbound and Outbound

Shipment Planning and Execution

- Freight Audit and Payment
- Business Intelligence

### Distribution Value-added Services

Our comprehensive distribution services improve inventory order processing, cycle times and cost effectiveness resulting in better inventory management and added value from your supply chain.

- Origin and Destination Services
- Warehouse Management
- Kitting, Crating, Packing, and Labeling
- Origin Consolidation
- DC Bypass

If your business is seeking improvements in its supply chain, MIQ Logistics is the provider with the global scope, portfolio of services, knowledgeable employees and easy-to-use tools capable of adding value to your business.



**MIQ Logistics**  
11501 Outlook Street, Suite 500  
Overland Park, KS 66211  
www.miq.com  
+1 913-696-7100  
1-866-972-9272  
Contact\_us@miq.com

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# Mitsubishi Caterpillar Forklift America Inc. (MCFA)

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**Ken Barina**  
President

### Mission Statement

Mitsubishi Caterpillar Forklift America Inc. (MCFA) develops, manufactures and distributes the highest quality material handling solutions. We place customer focus on everything we do by striving to provide innovative material handling solutions to our customers.

100% Safety, 100% Quality, 100% On Time – these concepts are critically important to our customers, and are the focus of the work we do every day.

### MCFA Quick Facts

- Headquartered in Houston, TX
- 1200+ employees
- Brands: Cat® lift trucks, Mitsubishi forklift trucks, Jungheinrich®
- 340+ dealer locations throughout North, Central and South America

### MCFA

2121 W. Sam Houston Pkwy. N.  
Houston, TX 77043  
713-365-1000  
www.mcfa.com



MCFA is a leading manufacturer of forklifts throughout North, Central and South America and the Caribbean. Based in Houston, Texas, MCFA features one of the most experienced dealer networks in the industry, offering a wide range of quality forklifts and warehouse products across three brands: Cat lift trucks, Mitsubishi forklift trucks and Jungheinrich warehouse products.

### Global Manufacturer

By combining the expertise of three global leaders – Caterpillar Inc., Mitsubishi Nichiyu Forklift Co., Ltd. and Jungheinrich AG – MCFA brings years of manufacturing excellence and experience to the lift truck industry. We are committed to delivering the highest quality forklifts and business solutions and helping our customers succeed by providing reliable

local support and extensive aftermarket services. This passion is what drives our business and fuels the products and services we offer.

### Our Brands

- **Cat lift trucks has been one of the most trusted forklift brands in the world for nearly 50 years.** With capacities ranging from 2,500 to 36,000 pounds, the product line includes fuel-efficient lift trucks and advanced electric forklifts with longer run times and a lower total cost of ownership.
- **Mitsubishi forklift trucks, ranging in capacity from 2,200 to 15,500 pounds, are known for delivering exceptional value.** Designed for reliability, the products span from warehouse products to a wide range of internal combustion (IC) forklifts.

- **Jungheinrich offers a broad range of forklifts and very narrow aisle lift trucks with capacities ranging from 2,000 to 19,800 pounds.** With more than 60 years of electric lift truck design expertise, Jungheinrich develops energy-efficient warehouse products – many of which operate up to two shifts on one charge in various applications.

### Our Dealers

MCFA's dealer network has more than 340 forklift dealer locations across North, Central and South America.



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# Neopost



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Join the conversation

Founded in 1924, Neopost has grown to become a leading global provider of mailing and shipping solutions as well as digital communications management. We partner with organizations of all sizes in every industry. Our fastest growing product segments improve many business-critical processes that occur outside of the traditional mail center.



**N**eopost USA provides hardware and software to mailers and shippers of all sizes. The company is renowned for its Neopost-brand technology-based solutions that help organizations manage their digital business communications documents and processes. Neopost solutions allow customers to streamline, enhance and improve essential business-critical processes that occur outside of the mail center.

Neopost USA offers mailing and shipping solutions as well as digital communications management solutions to organizations of all sizes in every industry. Neopost-brand solutions enable businesses to send and receive physical mail, digital documents and traceable packages confidently and economically. More importantly, Neopost solutions help its customers connect with their customers by establishing one-to-one business relationships.

### **Outbound Shipping Solutions**

We help retailers and enterprises at every stage of the parcel-delivery process – from choosing the right carrier to tracking of the exact location of

recipients' orders. Our shipping knowledge and expertise give you new ways to make deliveries more convenient for your customers.

- NeoShip ensures USPS® IM<sup>®</sup>pb compliance for your package shipping requirements.
- Enhanced Mailing and Shipping gives you the power to ship efficiently as well as an unparalleled tracking capability your customers expect.
- Enterprise Shipping System allows users in any of your company's locations to choose a shipping carrier, select the most economical shipping price and create shipments straight from their desktops.
- ProShip Software, a scalable, multi-carrier shipping solution that can handle multiple origins, carriers, modes and service types, can optimize your transportation processes, reduce costs, increase visibility and reduce errors.
- DimStation, our small-footprint, solid-state line of dimensioning solutions, excels in speed and performance.

### **Inbound Receiving Solutions**

Neopost's Web Tracking System tracks the internal movement of every parcel your company receives. WTS dramatically improves the management of your company's inbound workflow process by increasing reliability, accelerating productivity and decreasing costs.

### **Deliver Differently**

Packcity intelligent parcel lockers, accessible 24 hours a day/seven days a week, make it easy for students living on-campus, employees in large work environments, residential building tenants and online consumers to pick-up and drop-off parcels in convenient, secure locations.

Contact Neopost USA when you need custom-tailored technology-based mailing, shipping and document management solutions. We can help you send, receive and connect with your customers via physical mail, parcels and digital communications management.



**Send. Receive. Connect.**

#### **Neopost**

478 Wheelers Farms Road  
Milford, CT 06461  
203-301-3400  
www.neopostusa.com

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**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**

- Integrity
- People
- Customer Service
- Entrepreneurship
- Performance
- Social Responsibility

**Overview**

Since 1932, NFI has been a leader in providing end-to-end supply chain management services across numerous industries. NFI engineers customized solutions for every step of the shipping process. Our services are tailored to meet your business needs and are executed safely, reliably, and efficiently throughout the world. Our entrepreneurial power inspires our people to create value for our customers’ businesses.

**Distribution**

Whether your company focuses regionally or has international reach, NFI’s distribution services are tailored to you. Our experts utilize NFI’s 31+ million sq. ft. of warehousing space across North America to customize solutions that address your unique supply chain goals. Our distribution centers, cross-docks, and fulfillment centers are fully customized and dedicated to meet your unique specifications. Our value-added services offer the flexibility to accommodate special orders, sudden changes, seasonality, promotional displays, or any other needs your inventory must respond to. NFI creates solutions to optimize your supply chain so you can focus on what you do best.

**Transportation**

With an expert team driven by a commitment to customer service, NFI’s unique set of asset-based and non-asset based transportation solutions provides you with options that can be integrated and customized to best



address your needs. As NFI continues to add drivers, tractors, and trailers, you can be reassured that you’ll have consistent capacity across your operation. NFI continues to provide best-in-class transportation solutions through our experience with dedicated fleets, brokerage, transportation management, intermodal, drayage, and global transportation.

**Global Logistics**

Staffed by experts who are knowledgeable in international transactions, NFI takes a personal approach to your air and ocean shipments by guaranteeing excellent operations on schedule and on budget. With end-to-end solutions, NFI provides you with the global rates, service,

systems, and solutions global shippers need. As a global expert, NFI works to understand your business and provide support at every turn of the global distribution and freight forwarding journey.

**Real Estate**

NFI approaches real estate solutions with your supply chain goals in mind and understands what it takes to run a modern distribution facility. NFI leverages its operational expertise to create a better model for real estate development. With this operational expertise, NFI can locate, develop, and construct a state-of-the-art facility that accommodates customer needs and maximizes flexibility for future expansion opportunities.



**NFI**

1515 Burnt Mill Road  
Cherry Hill, NJ 08003  
1-877-312-7207  
contactus@NFIindustries.com  
www.NFIindustries.com



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# The Northwest Seaport Alliance



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**John Wolfe**

Chief Executive Officer

## About The Northwest Seaport Alliance

The ports of Seattle and Tacoma (Washington State, USA) unified management of their marine cargo facilities in August 2015. The alliance is a port development authority governed by the two ports as equal members, with each port acting through its elected commissioners.



**T**he Northwest Seaport Alliance (NWSA) brings together two of the nation's premier harbors to form a single, integrated gateway for marine cargo. Our combined terminal facilities, carriers and ports of call provide unlimited options and flexibility to suit your unique supply chain needs.

We are one of the largest container load centers in North America. Strategically located in the northwest corner of the U.S., we offer shorter transits from Asia, and are the first and last ports of call for many transpacific liner services. We are also a major gateway to Alaska and Hawaii; more than 80% of trade between Alaska and the lower 48 states moves through our harbors. In addition to containers, we are also a center for bulk, breakbulk and project/heavy-lift cargoes, and automobiles.

### Make better connections

Shorter transit times from Asia make The Northwest Seaport Alliance the natural

port of choice for time-sensitive container cargo headed to the Midwest, Ohio Valley and the East Coast.

Our on-dock rail, international and domestic rail service options from two Class 1 railroads along with near-terminal transload warehouse facilities offer plenty of options and the flexibility to move cargo how and when you want. Our close proximity to the 2nd largest concentration of warehousing on the U.S. West Coast also makes us an ideal location for warehousing, distribution, and transload operations.

We pride ourselves on being proactive and performance-driven, and put unrelenting focus on delivering operational excellence and best-in-class service for our customers. And our commitment to working hand-in-hand with our supply chain partners to provide cost-effective, innovative shipping solutions is unparalleled. At the end of the day, it's all about helping you, the shipper, get the job done.

### Make our competitive advantages yours:

- **Big ship ready.** Most container terminals are 50 ft. or deeper at berth and equipped with modern-cargo handling equipment
- **Room to grow.** Plenty of available land and terminal capacity to handle your business
- **Hassle free connections.** On- and near-dock rail plus major highways within minutes of the port keep your cargo on the move
- **Cargo handling experts.** Over 25 near-terminal transload, warehousing and cross dock facilities add flexibility to your supply chain
- **Best-in-class customer service.** Seaport Alliance staff are highly-skilled and passionate about our customers and their cargo



**THE NORTHWEST  
SEAPORT ALLIANCE**  
Gateway to Solutions

## The Northwest Seaport Alliance

P.O. Box 2985

Tacoma, WA 98401

Phone: (800) 657-9808

info@nwseaportalliance.com

www.nwseaportalliance.com

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# nVision Global

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**Luther M. Brown**  
Founder & CEO

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 customers demands products and services tailored to their unique needs, nVision Global with its flexibility and technology is ideally equipped to meet these



**nVision Global**  
**World Headquarters**  
1900 Brannan Rd., Suite 300  
McDonough, GA 30253  
Phone: +1 770.474.4122

**Central America Office**  
Curridabat, La Galera  
100 mtrs al norte, 25 mtrs al este  
Edificio Bioquim #2, 2do piso  
San Jose, Costa Rica  
Phone: +506.2271.5613

**European Office**  
Stationsplein 8-K  
Maastricht 6221 BT  
Netherlands  
Phone: +31 (0) 43 799 9123

**Asia Pacific Offices**  
Room 303, No.15 Chezhan Road  
Jiangbei District  
NingBo, Zhejiang Province,  
China  
Phone: +86.574.87856760

J-2, 2nd Floor, Block EP & GP  
Sector-V, Salt Lake  
Kolkata, West Bengal 700091  
Phone: +91.33.2357.6571

B-1/A-12, Mohan Co-operative  
Industrial  
Area, New Delhi 110044  
Phone +91.11.4150.4442

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:**

- Global Single Source Solution
- Industry Leading Analytical Tools
- Multi-Lingual Staff
- Processing Freight Invoices From Over 198 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**

- Benchmarking
- Vendor Compliance Reporting
- Shipment Tracking & Visibility
- Rate Negotiations
- Key Performance Indicator (KPI) Development
- Global Freight Bid/Tendering Services

**Claims**

- Loss & Damage Claims Software or Service



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# ODW Logistics



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**John Ness**  
President & CEO

## Mission

To be the leading third party logistics provider serving the middle market with nationwide warehouse, fulfillment, and comprehensive transportation solutions.

Our goal is to deliver our customers an efficient and effective supply chain by providing continuous cost and service advantages to propel your business forward.

We accomplish this through our consultative and personal approach to understand your unique business needs and deliver flexible and responsive supply chain solutions that are adaptable to the changing demands of your business.

**F**ounded in 1971, ODW Logistics provides nationwide warehouse and transportation solutions to various industries including, but not limited to: retail, CPG, food and beverage, health & beauty/cosmetics, and building materials.

Our logistics solutions are tailored to suit your specific business operation and include:

- Dedicated & shared warehouse solutions
- Comprehensive transportation management (asset & non-asset based, yard management, drayage, regional fleet)
- Omni-channel fulfillment
- Network design solutions

## Warehousing and Distribution

ODW Logistics has four million sq. ft. of dedicated and shared facilities throughout the United States. With operations in Columbus, Cincinnati, Chicago, Milwaukee, St. Louis, and Los Angeles, we have the range and flexibility to scale with your business and adapt to your changing supply chain needs.

## Value-Added Solutions

ODW Logistics offers customized value-added services specific to your business needs. Services include, but are not limited to: manufacturing support, sub-assembly, display building, kitting, re-packing, sequencing, and quality screening.

## Transportation Management

ODW Logistics Transportation Services (LTS) provides a single source transportation management solution to our customers. Our



dedicated account management team serves as the “control tower” for your operation and brings immediate attention and proactive solutions to potential issues beginning from the customer order to final product delivery.

## Freight Consolidation

ODW LTS utilizes an industry leading transportation management system (3GTMS) to maximize consolidation opportunities and offer cost optimized routing while ensuring on-time delivery.

Our network allows us to improve utilization and optimize LTL orders to build full truckload shipments at a lower per-unit shipping cost.

## Optimization

ODW LTS takes a consultative approach to establish a distribution network to ensure all customer orders are shipped from the most efficient location. To provide fully optimized solutions, ODW LTS leverages 3 primary drivers:

- 3GTMS to enable multi-stop delivery load building, pool distribution, and solutions for complex supply chain networks.
- Carrier Partnerships: over 5,000 truckload and LTL

carrier contracts for optimal routing.

- People: ODW LTS dedicated account management teams providing a single point of contact

## Network Analysis

ODW utilizes cloud-based network analysis software to analyze your current supply chain state and develop specific solutions to optimize your transportation and distribution nodes. We deliver our clients an intuitive and visual platform that allows for real-time modeling and variability to optimize your distribution and achieve an ideal future state.

## Regional Asset-Based Transportation

ODW Logistics Dist-Trans provides dedicated transportation services with over 200 tractors and 400 trailers nationwide. Services include: Local and regional truckload service, drayage, and yard management.

*ODW Logistics – We’ve got Range®. For more information visit: [www.odwlogistics.com](http://www.odwlogistics.com)*



## Corporate Headquarters

400 W. Nationwide Blvd.  
Suite 200  
Columbus, OH 43215  
614-549-5000  
[www.odwlogistics.com](http://www.odwlogistics.com)

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# Odyssey

## Odyssey Logistics & Technology Corporation

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**Robert H. Shellman**  
President and CEO



**Odyssey**  
Innovating Logistics

Organizations with diverse and complex transportation needs rely on Odyssey's innovative technologies to deliver thorough, high value logistics strategies.

Our clients benefit from expert tailored solutions across multiple transportation modes, backed by the power of our freight network of over \$2B.

Odyssey's mission is to develop targeted, comprehensive logistics solutions that address each client's unique set of challenges, systems, products and vision. Our experienced management team provides the expertise, market intelligence and best practices to drive cost savings and optimize operations.

Whether you choose to have us support all or a portion of your logistics, or to manage it yourself via WIN™ (Web Integrated Network) TMS, partnering with Odyssey gives you access to exceptional logistics and technology and provides transparency and control of your logistics process.

### Managed Logistics

- Domestic & International Logistics; N.A., EMEA, APAC
- Sample Fulfillment & Distribution
- Freight Management; single source for contracting, track & trace, invoice audit/pay & claims support
- Rail; procurement, car maintenance, operations, service monitoring & reporting; fleet & car tracking
- Facilities; supply chain needs analysis start-up & network optimization projects

### Intermodal

- Ocean container transport and repositioning
- Intermodal ISO Tank; including chemical & food grade
- Metals; specialized Load and Roll Pallet (LRP) for safe, damage-free transportation

### Truck

- Flatbed & warehouse
- Bulk tank truck & ISO tank depot services
- Bulk brokerage; planning & contracting available
- Truckload & Less-than-Truckload; managed by client or Odyssey

### International Services

- Customs Brokerage
- Int'l Freight Forwarding; transport & technology
- NVOCC; full container load shipping solutions

### Client-Managed Transportation

- WIN™ transportation management system
- Optimized, multi-mode freight management throughout N.A.
  - Shipment visibility
  - Reporting, analysis & market data
  - Extensive carrier network



**RESPONSIBLE CARE**  
OUR COMMITMENT TO SUSTAINABILITY

### Odyssey Logistics & Technology Corporation

39 Old Ridgebury Road, Danbury, CT 06810  
866.487.7481  
odysseylogistics.com  
salesandmarketing@odysseylogistics.com



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# Old Dominion Freight Line, Inc.



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**David Congdon**

Vice Chairman 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.



Old Dominion (NASDAQ: ODFL) is a leading, less-than-truckload (LTL), union-free company providing premium service to all its customers. OD offers regional, inter-regional and national LTL service. In addition to its core LTL offerings, the company provides its customers a broad range of logistics services including ground and air expedited transportation, supply chain consulting, truckload brokerage, container delivery and trade show logistics. In addition, through strategic alliances, the Company's customers have access to international freight forwarding services throughout the world. Old Dominion also offers a consumer home moving service: OD Household Services. Old Dominion's safety record, claims ratio and on-time service are among the best in the industry, and OD takes great pride in all of

its employees who are driving this success. For more than 80 years, Old Dominion has been helping the world keep promises.

Recently, Old Dominion was recognized with the following acknowledgements for company leadership in the industry:

- Mastio & Company ranked Old Dominion as the **No. 1 National LTL Carrier** for an unprecedented seventh consecutive year.
- The American Trucking Associations honored the company with the **2016 President's Trophy** award in the **Over 100 Million Miles** category.
- *Inbound Logistics* named the company to its **75 Green Supply Chain Partners (G75) List** for the sixth consecutive year.
- NASSTRAC honored the company as **2016 Carrier of the Year** for the fourth consecutive year.

- *Supply Chain Brain* named Old Dominion to its **2016 100 Great Supply Chain Partners** listing.
- *Logistics Management* recognized Old Dominion with the **Quest for Quality** award as **Top Multi-Regional LTL Carrier** for the seventh consecutive year and also as **Best Expedited Carrier**.
- Numerous Carrier of the Year awards.

For more information about Old Dominion, visit [odfl.com](http://odfl.com) or call 800-235-5569.



**Old Dominion Freight Line, Inc.**  
500 Old Dominion Way  
Thomasville, NC 27360  
800-235-5569  
[customer.service@odfl.com](mailto:customer.service@odfl.com)  
[www.odfl.com](http://www.odfl.com)

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# OOCL Logistics

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**Ricky Giovannone**  
President  
OOCL Logistics (USA) Inc.

As a world-class provider of innovative logistics and supply-chain services and solutions, OOCL Logistics has an extensive network of more than 130 offices in over 30 countries. With our recent inclusion of offices in Mexico, Central and South America and trans-continental intermodal services between China and Western Russia our network continues to expand to meet the evolving global sourcing needs and logistics requirements of our clients.



## Vision + Execution = Your Supply Chain Success

The challenges of supply chain management require collaborative strategies encompassing demand, suppliers, finance and a wide range of service providers. Providing advanced customer-specific solutions through our value-creating services and supply chain management IT, OOCL Logistics serves global sourcing and transportation requirements. We are also a leader in providing comprehensive transportation, warehousing and distribution services in China, offering expert 3PL and 4PL solutions.

## Data and Experience-driven Engineering

OOCL Logistics Supply Chain Engineering studies deliver detailed data-rich reviews of your current supply chain operations, container utilization, vendor performance, lead times, and related costs and can include process review and mapping. Using data-driven methodologies and experience-based practical knowledge, OOCL Logistics gives you insights into your supply chain and designs

solutions to help you meet your supply chain goals.

## Success depends on execution – SCOPE and Supply Chain-Insight

OOCL Logistics combines experience, global services, best practices, analysis and consultation to implement programs that make the vision a reality in your supply chain.

OOCL Logistics has continued to enhance Supply Chain-Insight, our supply chain intelligence tool integrated into PODIUM®. Insight easily identifies deviations from expectations through indicators that continuously measure your supply chain. Insight provides near real-time monitoring of your supply chain community and KPI across various dimensions and provides easy to understand graphical analysis of shipment, carrier and vendor activities with detailed, downloadable data on demand.

To ensure you are on top of your logistics business process, OOCL Logistics provides SCOPE (Supply Chain Optimization and Performance Evaluation) business review meetings and webcasts to personally keep

you abreast of the status of your supply chain.

## 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 – consultation, consolidation, shipment management and specialized programs.
- Airfreight – expanded in 2016 to encompass the wide range of air services necessary to move cargo quickly. OOCL Logistics provides multiple service options depending on your air cargo service needs and transit times.
- NVOCC and Freight-Forwarding – ocean transportation and value added services with a single reliable logistics provider.
- Warehousing, Distribution and Transportation – coordinating complex supply chain requirements.

## PODIUM® Supply Chain IT Highlights

- Advanced IT - PODIUM® cloud technologies for powerful, scalable solutions, including advanced report building capabilities
- A robust easy-to-use dashboard
- eDocument creation and management –including commercial invoices and packing lists
- Supply Chain-Insight – advanced Supply Chain Intelligence tool integrated directly into PODIUM®

We look forward to serving you in 2017!



**OOCL Logistics (USA) Inc.**  
**U.S. Headquarters**  
Wall Street Plaza  
88 Pine Street  
New York, NY 10005  
Tel: 212-269-9010  
www.oocllogistics.com

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# Paragon Software Systems, Inc.



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**William Salter**  
President & CEO

"Here at Paragon we remain committed to developing, implementing and supporting software solutions that meet the real needs of today's transportation operators. We feel that our great software offering, when combined with our fantastic team of dedicated and committed people, is what has made us so successful throughout our 30 year history and makes us a valued software partner to so many companies all over the world."

#### Our services

Single Depot  
Multi Depot  
Integrated Fleets  
Route Execution  
Paragon HDX  
fleXipod EPOD system  
Business Modelling Tools

#### Paragon Software Systems, Inc.

2591 Dallas Parkway, Suite 300  
Frisco, TX, 75034  
972-731-4308  
sales@paragonrouting.com  
www.paragontruckrouting.com  
Twitter: @Paragon\_USA



**P**aragon Software Systems, Inc., based in Dallas, Texas, is a leading provider of truck routing and scheduling software solutions.

Paragon's advanced planning systems have been proven to cut transportation costs and improve efficiency and customer service across a wide range of distribution operation types and industry sectors. Whether you are a 3PL looking to identify savings for a new customer, or you manage your own fleet, we have a solution for you.

Established since 1997, Paragon has over 3,400 systems installed at more than 1,100 client sites in 59 countries worldwide. The software is used for the daily route optimization of transportation schedules; rationalizing fixed routes; managing transportation resources; strategic logistics planning; and managing home delivery orders with dynamic routing.

Paragon's clients include George's Inc, AgReliant Genetics, The Dufresne Group, Linde, McLane, National Food Corporation, Tesco, Sainsbury's, IKEA and Argos.

#### Telematics integration

In addition to our core route optimization products, our Route Execution software helps improve routing and scheduling planning accuracy and real-time responsiveness by using live tracking data from in-cab devices. Paragon's routing and scheduling software is already integrated with 35 different vehicle tracking systems.

#### Omni-channel fulfillment

For retailers looking to manage their omni-channel fulfillment, Paragon has designed a comprehensive suite of home delivery management and route optimization products. Paragon HDX helps retailers and service organizations gain a competitive edge with continuous optimization at the point of order.

With every new order, Paragon HDX analyzes all the existing deliveries scheduled, resource availability and route planning parameters, then calculates the best delivery time to offer your customer within seconds. The route optimization system ensures all promised time windows remain feasible, switching deliveries to different trucks or changing the drop sequence to guarantee the routes remain optimized and the truck arrives at its destination at the right time.

Paragon Software Systems, Inc. is a wholly owned subsidiary of Paragon Software Systems plc, the UK's number one provider of transportation routing and scheduling software.

Get in touch with our team of experienced routing and scheduling professionals to find out how we can help you.

# Paragon

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# Penske Logistics

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**Marc Althen**  
*President*

**Products and Services**

- Dedicated Contract Carriage
- Distribution Center Management
- Transportation Management
- Lead Logistics
- Customized Solutions
- Freight Brokerage



**P**enske Logistics engineers supply chain solutions that deliver powerful business results for market-leading companies. With offices in North America, South America, Europe and Asia, Penske can help your business move forward by boosting efficiency and driving down costs.

**Industry-specific expertise**

Our experts work with the world's leading companies across industries, from automotive and healthcare to food and beverage and retail. We offer specialized solutions tailored to your operations, production and market demands. Penske Logistics can help you:

- Improve the product development cycle for a successful launch
- Drive dynamic supply chain solutions
- Achieve record savings

Our technical capabilities, depth of experience and practical creativity have been recognized by both our customers and the industries we serve, and our people deliver the results you need to succeed every day.

**Innovative thinking**

As a recognized industry thought leader, our award-winning teams bring fresh perspectives to benefit you and your business. By tapping into our expertise you can start driving innovation that produces real business results.

To keep us and our customers on the cutting edge of industry trends and information, we partner with leading organizations such as the Council of Supply Chain

Management Professionals and sponsor well-respected longitudinal studies from top supply chain researchers at Northeastern University and Penn State University.

**Global capabilities**

Penske Logistics has extensive experience successfully establishing operations in new territories and a proven ability to transfer knowledge across geographies and cultures. We're committed to serving our customers anywhere, meeting the needs of suppliers, manufacturers and retailers around the globe.

Let us show you how our winning strategies can work for you. Call today or visit us online.

**Penske Logistics**  
Worldwide Headquarters  
Route 10 Green Hills  
Reading, PA 19603  
1-800-529-6531  
www.penskelogistics.com



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# Pepsi Logistics Company, Inc.

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**Doug Miller**  
*Senior Director*

**Services:**

- Truckload
- LTL
- Refrigerated
- Intermodal
- Expedited Rail
- Project Management
- Emergency Relief



**P**epsi Logistics Company, Inc. (PLCI) is a wholly owned subsidiary of PepsiCo created to provide a variety of transportation services to PepsiCo, their vendors and downstream customers.

In 2006, PLCI started with the management of the transportation for inbound raw materials used to make the vast number of PepsiCo products. With the implementation of this business came the request from multiple vendors to aid in the support of transportation solutions for other recipients of similar materials. Leveraging PepsiCo's large network of

carriers and their massive private fleets, both regional and long haul, they were able to aid in solutions for a portion of these requests.

With demand comes opportunity and PepsiCo was listening. In 2013, PepsiCo created their brokerage operation within PLCI. This provided the ability to comprehensively support these requests on their own while continuing to leverage PepsiCo's extensive network, large fleet, immense number of Supply Chain professionals and now the ever increasing relationships with smaller transportation providers.

Since 1970, PepsiCo has had relationships with various rail lines with the operation of the Tropicana Train or "Juice Train." Leveraging their long term relationships and strengthening their service capabilities, PLCI became a full service Intermodal Marketing Company (IMC). PLCI offers both domestic 53' equipment along with domestic backhauls for international equipment.

In addition, PLCI also handles the transportation optimization and route guide management for their many Quaker, Gatorade and Pepsi products.

**Pepsi Logistics  
Company, Inc.**

Toll-free: 888-752-4669  
Phone: 972-963-6148  
pbcsales@pepsico.com  
www.pepsilogistics.com

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# Performance Team

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**Craig Kaplan**  
CEO

Our focus has always been on building partnerships through leveraging our expertise, human capital, technology, and integrity.



## PERFORMANCE TEAM

2240 E Maple Ave.  
El Segundo, CA 90245  
866-775-5120 x2271

[www.performanceteam.net](http://www.performanceteam.net)

**Cliff Katab, President**  
[marketing@performanceteam.net](mailto:marketing@performanceteam.net)

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Memphis • Charleston, SC • Louisville, KY • Charlotte, NC  
New York/New Jersey

**WE ARE THE ONLY THING THAT SHOULD COME BETWEEN YOUR PRODUCTS AND YOUR CUSTOMERS™**

**PERFORMANCE TEAM**

CONSOLIDATION/DECONSOLIDATION | CROSS DOCK | WAREHOUSING & DISTRIBUTION | E-COMMERCE FULFILLMENT | CFS/FTZ | PICK AND PACK TRANSPORTATION | RETAIL STORE DELIVERY | EDI/INTERFACE SERVICES

**I**n 2017 Performance Team will celebrate 30 years of providing the retail and manufacturing industries with end-to-end supply chain services. Through twelve domestic hubs, over 7 million square feet of warehouse space, and a fleet of more than 500 trucks, Performance Team processes over \$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 e-commerce, omnichannel, reverse logistics, pick & pack, transload, or carton-in-carton-out, we have distribution solutions to meet your most

basic or complex needs. PT has the infrastructure, material-handling equipment, information technology, and management expertise to handle any challenge. We are 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 time-sensitive 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.

### Supply Chain Consulting

To Performance Team, logistics means strategy, execution and integrity. Our extensive experience in supply chain consulting 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.

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# PGIM Real Estate

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**Contacts:**

**Elisa Moreno**

Director, Business Development  
PGIM Real Estate  
Elisa.Moreno@pgim.com

**Francisco Martinez**

Investor Relations, Terrafina  
francisco.martinez@terrafina.mx



**Firm Overview**

PGIM Real Estate is the real estate investment business of PGIM, Inc., the global investment management businesses of Prudential Financial, Inc. (NYSE: PRU). Redefining the real estate investing landscape since 1970, PGIM Real Estate has professionals in 18 cities in the Americas, Europe and Asia Pacific with deep local knowledge and expertise, and gross assets under management of \$66.9 billion (\$48.4 billion net) as of September 30, 2016. PGIM Real Estate's tenured team offers to its global client base a broad range of real estate investment vehicles that span the risk-return spectrum across core, core plus, value-add, debt, securities, and specialized investment strategies.

Since 2002, PGIM Real Estate has been investing in Latin America, where we

currently manage funds specializing in industrial, residential and retail properties in Mexico, and we have transactions capabilities in Brazil and Chile.

**Terrafina**

In 2013, PGIM Real Estate consolidated its Mexican industrial funds to launch Terrafina, a Mexican real estate investment trust formed primarily to acquire, develop, lease and manage industrial real estate properties in Mexico. Terrafina's portfolio consists of attractive, strategically located light manufacturing properties and other warehouses throughout

the Central, Bajío and Northern regions of Mexico. It is internally managed by highly qualified industry specialists, and externally advised by PGIM Real Estate.

Terrafina's objective is to provide attractive risk-adjusted returns for the holders of its certificates through stable distributions and capital appreciation. It aims to achieve this through a successful performance of its industrial real estate and land reserves, strategic acquisitions, access to a high level of institutional support, and to its management and corporate governance structure.

**Terrafina Portfolio<sup>1</sup>**

- 209 Industrial Properties and 12 land reserves
- Properties located in 31 strategic markets
- Gross leasable area of 30.1 million square feet

<sup>1</sup>As of September 30, 2016

**PGIM Real Estate**

www.pgimrealestate.com  
www.terrafina.mx



**PGIM**

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# Pharr International Bridge

## The Texas Corridor to International Trade

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**Luis A. Bazán**  
Director

### Mission Statement:

The Pharr International Bridge allows for safe, orderly and efficient crossings for both commercial and non-commercial vehicles. This is done by proactively implementing local, state, and federal rules and regulations as well as acting as a liaison with governmental agencies and business owners in the USA and Mexico on behalf of the City of Pharr. Furthermore, we deliver on that commitment by striving to excel in having the fastest crossing time as well as being the only full-service commercial bridge in the region.



### Pharr International Bridge

9900 S. Cage Blvd.  
Pharr, TX 78577  
(956) 402-4660  
Fax (956) 781-1473  
[www.pharrbridge.com](http://www.pharrbridge.com)

### The Future for Trade is in Pharr

**T**he Pharr-Reynosa International Bridge serves as one of the most important gateways for the U.S.-Mexico border. Ranked as the 6th largest land port of entry in the U.S. for the import and export of perishable and manufactured goods, the \$18 million project was completed in November 1994 and opened its doors on November 16, 1994, built upon the foundation of NAFTA to handle both commercial and passenger operated vehicles. The land port of entry crosses on average over 120,000 vehicles each month. Serving as the only regional full-service commercial bridge crossing, it is ranked number 1 in the nation for the import of avocados and berries, as well as number two in the nation for the import of tomatoes. Important rankings in manufacturing include, number two in the nation for vehicle audio systems, and number three for TV monitors, cable boxes, electric motors, navigational equipment, power tools and petroleum gas.

The Pharr border crossing plays an important logistics role in the global economy with direct connectivity to freight corridors through land, air and sea. The Pharr Bridge's strategic location, surrounding infrastructure, services and potential for growth, give a competitive advantage to the City of Pharr, Texas, as well as the City of Reynosa, Tamaulipas. New infrastructure projects and improvements inside the U.S. port of entry, as well as in Mexico, will streamline the truck/cargo



inspection process, allowing for better flow, maximum efficiency, increased capacity and reduction of wait times. By 2020 the City of Pharr, through CBP's Donations Acceptance Program (or 559), will have invested \$15-20 million in infrastructure improvements. These improvements, along with the new access to Mexico customs and the modernization of both import and export lots in Reynosa, will benefit trade for the next 25-30 years. Importers, exporters, domestic and multinational manufacturing companies have found that using the Pharr-Reynosa International Bridge as their port of entry is a strategic advantage to conduct their operations, and has transformed into profits due to the region's low cost of doing business and its direct access for distribution to clients and consumers.

As the only full-service commercial bridge in the region, the Pharr Bridge is known for its state-of-the-art technology that includes X-Ray, GAMMA Ray inspection equipment, and cold inspection units within its importation facilities. In the next few years, Pharr will build two additional commercial entry lanes/booths, two additional commercial exit lanes/booths, sixty additional

docks spaces and 6,000-8,000 additional square feet of cold inspections units, as well as an agriculture lab and training center. Programs such as FAST, which allows an expedited inspection of documents and cargo, and limits crossing time on the U.S.-Mexican border are a top priority at the Pharr port of entry, as the number of certified cargo companies in both manufacturing and transportation is increasing. Mexico and the U.S. are also exploring the possibility of unified cargo processing in order to expedite the flow of commercial traffic for companies taking advantage of the C-TPAT program.

Since its opening in 1994, the Pharr Bridge has doubled its volume of imports and exports, growing by 4-5% yearly, leading to a significant increase in profits despite the downturn in the oil and gas industry. This is a testament of the future potential for the bridge. With over \$30 billion in trade with Mexico and the world, the Pharr Bridge continues to break import-export records. If you're thinking of investing, relocating, expanding or just plain better logistics, choose the Pharr International Bridge. Your Connection. Your Business. Your Bridge.

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## PITT OHIO



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**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.



**W**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 customer-centric 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 customer-centric mindset is evident

with our participation on The Reliance Network (TRNET) an alliance consisting of strong 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

**PITT OHIO****SUPPLY CHAIN ■ GROUND ■ LTL ■ TL****We're Always There For You!****Take the next step now.**Request information, pricing, or a proposal at [inboundlogistics.com/planner-rfp](http://inboundlogistics.com/planner-rfp)

# PLS Logistics Services

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**Greg Burns**  
President & CEO

Founded in 1991, PLS Logistics Services is one of North America's largest third-party logistics providers. Driven by technology, we provide dependable freight management, brokerage and technology services in all industries and across all modes. Our mission is to become an extension of our client's supply chain network. Rely on our size and experience, and be 100% confident in all of your freight moves.

**Solutions. Delivered.**



**PLS**

Corporate HQ  
3120 Unionville Road  
Building 110, Suite 100  
Cranberry Township, PA 16066  
888.814.8486  
www.plslogistics.com

With additional offices in:

- Pittsburgh, PA
- Philadelphia, PA
- Jacksonville, FL
- Tampa, FL
- Charlotte, NC
- St. Louis, MO
- Dallas, TX
- Houston, TX
- San Antonio, TX
- Phoenix, AZ

**Who We Are**

PLS Logistics Services is a tier-one, full-scale provider of transportation management services. As a non-asset provider, PLS' carrier network consists of over 60,000 trucking companies along with Class-1 railroads and major barge companies. PLS has the largest flatbed network in the industry. Our technology-driven solutions deliver true cost savings and service improvements. We have logistics experts across all modes and multiple industry verticals, including industrial, energy, CPG, and retail.

**Solutions**

Effective transportation management enables shippers to increase visibility, manage inventory, improve processes, reduce costs, and enhance service performance.

- **Brokerage Services:** For spot market freight shippers, our representatives can always find you the best rates and capacity while monitoring your shipments through delivery.
- **National Accounts:** For shippers looking for committed capacity, our logistics expertise and carrier network is the solution for strategic portions of your distribution network.
- **Managed Transportation:** For shippers looking to improve service and lower costs, our team will work with you to find pain points and use actionable data to generate strategic results.
- **Inbound Freight Management:** To direct inbound freight, shippers have to take control. PLS



inbound specialists monitor your vendors, making sure they don't use a carrier that costs you more.

**Technology: Going PRO**

With PRO, you can oversee all freight shipping, from planning to freight settlement. With our proprietary TMS, you can operate, plan and optimize transportation activity by merging all shipping processes into one online platform.

- **PLS PRO:** Scalable, customizable and user-friendly. PLS PRO seamlessly integrates with your existing business systems and is designed to optimize shipments, consolidate billing and track KPIs.
- **PLS PRO 2.0:** Uncomplicated, innovative and configurable. 2.0 is exclusively for LTL

freight moves, with a carrier portal unlike anything on the market. It has a density class estimator, auto GL coding and digital BOLs.

- **Mobile Apps:** Innovative, reliable and responsive. PLS Live Track app, for client-shippers, enhances visibility with status notifications, reporting and map-based tracking. PLS Carrier Connect app, for dispatchers and drivers, permits drivers to instantly share their location, receive dispatch information and upload photos.

**Results**

At PLS Logistics, we generate long-term results for our clients. We identify challenges and create custom solutions so that you can focus on your core competency.



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# Port Everglades



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**Steven M. Cernak, P.E., PPM**  
Chief Executive & Port Director

As a premier gateway and powerhouse for international trade, travel and investment, Broward County's Port Everglades leverages its world-class South Florida facilities and innovative leadership to drive the region's economic vitality and provide unparalleled levels of service, safety, environmental stewardship and community engagement.



**P**ort Everglades, one of the nation's leading container ports handling more than one-million TEUs annually, serves as a gateway to Latin America, the Caribbean, Europe and Asia. Its enviable location at the crossroads of North-South and East-West trade, and in the heart of South Florida's consumer-rich population, is strengthened by intermodal connections that reach 70 percent of the U.S. population within four days.

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:

- 24/7 customer service
- location at the center of the nation's eighth most populous metropolitan region
- direct access and just one green light to the Interstate highway system
- favorable location less than one mile from the Atlantic Shipping Lane

- on-port Foreign-Trade Zone
- proximity to Fort Lauderdale-Hollywood International Airport (FLL), just two miles away

Ongoing capital improvements and expansion ensure that Port Everglades is ready to handle future growth in container traffic.

On the waterside, the Port Everglades Navigation Improvements Project has received federal authorization for the U.S. Army Corps of Engineers to move forward with deepening and widening the Port's navigation channels as part of the Water Infrastructure Improvements for the Nation (WIIN) Act. The project is currently in the preconstruction engineering and design phase, and can now proceed through the permitting

and federal funding processes.

In addition, the Port's Southport Turning Notch Extension project will lengthen the existing deep-water turn-around area for cargo ships from 900 feet to 2,400 feet, resulting in up to five new cargo berths.

Landside, several multi-million-dollar infrastructure improvements have enhanced connections with South Florida's major highway and railroad systems, and will add new Super Post-Panamax gantry cranes in Southport.

Florida East Coast Railway's (FECR) 43-acre Intermodal Container Transfer Facility efficiently transfers domestic and international shipping containers between ship and rail.

The Florida Department of Transportation (FDOT) invested \$42.5 million to build the Eller Drive Overpass, allowing vehicles to travel unimpeded over FECR's rail tracks directly to Florida's interstate highway system.

Port Everglades also partnered with FDOT to realign McIntosh Road, the main roadway in the Port's Southport containerized cargo area, to build an efficient multi-lane loop road with ample room for truck staging.

As Port Everglades continues to advance major infrastructure projects to increase productivity, this South Florida powerhouse seaport will continue to serve as an ideal point of entry for products shipped around the world.

## Port Everglades

1850 Eller Drive  
Fort Lauderdale, FL 33316  
954-523-3404  
Toll Free: 1-800-421-0188  
Portevergladescargo@broward.org  
Porteverglades.net



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# Port Jersey Logistics

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**Robert Russo**  
President & CEO

Port Jersey Logistics' mission is to develop tailored logistics solutions by creating a collaborative partnership with our customers to ensure their expectations are exceeded so they can focus on their core business.

- **Relationships:** Working together as trusted partners, openly sharing ideas and expectations.
- **Teamwork:** Recognizing, respecting & aligning our goals with the goals of each stakeholder.
- **Productivity:** Continuous process improvement, by working together to assess, plan, execute and then re-develop solutions for improved efficiency.
- **Culture/Ethics:** Following the Golden Rule to operate with the highest level of integrity and respect.

**Port Jersey Logistics**

200 Liberty Way  
Cranbury, NJ 08512  
Tel: 609-495-1300  
sales@portjersey.com  
www.portjersey.com



**P**ort Jersey Logistics offers six decades of 3PL experience providing comprehensive and integrated services that meet a broad range of logistics requirements. Customized one-stop solutions are built for our customers through our warehousing and transportation divisions which cater to a wide array of products including:

- Consumer Packaged Goods
- Specialty Foods
- Food Ingredients
- Health & Personal Care
- Alcoholic Beverages

**Distribution and Fulfillment**

Warehousing, Inventory Management, and Fulfillment are provided through our warehousing division, Tyler Distribution Centers, Inc. All facilities are food grade, FDA registered, AIB approved with Superior ratings, and USDA Organic Certified. Manufacturers, importers, exporters, distributors and retailers all benefit from our focus on compliance and technology in developing customized distribution solutions.

**Value Added Services**

As a comprehensive solution, Tyler Distribution provides value added services, such as:

- Retailer compliance
- Vendor consolidation
- E-commerce fulfillment
- Secondary packaging and assembly
- Shippers/point-of-purchase displays
- Ink jet printing
- Heat shrink packaging
- Labeling and ticketing
- Pick & Pack

With space and capacity flexibility as well as specialized capabilities, your public or contract warehousing and distribution requirements are 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 in the United States.

**Transportation Management**

Our national transportation management operation, Continental Logistics, Inc., provides solutions for customers with varied needs through multiple transportation modes. We provide our customers the human and technological resources that coordinate all of the logistics prior to pick-up and see everything through to ensure delivery.

- With direct personal involvement of your dedicated Logistics Coordinator, we manage your domestic supply chain throughout the entire process regardless of what is needed to get things done the right way, on time and on budget! Continental Logistics Inc. offers the following:
- Retailer compliance
  - Import / Export Drayage
  - Less than Truckload "LTL"
  - Full Truckload "FTL"
  - Intermodal Transportation
  - Project Management
  - Cross Dock Transportation
  - Vendor Consolidations

**Scalable, Customized Solutions**

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 customer expectations by integrating transportation and warehousing services with a focus on both compliance and technology.



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# Port Houston



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**Roger Guenther**  
Executive Director

For more than 100 years, the Port of Houston Authority has owned/operated the public cargo-handling facilities of Port Houston – the nation's largest port in terms of foreign waterborne tonnage. The port has historically been an economic engine for the Houston region, the state of Texas, and the nation. The port contributes to the creation of nearly 1.175 million jobs statewide and 2.7 million jobs nationwide and the generation of more than \$265 billion of statewide and \$617 billion of nationwide economic activity.



**With two-thirds of the state's population located within a 300-mile radius, Port Houston offers a central location for reaching the heartland of America.**

The Port of Houston Authority owns a total of eight public cargo-handling terminals located along the 52-mile-long Houston Ship Channel. With six general cargo facilities and two container terminals, the diverse cargo-handling capabilities at the docks of the Port Authority make Houston the U.S. Gulf Coast leader in maritime shipping and logistics. Port Houston is the number one container port on the U.S. Gulf and the sixth largest container port in the country. With all-water services to the Far East, Latin America and Euro-Med, the port is a major container gateway for Houston, for Texas, and for all of the 100 million people who live between the Mississippi River and the Rocky Mountains.

Its balanced import and export trade also provides

economical match-back opportunities and efficiencies.

According to the U.S. Census Bureau, Houston is the second-largest customs district in terms of the export merchandise value—\$127 billion in 2012. Its massive petrochemical complex utilizes the port's container terminals to export large volumes of plastics and chemicals. Other containerized exports include machinery, food and drink and raw cotton, as well as standard backfill exports.

Ongoing projects to service Post-Panamax vessels at its two container facilities will position Port Houston for the containerizations of the future.

#### **Bayport Container**

**Terminal:** At build-out, this state-of-the-art terminal will have a total of seven container berths with the capacity to handle 3 million TEUs on a complex which includes 376 acres of container yard. The master plan also includes a 123-acre intermodal transfer facility that will be built based upon demand. A computerized

inventory control system and mobile app track the status and location of individual containers. The terminal also features electronic data interchange capabilities.

#### **Barbours Cut Container**

**Terminal:** One of the top container-handling facilities in the U.S. Gulf since 1977 is in the process of being modernized. A \$700 million project to upgrade this critical facility is under way to include: Super-Post-Panamax cranes, lights and dock improvements to continue to provide customers efficient cargo handling and a total capacity of 2 million TEUs.

With a 45-foot-deep federal channel that today accommodates Post-Panamax vessels and widening and deepening projects at our container terminals, Houston is big-ship ready. The Bayport terminal channel has been widened by up to 100 feet in the bay and 50 feet in the land and the channel is being deepened by five feet to 45 feet to match the depth of the Houston Ship Channel. The construction dredging is completed. The Barbours Cut terminal channel project has been completed and includes widening from 150 feet to 225 feet and increased channel depth to 45 feet.

Extensive intermodal rail infrastructure provides easy access to four nearby terminals served by BNSF, KCS and UP. Weekly service to Dallas is available via the Barbours Cut near dock rail facility. The container terminal locations also provide immediate and fluid access to the major interstate highways and air-freight connections.



#### **Port Houston**

111 East Loop North  
Houston, TX 77029  
[www.porthouston.com](http://www.porthouston.com)

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# Port of Long Beach



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**Duane Kenagy**  
Interim Chief Executive

### Mission Statement:

The Port of Long Beach is an innovative provider of state-of-the-art seaport facilities and services that enhance the economic vitality and improve quality of life and the environment.



**T**he Port of Long Beach is the premier U.S. gateway for trans-Pacific trade and a trailblazer in innovative goods movement, safety, environmental stewardship and sustainability. As the second-busiest container seaport in the United States, the Port handles trade valued at more than \$180 billion annually and supports 1.5 million trade-related jobs across the nation, including 300,000 in Southern California.

As the industry enters the “Big Ship Era,” the Port of Long Beach is one of the few U.S. ports that can welcome today’s largest vessels.

Founded in 1911, the Port serves 175 shipping lines with connections to 217 seaports around the world. Goods moving through the Port reach every U.S. congressional district.

The Port encompasses 3,200 acres with 31 miles of waterfront, 10 piers, 80 berths

and 66 post-Panamax gantry cranes. In 2014, the Port handled more than six million container units and is on track to surpass seven million in 2015.

Led by the five-member Board of Harbor Commissioners and Interim Chief Executive Duane Kenagy, the Port began a capital improvements program topping \$4 billion, the largest in the nation. It is building some of the most modern, efficient and sustainable marine facilities in the world to accommodate bigger and bigger ships, while generating tens of thousands of new jobs in the region.

The two largest projects are the replacement of the aging Gerald Desmond Bridge, budgeted at nearly \$1.5 billion, and the Middle Harbor Terminal Redevelopment Project at \$1.3 billion. Middle Harbor will be the most technologically advanced container terminal in North America, capable of moving

more than three million container units annually while cutting air pollution by half from previous levels. The new landmark, cable-stayed bridge will be safer and provide better Port access than the current span.

The Port of Long Beach prides itself on its culture of customer service and the strong relationships it maintains with industry, community, environmental advocates and partner agencies. It has received many accolades from government and industry for its landmark green initiatives, and industry leaders have named it “The Best Seaport in North America” in 18 of the past 21 years.

**Port of Long Beach**  
4801 Airport Plaza Drive  
Long Beach, CA 90815  
562-283-7750  
trade@polb.com  
www.polb.com/trade



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# Port of Los Angeles



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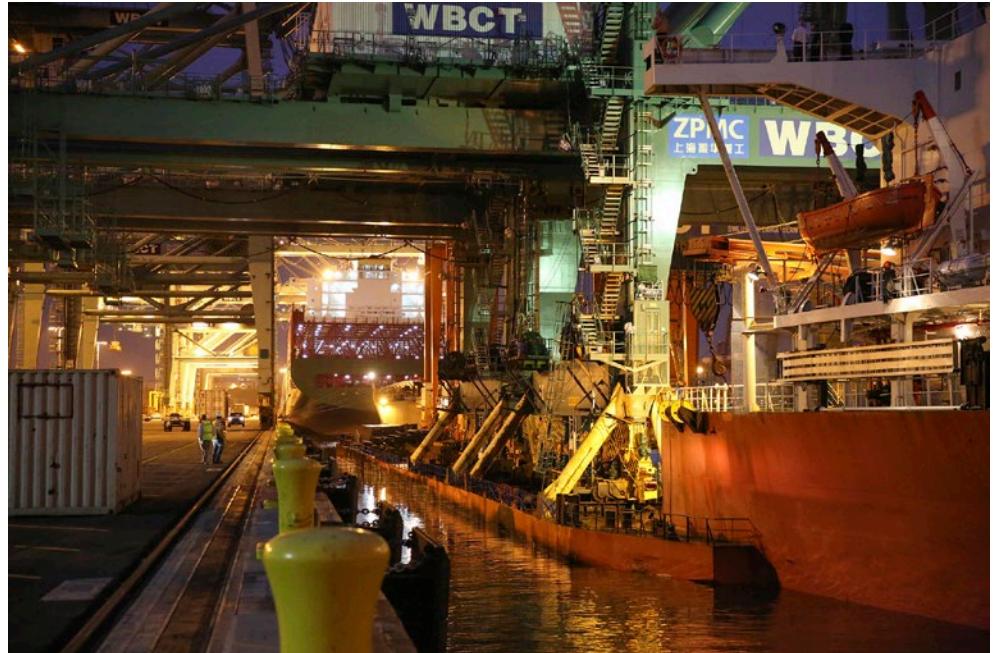


**Gene Seroka**

*Executive Director*

The Port of Los Angeles encompasses 7,500 acres of land and water along 43 miles of waterfront. It features 27 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 15 years.



**T**he Port of Los Angeles—America's Port® 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 record-setting cargo operations, but is also known for its groundbreaking environmental initiatives, progressive security measures, diverse recreational and educational facilities, and visitor-serving LA Waterfront.

The Port is currently increasing supply chain efficiencies, by continuously exploring new technologies and creative ideas that support business competitiveness, environmental sustainability, security, and efficiency. The Port pledges to continue working with supply chain partners, taking innovative approaches to improving the efficiency of marine terminal,

trucking, rail and vessel operations.

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 through the San Pedro Bay Port Complex.

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.

The aggressive clean air program at the Port of Los Angeles shows it has reduced pollutants up to 97% in the past 10 years, measured by a detailed inventory of emissions of key pollutants from ships, trucks, locomotives, cargo-handling equipment and small harbor craft. At least half of container, refrigerated and cruise ships calling at the Port are required to run their auxiliary engines on shore-based electricity, which eliminates virtually all emissions at berth.

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®.



**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](http://www.portoflosangeles.org)

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## Port Tampa Bay



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**Paul Anderson**  
CEO

### Mission Statement:

Our mission is to manage and leverage the maritime assets of the port for the benefit of the regional community, increasing economic vitality and creating jobs. Through a customer centric, strategically driven collaboration with stakeholders, we seek to be recognized as a leading full service port in the maritime industry.



### Port Tampa Bay

#### Main Address:

1101 Channelside Drive,  
Tampa, FL 33602

#### Security Operations Center:

2202 Maritime Blvd,  
Tampa, FL 33605

#### Facilities Management:

2120 Guy N. Verger Blvd,  
Tampa, FL 33605

#### Mailing Address:

P.O. Box 2192, Tampa, FL 33601

#### Main Number:

813.905.PORT (7678)

**Toll-Free (U.S.):** 800.741.2297

**24 HR Operations:**

813.241.1886

**Fax:** 813.905.5109

www.porttb.com  
info@tampaport.com

**P**ort Tampa Bay is Florida's largest and most diverse port, handling virtually all cargoes and more than 37 million tons across a 5,000+ acre complex. Port Tampa Bay serves the I-4 corridor in its own backyard between Tampa and Orlando, and in Florida's largest and fastest growing region.

This position serving Florida from the middle of the state and its proximity as one of the closest U.S. ports to the newly expanded Panama Canal creates a unique opportunity for Port Tampa Bay to dramatically reduce inland trucking times/costs and offer very efficient services to the largest region of Florida and beyond.

To capitalize on its location and multiple real estate parcels, Port Tampa Bay

finalized an innovative master plan and announced the expansion of its Hooker's Point Container Terminal which already includes 5 gantry cranes, including two post Panamax cranes delivered in 2016, a mobile harbor crane, Florida's first on-dock unit-train capacity and additional real estate parcels with capacity for expansion.

ZIM Integrated Shipping and Mediterranean Shipping Co. provide weekly global

container service from Port Tampa Bay, as well as, weekly service to Mexico by Linea Peninsular and service to Russia and Europe by Atlantic RoRo, as well as, service to Costa Rica by Seatrade. Last year, Port Tampa Bay also announced its expansion into the refrigerated cargo line of business with a new, state of the art, 130,000 sq. ft. cold storage facility which is scheduled for completion in late 2017.



**PORT TAMPA BAY**™

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## PortMiami



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**Juan M. Kuryla, PPM**

Port Director and CEO

**Mission Statement**

PortMiami's mission is to further develop as a global gateway while operating in an environmentally responsible manner.

**PortMiami: The Expansion Continues**

PortMiami is Miami-Dade County's second largest economic engine, contributing \$27 billion and more than 207,000 jobs to South Florida. Its sustained performance propels Miami to be recognized as the Cruise Capital of the World and as a Global Gateway.

Thanks to PortMiami's partners and Miami's business community, in fiscal year 2015-2016, the Port experienced its best cargo performance in 11 years handling approximately 1.03 million twenty-foot equivalent units. Additionally, it had a new world record in cruise passenger traffic with nearly 5 million multi-day passengers; but its future looks even brighter.

After completing more than \$1 billion of capital improvements on the cargo side, including a water depth of -50/-52 feet, super Post-Panamax gantry cranes, intermodal on-dock rail

connections to the national rail system, and a fast access tunnel linked to the U.S. interstate highway system, ocean carriers are using PortMiami as their preferred global gateway.

Today we are happy to report that the world's largest container shipping alliances call at PortMiami, solidifying its position as a world class global gateway.

On the cruise side of the business, PortMiami recently launched a capital infrastructure program for the restoration and modernization of its cruise facilities to accommodate the industry's newer generation of cruise ships solidifying the Port's position as the Cruise Capital of the World.

At PortMiami excellent

service is paramount. We are constantly looking at ways to improve operations and surpass customers' expectations. We understand the importance of making an outstanding first impression. For this reason, PortMiami cruise facilities are the most modern in the world, providing quick and easy boarding and departure experiences for its passengers.

At PortMiami we are proud of what we have accomplished and stand ready with guaranteed fast and reliable service.

**For more information about PortMiami please visit:**  
[www.portmiami.biz](http://www.portmiami.biz)

**PortMiami**

Phone: 305-347-4800

Fax: 305-347-4852

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# Prologis



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**Luis Gutierrez**

President

Prologis Latin America



## YOUR LOCAL PARTNER TO GLOBAL TRADE

Prologis is the global leader in industrial logistics real estate across the Americas, Europe and Asia. We create value by developing and managing a world-class portfolio of high-quality logistics and distribution facilities, serving customers and investors as an integral part of the global supply chain.

### Unmatched Global Platform

- Actively developing and managing industrial real estate on four continents
- Strategic focus on global and regional markets
- Specializing in infill locations, owning and operating logistics facilities near key seaports, airports and major highway interchanges

### World-Class Strategic Capital Franchise

- Focused solely on industrial real estate
- Currently managing \$39.5 billion in assets
- Offering investors a broad range of opportunity along the risk/return spectrum

### Committed To Being The Best And Most Diverse Real Estate Organization

- The deepest pool of talent in the industry
- Expertise in operations, development and asset management second to none
- Extensive customer relationships resulting from exceptional customer service

### Fast Facts\*

- \$64.9 billion in total assets under management
- Approximately 666 million square feet (61.9 million square meters) owned, managed or under development
- Operating portfolio of 3,347 industrial properties
- Operations in 20 countries across the Americas, Europe and Asia
- Over 1,555 colleagues serving 5,200 customers worldwide
- Publicly traded REIT on the NYSE under the symbol "PLD"
- Member of the S&P 500
- Among the top 100 most sustainable companies in the world

### Prologis in Mexico

Consistent demand driven by logistics and manufacturing sectors.

- Prologis Park Grande in Mexico City under construction with 8 buildings totaling 4 MSF.
- Mexico City demand significantly exceeding new supply.

- Emerging e-commerce generating new demand.
- Peso devaluation pressuring customers towards peso leases and limiting rent growth of USD leases.

### Prologis in Brazil

Political and economic hope given recent impeachment process. Customers remain cautious.

- Demand is driven by companies seeking cost efficiencies offered by modern, well located space and by e-commerce requirements.
- 100% of our portfolio is large Class-A space developed by us in São Paulo and Rio de Janeiro. This space continues to outperform the overall logistics market.
- Less than 40% of the ~115 MSF Sao Paulo market is Class A modern space.

*\*As of 30 September 2016*



**Prologis Mexico**  
Av. Prolongacion Paseo de la Reforma 1236, Piso 9  
Desarrollo Santa Fe  
Mexico, D.F., 05348 Mexico  
Tel: +5255-1105-2946

Prologis HQ  
Pier 1, Bay 1  
San Francisco, CA 94111  
Tel: +1 415-394-9000

info@prologis.com  
www.prologis.com

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# ProTrans

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**Craig Roeder**  
CEO



Unique supply chains need unique solutions. ProTrans understands that your supply chain is unlike any other. With extensive tier one experience, the strength of our network, vision and professional excellence, we constantly innovate throughout every client relationship to build the right custom solutions for your business.

### Who We Are

ProTrans, founded in 1993, is a non-asset based North American logistics management company with customized solutions to improve customer efficiencies across their supply chains. Headquartered in Indianapolis, IN, ProTrans operates service centers throughout Canada, Mexico and the U.S.

### What We Do

We are committed to providing solutions that optimize customers' time, money and resources through value added service enhancements, leading edge technology development and highly skilled customer support specialists.

### How We Do It

We're more than just logistics providers. We're strategic problem solvers who take a holistic approach to getting the most out of your network.

■ **Turnkey Third-Party Logistics (3PL)**—Let us manage every aspect of your complex logistics needs, so you can focus on your core competencies.

■ **Optimization Through Consolidation**—We move more of your materials with fewer trucks, reducing your carbon footprint and keeping costs down and efficiencies high.

■ **Optimization Through Pool Distribution**—ProTrans can create a cost-effective alternative to traditional direct-from-origin LTL shipments. Our flexible network allows us to receive, validate and inventory your goods for final delivery in a particular geographic region thereby greatly reducing redundant shipping costs and unnecessary handling while giving you complete visibility to your entire supply chain.

■ **Unplanned/Expedited Freight Management**—Ensuring the right freight gets to the right place at the right time. Every time.

■ **Comprehensive Materials Management**—Flexible warehousing solutions that respond to your unique inventory and fulfillment needs.

■ **Simplified Cross Border Processing**—Multiple validation and verification options for when you need to move inventory across the border.

■ **Intellectual Talent**—ProTrans' overall success lies in our people. We've made a full commitment to our Talent Development Program, a comprehensive program covering all departments in our company.

Visit our website:  
[www.protrans.com](http://www.protrans.com)



### ProTrans International, Inc.

8311 N. Perimeter Road  
Indianapolis, IN 46241  
317-240-4100  
[marketing@protrans.com](mailto:marketing@protrans.com)  
[www.protrans.com](http://www.protrans.com)



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# Purolator International

## We deliver Canada

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### Mission Statement:

To be the best in our industry at shipping and logistics for companies delivering to, from, and within North America.



Purolator International is the established leader in helping U.S. businesses ship to, from, and within Canada. That expertise has formed a foundation that enables Purolator International to deliver superior service across a full portfolio of shipping and logistic products to businesses throughout North America as well as offer specialized services within the U.S.

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 transportation management and specialized services that suit their businesses, we make shipping seamless and hassle-free at every point along the supply chain. Through our native Canadian market expertise, strong network, and unmatched border-crossing proficiency, we have the capabilities to meet any logistics needs for cross border. These capabilities along with our proven transportation management expertise, let us go beyond Canada and offer other solutions.

The key to our past success and the basis for all of our

services—new and old—is our emphasis on customer focused transportation management. Our entire organization has been built around the principle that our customers deserve a proactive partner who makes it easier to ship. No matter the service, we offer complete visibility and ultimate peace of mind—we call this the PuroTouch.

### Services

- **Elite:** Our standard shipping services set the bar for transit time and accuracy, but we know there are times when businesses need to go above and beyond. For these urgent shipments, Purolator International's Elite service is the go-to option. This premium, guaranteed service delivers time-sensitive shipments anywhere in the world, regardless of the size, destination, or time of day.
- **Express:** Our Express services include guaranteed next-day and second-day delivery as well as more economical ground services. Packages are tracked every step of the way to offer clear visibility, and with a track record of industry-leading on-time performance and

guaranteed delivery points, businesses can be sure their package is where it needs to be when it needs to be there.

- **Freight:** Businesses have deadlines to meet and inventory levels to maintain. Our business is making sure our customers' businesses deliver. We move 400,000 pounds of freight each night and 100 million pounds 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.
- **Parcel:** Not every package a business ships has to get there yesterday, but that doesn't minimize its importance. Parcel is our most cost-efficient delivery service for documents, catalogs, and similar packages to and within Canada. For ecommerce shippers, our PuroPost service has all-in-pricing and a 2-8 day service guarantee that covers Canada completely providing you even more options to get your shipments delivered quickly and reliably.

Purolator International also offers a wide range of additional services to help create the most efficient supply chain. From the best transportation routing, to the proactive management and tracking, to reliably quick transit times with incredibly flexible integration options, we provide a service you can count on.



### Purolator International

2 Jericho Plaza, Suite 204

Jericho, NY 11753

Phone: 1-888-511-4811

Fax: 516-938-2395

[www.purolatorinternational.com](http://www.purolatorinternational.com)

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# Rasmussen College

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**Ashley K. Cobb**

School of Business Department  
Chair, Supply Chain and  
Logistics Management



### Mission Statement

Rasmussen College's Supply Chain and Logistics Management Bachelor's degree program provides an experiential learning environment which advances theory to practical application ensuring graduates are career-ready and prepared for a modern global economy.

**A**t Rasmussen College, you can develop the skills you need to collaborate with others in a modern global economy to direct the flow of goods, manage inventory and apply supply chain best practices. Our fully online program exposes students to the skills needed for quality design, implementation and process improvement by using Six Sigma® and Total Quality Management (TQM) approaches. Take part in live interactive lectures, and participate in a capstone course or an internship option to gain firsthand experience.

### Take Your Career to the Next Level

With insight from experts, hands-on experience and flexible course options, we're dedicated to helping you prepare for leadership in a global market. As a student in the program, you can:

- Apply Business Functions: Apply supply chain information technologies,

processes and analytics in order to make informed procurement decisions and build industry relationships.

- Use Technology to Become More Efficient: Develop and apply lean end-to-end processes and tools to deliver goods and services that create value, enhance efficiency and satisfy customers.
- Real-World Experience: Demonstrate your readiness to hit the ground running through hands-on experiences such as case studies, internships and award-winning Online+ courses\*.

### Learn at your own pace with Flex Choice®

This Bachelor's degree-completion program can be completed in as few as 18 months\*\* and offers Flex

Choice®, a learning option allowing you to combine traditional and self-paced courses to save time and money while pursuing a degree on a schedule that fits your lifestyle.

If you're ready to learn more about leading in a global industry with a Supply Chain and Logistics Management Bachelor's degree, contact us today.

*\*<http://www.rasmussen.edu/press-release/2014-07-02/rasmussen-recognized-effective-practices-blended-learning>*

*\*\*Completion time is dependent on transfer credits accepted and the number of courses completed each term.*

See [rasmussen.edu/SID](http://rasmussen.edu/SID) for information about our graduation rates, median debt of students who completed the program and other important information.

**Rasmussen College**  
8300 Norman Center Drive  
Suite 300  
Bloomington, MN 55437  
888-549-6755  
[degrees.rasmussen.edu](http://degrees.rasmussen.edu)



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## RateLinx



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**Shannon Vaillancourt**  
President

**Corporate Mission:**

Develop and implement customized and integrated logistics software tools while providing insightful consulting to help customers lower freight and overall supply chain costs.



**T**he RateLinx Enterprise shipping solution approaches logistics management like you've never seen before. From our headquarters in Madison, Wisconsin, RateLinx has implemented groundbreaking software tools and services for 15 years. We start with experienced consulting so you understand how your ERP, WMS and TMS are working together. Then we provide visibility to your data to put customized strategies in place and monitor results.

**RateLinx Is Completely Different**

The stand-out feature that distinguishes RateLinx Enterprise is that our entire suite of software and services is integrated. Our transportation management system ShipLinx TMS is part of this integrated

ecosystem. With a single Rating Engine and Intelligent Invoice Management™ (IIM) payment system, the solution links the order, shipment and invoice data together. Custom routing rules in the TMS are used during rate modeling. This reveals where your shipping costs can be reduced. When new pricing agreements are set, one click pushes rates to the TMS, invoice payment system and analytics.

**Customized, Integrated**

With the RateLinx Enterprise solution, you don't have to replace your current TMS. Start with Intelligent Invoice Management™ and use ShipLinx TMS as an analytics engine to bring cost saving opportunities to light which can then be implemented with your existing TMS. When fully integrated with any ERP/WMS,

RateLinx' advanced analytics leverages big data to provide actionable Integrated Shipping Intelligence™ – saving millions of dollars through reduced shipping costs, increased efficiency and working smarter with carriers. Monitor performance by product line, sales channel or by entity.

**Rapid Launches**

Designed for volumes of 25 to 250,000 shipments per day, RateLinx has completed more than 300 successful integrations at 10,000 locations. RateLinx software engineers provide rapid product launches with limited client IT involvement and VPN service for local, premise integrations. Based on per-transaction fees to scale with your business.

*Learn More at:*  
[RateLinx.com/blog](http://RateLinx.com/blog)

**RateLinx**

4602 S Biltmore Lane  
Suite 104  
Madison, WI 53718  
Phone: 262-565-6150  
[sales@ratelinx.com](mailto:sales@ratelinx.com)  
[www.ratelinx.com](http://www.ratelinx.com)

**RateLinx**  
Integrated Shipping Intelligence<sup>SM</sup>

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# Redwood Logistics

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**Todd Berger**  
President and CEO

**Mission statement:**

We are the next generation logistics integrator driven to create the most valuable human business experience for our customers through application of our innovative 3PL managed services platform.



**R**edwood Logistics is one of the fastest growing 3PLs in North America, offering shippers its integrated transportation, business-process management and technology capabilities. Specifically, Redwood's broad logistics services include non-asset capacity, dedicated asset projects, transportation management, consulting, data and technology and systems integration.

By linking its unique, highly collaborative process and proprietary integration platform, Redwood creates simple, reusable and elegant solutions to its customers' most complex supply chain problems. Redwood also delivers the fastest systems integration speed-to-value in the industry.

Redwood's approach connects the space between systems, services and people—a gap other logistics companies can't address. This enables Redwood to create flexible, right-fit solutions that deliver more supply chain value and improvement to its customers

year after year.

This unique approach is called MOVE. MANAGE. KNOWLEDGE.

Redwood MOVES customers' freight safely and on time, meeting the most challenging capacity and service requirements, MANAGES freight more efficiently to drive waste from their transportation life cycles and supply chains, and grows their logistics KNOWLEDGE to make better supply chain decisions.

The driver of Redwood's successful track record of building long-lasting relationships is its ability to achieve robust integration with its customers on multiple levels.

Redwood integrates on a process level, immersing itself in customers' supply chain networks and transportation needs, becoming a true interconnected extension of its customers' shipping departments.

Redwood also integrates on a technology level. It is able to rapidly connect its systems with customer systems, as well

as connecting its customers' disparate supply chain systems together, using its proprietary, reusable "anything to anything" integration methodology and technology. The speed and effectiveness of Redwood's systems integrations is possible because they are implemented by logistics professionals with technical insight.

Importantly, because of a culture deeply rooted in transparency and commitment, Redwood is also able to integrate with its customers on professional and personal levels. Customers may choose Redwood because it delivers savings, control and innovation, but they stay with Redwood because it always creates a more rewarding human business experience.

Redwood is a next generation logistics integrator.

**Redwood Logistics**

1765 N. Elston Ave.  
Chicago, IL 60642  
312-698-8190

connect@  
redwoodlogistics.com

redwoodlogistics.com

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# Rinchem Company, Inc.

## Streamlining the Chemical Supply Chain

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**Chuck Breinholt**  
President

### Our Mission:

The mission of Rinchem Company, Inc. is to be the most responsive provider of Chemical Management Services any of our stakeholders ever experience. Responsiveness is identifying, documenting and fulfilling every expectation and requirement of our stakeholders. Stakeholders include customers, employees, communities, regulatory authorities and owners.

### Locations:

- United States
- Taiwan
- Singapore
- South Korea
- Israel
- Ireland

### Associations:

- ISO 9001
- IWLA Member
- WERC Member

### Rinchem Company, Inc.

6133 Edith Blvd. NE  
Albuquerque, NM 87107  
1-505-345-3655  
1-888-3PL-CHEM  
info@rinchem.com  
www.rinchem.com



### Managing the Global Chemical Logistics Network

Rinchem Company, Inc. is a lead logistics provider with proven expertise in creating and managing safe and efficient supply chains for high purity, pre-packaged chemicals and gases. We apply three decades of expertise and innovation to provide the most reliable, efficient, and cost-effective solutions for our customers. Our services include global warehousing, transportation, freight forwarding, training and consulting.

Rinchem operates a broad network of temperature-controlled, hazardous materials compliant warehouses at locations across North America and in parts of Europe, the Middle East and Asia. Rinchem's transportation and warehousing networks are linked through Chem-Star®, a secure, Internet-based logistics management application and reporting interface that provides customers with real-time visibility into inventory location and status.

### Rinchem Services and Areas of Expertise

Our areas of core competence include:

#### ■ Lead Logistics Solutions:

Coordination of all logistics-related activities and suppliers, including analysis of and recommendations regarding modes of transport, opportunities for consolidation, customer service performance levels and opportunities for supply chain improvement

#### ■ Warehousing:

Public or dedicated, temperature-controlled or ambient, regulated or non-regulated warehousing and handling of high-purity, pre-packaged chemicals, gases and other materials

#### ■ Transportation:

Intermodal, over-the-road transportation, cross docking or local delivery of wet or dry chemicals or other materials in bottles, cases, drums, totes or other specialized containers

#### ■ Freight Forwarding:

International shipment of regulated, temperature-controlled chemicals and gases, including import, export, customs clearance,

shipment consolidation and deconsolidation, drayage to and from the port, bonded warehousing, cross-docking, transloading and door-to-door delivery services.

### Chemical Management Expertise and Logistics Network Optimization

Rinchem's core area of expertise is our ability to safely and efficiently manage chemicals and gases, achieving full regulatory compliance and a reduction in risk. Unlike many general purpose third party logistics providers, Rinchem's assets, employees, systems, processes and expertise are customized for the management of chemicals and gases. Allowing Rinchem to manage the chemical supply chain enables companies to focus greater time and resources upon their own core competencies.

Rinchem engages in long-term, strategic relationships with its customers to systematically drive cost, risk and waste out of the supply chain. Strategies for improvement include the utilization of systems and expertise that deliver greater visibility, flexibility and control, leading to inventory reduction and improved service levels. Rinchem also helps customers to consolidate and optimize shipments and routing, reducing a company's environmental footprint, as well as overall logistics costs.



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# RR Donnelley

## DLS Worldwide

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**Tom Griffin**

President, DLS Worldwide

DLS Worldwide optimizes your distribution and controls your costs through our spectrum of integrated services, unique sources of capacity, and global, technology-based delivery network.

**Rely on DLS Worldwide for:**

- Domestic LTL & Truckload
- International FCL, LCL, and Air
- Expedited Air or Ground with Same Day, Next Day or Two Day Options
- White glove solutions including install & unpack, liftgate delivery and more

**Simplify Logistics Management with Our Leveraged Platform**

**RR Donnelley  
DLS Worldwide**

1000 Windham Parkway  
Bolingbrook, IL 60490  
877-744-3818  
www.dls-www.com



**Combine your freight volume and achieve powerful economies-of-scale**

Unlock new levels of efficiency with the DLS Worldwide leveraged platform. Now your company can rely on the same resources and workflows as any Fortune 250 company managing freight volumes around the world.

**Secure complete accessibility and visibility**

To help you streamline transportation management and stay on top of your budget, DLS Worldwide offers cost-effective, reliable, efficient delivery methods based on your logistics needs. Our comprehensive range of services ensures a seamless, *connected experience* with multiple service levels, complete visibility and simplified pricing.

Whether it's transportation via air, land, sea or any combination, rely on DLS Worldwide for the best options and recommendations. Our knowledgeable transportation professionals can customize strategies for you based on your choice of carriers, locations, schedules and delivery requirements, opening new opportunities to build your business and your bottom line.

**Access a far-reaching network of experts**

Our proven capabilities and deep understanding of domestic and international shipping are demonstrated daily through our team of dedicated transportation specialists at more than 130 local offices across the United States. With an average of more than 15 years of industry experience, these committed professionals are on the

forefront of the latest market trends and technologies and are ready to apply their exceptional skills and industry acumen to deliver outstanding service.

**Be responsive and responsible**

As part of RR Donnelley, DLS Worldwide is an EPA SmartWay® Transport Partner. We help you meet your sustainability goals by using best practices for:

- Saving fuel
- Minimizing engine idling
- Reducing emissions

For more than 150 years, many of the world's most storied brands have relied on RR Donnelley to connect with their customers. With DLS Worldwide, now you can too.

**RR DONNELLEY**

**Take the next step now.**

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Ruan



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Join the Conversation

**Ben McLean**  
CEO**Mission Statement:**

Our mission is to employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

**Facts About Ruan**

- 315 locations nationwide
- Headquartered in Des Moines, IA
- Manage over \$1 billion in annual transportation spend
- 24/7 customer care from one full-service 3PL provider
  - Asset and non-asset options
  - 5,500 team members, including 4,400 professional drivers
- Proprietary Megasafe Safety Program
  - Safety and regulatory experts monitor issues and compliance constantly

**Ruan Transportation Management Systems**

666 Grand Avenue, Suite 3200  
Des Moines, IA 50309  
866-782-6669 x7  
solutions@ruan.com  
www.ruan.com

**STRENGTHEN YOUR SUPPLY CHAIN WITH THE POWER OF RUAN.**

- + SUPPLY CHAIN SOLUTIONS
- + DEDICATED CONTRACT TRANSPORTATION
- + VALUE-ADDED WAREHOUSING

Contact a supply chain expert:

**solutions@ruan.com**

**R**uan is a family-owned company with 85 years of supply chain experience operating according to our original principles of integrity, innovation and exceptional customer service.

**Flexible Integrated Solutions**

Ruan's Integrated Solutions combine the flexibility of non-asset and asset-based capabilities with optimal technology and superior service focused on continuous improvement, cost savings and supply chain efficiency. We partner with you to evaluate, optimize and deliver a one-source supply chain solution. Ruan's Integrated Solutions are driven by people, transformed by process and enhanced by platform, allowing you to focus on your core competencies.

**Driven by People**

Ruan's experienced team members are experts in all aspects of supply chain

design and operations. We offer seamless start up and TMS implementation. Our driver turnover rate is one-fifth the national average. Customers have one point of contact and one consolidated bill for all services, and our safety professionals monitor compliance and regulations daily.

**Transformed by Process**

Ruan's business intelligence team provides ongoing analysis that identifies opportunities for continuous process improvement and cost savings through development and execution of key performance indicators and quarterly business reviews. Ruan's carrier development includes stringent qualification standards, safety monitoring and carrier benefits

such as quick pay, fuel and maintenance programs.

**Enhanced by Platform**

Ruan's best-of-breed supply chain platform, RTMS2.0, offers sophisticated transportation planning that provides network optimization and cost savings by employing efficient routing, 3D load configuration, continuous moves, waterfall tendering, rich analytics and customized reporting on secure customer portals. Combined with real-time tracking, we ensure that your product ships on time and safely, every time.

Ruan has expertise in providing supply chain solutions to every industry. And everyone at Ruan is dedicated to your business and to your cargo.

**RUAN****Take the next step now.**Request information, pricing, or a proposal at [inboundlogistics.com/planner-rfp](http://inboundlogistics.com/planner-rfp)

# Saddle Creek Logistics Services



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**Cliff Otto**  
CEO

Leverage our wide array of logistics capabilities for omnichannel solutions that provide speed, service, and scalability.



**S**uccessful omnichannel businesses depend on an effective supply chain. Improving velocity and value are key priorities. At Saddle Creek, we specialize in helping retailers, manufacturers and ecommerce companies get products where they need to be quickly, cost-effectively and seamlessly.

### Omnichannel Advantages

Our customized, scalable omnichannel solutions leverage our integrated services, advanced technology, and nationwide network to give you:

- Ability to handle pallets, cases & pieces under one roof
- Seamless service across channels
- Faster order processing for online orders
- Improved inventory management and visibility
- Reduced distribution costs
- Ability to accommodate business fluctuations/growth

### Integrated Logistics

We provide a variety of integrated services – warehousing, omnichannel fulfillment, transportation, and packaging. With the help of over 2,800 associates, we operate more than 17 million square feet of space in 41 locations nationwide. To keep things moving, we offer asset-based, brokerage, and small-parcel freight services.

### Omnichannel Technology

Our comprehensive omnichannel technology management solution includes order management (OMS), warehouse management (WMS), and transportation management (TMS). These systems integrate seamlessly with your current systems to manage order processing through to the end customer. We can leverage inventory from multiple fulfillment sources to deliver the optimal customer experience across all sales channels.

### Network Optimization

We take a strategic approach to network configuration and can help you determine the right DC locations for optimal efficiency. With well-positioned DCs, it is possible to reach more than 98% of the U.S. within two business days via ground service – helping to significantly reduce transportation costs.

### Service Excellence

Family owned and professionally managed, we've been satisfying our customers for 50 years.

We optimize performance by focusing on four key areas: Solution Design, Business Delivery, Systems Integration, and Continuous Improvement. You'll find us process-driven, collaborative and accountable.

We'll do *Whatever It Takes!* to ensure that your supply chain delivers.

**Saddle Creek Logistics Services**  
3010 Saddle Creek Road  
Lakeland, FL 33801  
888-878-1177  
sales@sclogistics.com  
sclogistics.com



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# SATO America

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**Tim Cook**

*VP of Sales and Operations*

### Mission Statement

Headquartered in Charlotte, North Carolina, SATO America is the national sales, service, consumables manufacturing and marketing entity for SATO Corporation in North America.

A leading provider of Auto-ID solutions connecting people, goods and information. Serving a diverse range of customers across North and Central America, Mexico and the Caribbean.

The company's extensive product line encompasses:

- Thermal printers
- RFID smart printers
- RFID and thermal labels and tags
- High speed laser printers
- Label design software
- Handheld labelers
- Genuine SATO labels and ribbons



**I**nventory must be managed effectively for the prosperity of any business. Instrumental to the success of this process requires the best technology for printing and labeling. SATO Print and Label Barcode RFID Solutions are ideal for asset tracking in manufacturing, warehousing and supply chain logistics.

The process of inventory identification and tracking can be tedious. SATO thermal barcode and RFID Solutions are the principle mechanisms to ensure detectability of inventory contents, case and cartons. Generating labels with accurate registration of barcode symbologies and reliable adhesion will effectively

minimize costs and increase efficiencies throughout operations. SATO Print and Label Solutions are the ultimate component in a multitude of logistics and warehousing applications.

SATO Labeling Solutions precisely identify Location, Pallet, Individual Item, and Shipments:

- Bin, Tote, and Rack Labeling
- Cross Dock Labeling
- Cautionary Labeling
- Carrier Labeling
- Product ID Labeling
- Case/Carton/Pallet Labeling
- FIFO labeling
- Put-away Labeling

- Freight Forwarded Labeling
- Location Labeling

SATO is the world's leading manufacturer of Print Engines, Industrial Thermal and Laser printers, and RFID embedded tags and labels.

SATO America serves the retail, horticulture, healthcare, industrial, transportation, logistics, government sectors, and many more verticals. SATO solutions including RFID enable businesses to identify, track and manage people, products, and assets.

### SATO America

10350-A Nations Ford Rd.  
Charlotte, NC 28273  
704-644-1650  
sales-sallc@sato-global.com  
www.satoamerica.com



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# Schneider

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**Mike Kukiela**

Vice President/General Manager  
of Supply Chain Management  
& Shared Services

**Mission Statement:**

Safe, courteous, hustling associates delivering superior experiences that excite our customers.



**Together We Will Take Your Supply Chain in the Right Direction**

You're working to solve tomorrow's "big picture" while staying focused on all the important details of today. We know that's no small task which is why Schneider Supply Chain Management delivers decades of expertise and proven methodologies to optimize your supply chain and keep your business running smoothly.

Choosing a logistics provider who focuses on innovating and streamlining your supply chain while continually improving profitability and managing return on investment is the only way to achieve continued savings beyond year one.

We move quickly to understand your business and how your supply chain helps you keep freight moving and your customers happy. We apply proprietary processes alongside technology and analytics to reduce costs, optimize flow and enhance your strategic positioning.

Just as important, we lock arms with you and your team throughout the change-management process to ensure

every measure is implemented successfully for breakthrough results.

**Customized Solutions, Not One-Size-Fits-All**

Schneider works with your team to understand your supply-chain requirements, budget, complexity and appetite for change. We carefully weigh each consideration as we begin applying the many solutions available from our broad portfolio of services. The result, a tailored solution for your organization that delivers freight as effectively as it delivers your business goals.

**Whatever it Takes to Drive Your Business Forward**

Schneider Supply Chain Management effectively orchestrates the flow of goods, information and payments across your supply chain – or we can simply assist you with a small piece of the larger puzzle. The portfolio of services we bring to the table comes with a unique combination of expertise and experience. Trust Schneider Supply Chain

Management to help you with:

- Supply Chain Design and Engineering
- Account Management
- Carrier Management
- Operations Execution
- Metrics, Measurement and Continuous Improvement
- Sole Source and Promotions Execution

**Schneider Supply Chain Management Brings a Lot More Than Ideas to the Table**

With Schneider, you get it all – a broad portfolio of services, decades of expertise and an organization that truly understands the needs of shippers and customers alike. We bring real-world solutions and an industry knowledge that has been hard-earned by more than 80 years in transportation. From supply chain management to transportation networks, we're ready to help your supply chain work a whole lot harder for you.

Let's talk about what Schneider Supply Chain Management can do for you, call 920-592-4200 or email [inquiries@schneider.com](mailto:inquiries@schneider.com).



**Schneider**

P.O. Box 2545  
3101 South Packerland Drive  
Green Bay, WI 54306-2545  
920-592-4200  
[inquiries@schneider.com](mailto:inquiries@schneider.com)  
[www.schneider.com](http://www.schneider.com)

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# Seaboard Marine

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**Edward Gonzalez**  
CEO

**Mission Statement**

To be the leader in ocean transportation and logistics to all the markets we serve. Our existence, progress and success depend on our customers. By creating a positive environment where our employees can work in partnership with our customers, large and small, we shall provide the highest quality service without exception.



**E**stablished in 1983, Seaboard Marine is a wholly owned subsidiary of Seaboard Corporation. We are an ocean transportation and logistics company that provides direct, regular service between the United States and the Caribbean Basin, Central and South America. Seaboard Marine plays a significant role in promoting trade in the Western Hemisphere.

Our success in the region for over three decades has enabled us to expand gradually into new markets. We now serve nearly 40 ports in over 25 countries. Seaboard Marine's facilities include a private terminal of nearly 90 acres at PortMiami. We carry more cargo to and from PortMiami than any other carrier. Although this facility complies with and exceeds all governmental security

mandates, it operates seven days a week, 365 days a year, a unique convenience for our customers.

Seaboard Marine has successfully initiated services from other U.S. ports. Operating from our 62 acre terminal in Houston, we offer weekly services to multiple ports in the Caribbean and Latin America. We also proudly serve Central America weekly from New Orleans. In addition, Seaboard Marine provides weekly service to the Western Hemisphere from Philadelphia and Brooklyn, NY.

Seaboard Marine's fleet of

nearly 30 vessels and over sixty thousand (60,000) dry, reefer, and specialized containers supports direct service between the U.S. and major ports of call throughout Latin America and the Caribbean. Our reliable fixed-day schedules make it simple for customers to coordinate manufacturing schedules and maintain inventories at cost-efficient levels. Convenient schedules, outstanding customer service, and an expanding fleet of ships both commanded and managed by a company of dedicated professionals, has become the trademark of Seaboard Marine.

**Seaboard Marine**

Headquarters  
8001 Northwest 79th Avenue  
Miami, FL 33166  
P 305.863.4444  
F 305.863.4400  
sales@seaboardmarine.com  
www.seaboardmarine.com



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# SEKO Logistics

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**William Wascher**  
Chief Executive Officer

- Omni-Channel Logistics
- White Glove Deliveries
- Heavyweight Home Deliveries
- North America Final Mile
- Medical Device Logistics
- Store Development Services
- Product Launches
- Global Order Fulfillment/ Distribution
- eCommerce Logistics
- PO Management
- Global Vendor Compliance
- Project Cargo
- Government Logistics
- MySEKO/TMS/WMS
- 60 US Locations
- 120 Global Locations/40 Countries



**W**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 care
- Responsiveness and reliability
- Flexibility and consistency
- Hands-on service and support
- Personal relationships
- Creative, customized solutions
- Individual vertical sector experience

**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



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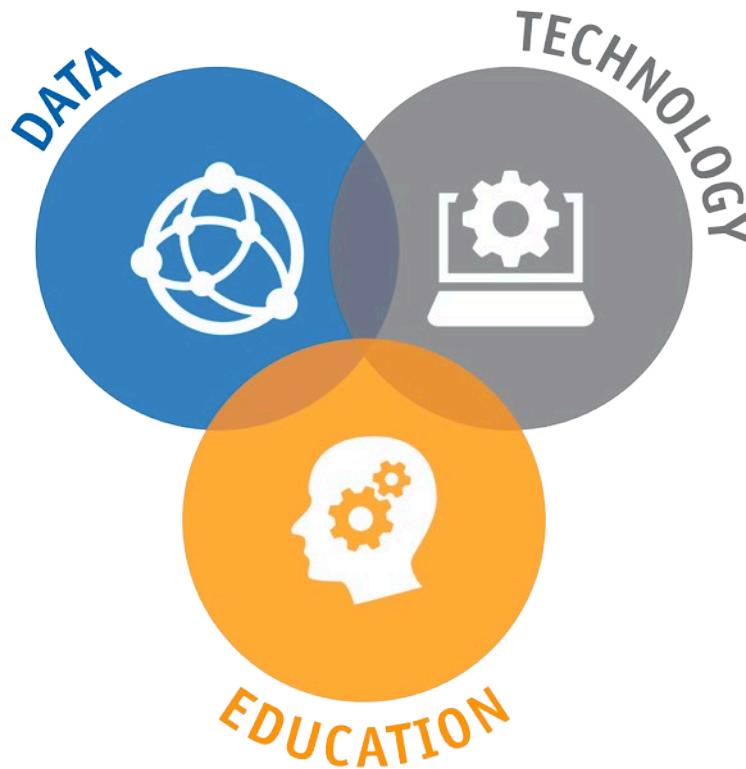
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**Andrew Slusher**  
*President and CEO*

**Mission Statement**

SMC<sup>3</sup> is devoted to consistently raising the level of knowledge, collaboration and technological capability in the freight transportation marketplace. We achieve this by using our internal expertise and industry connectivity to provide the best data, technology and educational services to our members, customers and associates. Our deep-seated core values of integrity, consistency, thought leadership and operational excellence support this mission and provide a foundation for our unique portfolio of industry solutions.



SMC<sup>3</sup> is the one-stop knowledge hub for transportation technology, data and education across the logistics community.

**LTL Technology and Data**

The SMC<sup>3</sup> Platform is the underlying LTL fuel for your transportation management system. It delivers the only integrated suite of technology solutions that enables shippers, 3PLs and carriers to collaborate and optimize decision making throughout the entire LTL lifecycle. Built on a secure and private cloud, SMC<sup>3</sup> solutions simplify the complexity of LTL.

- Price negotiations and bid management
- Rating and transit-time optimization

- Shipment tracking from dispatch to delivery
- Freight bill auditing

SMC<sup>3</sup> LTL solutions are backed by a lifetime of industry understanding and technical expertise that puts our knowledge to work for you. Delivered with top-tier security and industry-leading speed, reliability and performance, LTL solutions from SMC<sup>3</sup> offer unparalleled insight to make smarter LTL freight decisions.

**Education**

SMC<sup>3</sup> extends our expertise through unparalleled supply chain educational forums across North America. Keep current on industry trends and best practices used by global supply chain leaders at Connections and Jump Start, SMC<sup>3</sup>'s two annual supply chain conferences.

Contact SMC<sup>3</sup> to simplify LTL complexity throughout your network.

**SMC<sup>3</sup>**  
500 Westpark Drive  
Peachtree City, GA 30269  
800-845-8090  
770-486-5800  
sales@smc3.com  
www.smc3.com



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# SphereWMS



**Mike Mullane**  
CEO

### Mission Statement

At SphereWMS, we take pride in our world-class, in-house customer support. We understand that your success depends on your ability to leverage the powerful features of our product and take advantage of the benefits they provide. We're dedicated to your success and are committed to delivering knowledgeable, courteous, and responsive customer support served your way.

We're here to support you 24/7 with expanded business hours and an after-hours hot line. Whether it's preventing problems before they occur or responding to issues after they arise, our response team is standing by with information and assistance so you can get your concerns resolved and get right back to business.



### SphereWMS

Phone/Sales Inquiries  
866-887-2972  
214-382-2680  
Corporate/Main  
818-678-2601

### Los Angeles

21625 Prairie St, Ste A  
Chatsworth, CA 91311

### Denver

1520 W Canal Ct, Suite 200  
Littleton, CO 80120  
www.spherewms.com



**S**phereWMS Warehouse Management Software optimizes work flow, direction, and processes at an operational level to dramatically increase efficiency and drive down costs for 3PLs, Distribution, Fulfillment, eCommerce, and Retail operations.

### Receiving & Put-Away

With SphereWMS, you can streamline your entire receiving and put-away functions. SphereWMS speeds the movement of received goods from your shipping dock into your storage location based on your unique business rules and warehouse flow.

### Inventory Management

SphereWMS warehouse management system provides:

- Real-time information to track every inventory item.
- The robust functionality to optimize inventory flow.
- The flexibility to meet each customer's individual needs.

### Order Fulfillment & Management

With SphereWMS you can streamline your entire order

process by integrating your customers' unique business requirements directly into the work flow and implementing order fulfillment solutions tailored to meet their needs.

### Cloud-Based Software

SphereWMS is a fully hosted, web-based service. SphereWMS eliminates the large, up-front investments required with traditional warehouse management systems.

### Dashboards & Reporting Tools

SphereWMS Dashboard allows the user to see orders and processes in real time. The dashboard shows both inbound and outbound order data that can assist in labor planning and setting productivity goals.

SphereWMS Ad-Hoc Reporting provides self-service

access to data you need to make well-informed strategic decisions, reduce risk, and increase productivity.

SphereWMS reporting provides a catalogue of predefined reports on order management, inventory, and shipments that can be used as-is – or easily modified to meet specific enterprise needs. Reports can be defined as private for restricted viewing – or made public, giving clients easy, 24/7 access to information about their shipments.

### Mobile App

Our mobile applications allow clients to seamlessly and easily keep track of their inventory through their mobile devices, extending SphereWMS scanning and inquiry functions.



**sphere**  
**WMS**

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# Sunland Logistics Solutions

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**Arch Thomason**  
CEO

**Purpose:**

We help our customers do what they do... better!

**Vision:**

To create a great 3PL company where opportunity exists, people want to work, and customers want to buy.

**Values:**

- Winning Every day
- Customer Loyalty
- Associate Engagement
- Reaching New Heights
- Encouraging Excellence

Sunland's executive leadership is a team of industry experts with global company experience who are united by the desire to provide better service through:

- Customer alignment
- Lean & continuous improvement culture
- Vested approach to building relationships
- Developing a winning team supported by servant leadership

**Sunland Logistics Solutions**

1312 Old Stage Road, Suite A  
Simpsonville, SC 29681  
Phone: 800.295.0081  
Email: liza@sunlandls.com  
sunlandlogisticssolutions.com



**S**unland Logistics Solutions is a third party logistics provider specializing in warehousing and value added services with a lean approach. Our industries of expertise include automotive, retail/e-commerce, chemical, health & beauty, and paper with a wide range of solutions from returns management to Foreign Trade Zone accessibility. Headquartered in Upstate South Carolina since 1982, Sunland operates over 4.5 million SF across the southeast & Midwest and is growing into a national provider.

We expect our customers will have unique requirements that call for us to engineer customized solutions to meet their specific needs. The following is a sample of the services Sunland offers:

- Lean warehousing and distribution
- Value added services
- ISO 9001 certified operations
- Inventory management
- FTZ accessibility
- Returns management

- E-commerce fulfillment solutions
- Labeling and relabeling
- Kitting
- Sequencing
- Inspection, grading, and testing
- Sampling
- Toll processing
- Drum filling
- Shuttle services
- TMS solutions

**What Makes Sunland Different?**

Our Relationship Management processes are designed to understand your strategic direction, then position our organization to support your short and long-term needs. Practices such as Advanced Quality Planning sessions and

periodic Business Reviews are essential to facilitating an efficient transition and transformation of your operation. We approach customer relationships as partnerships – built on trust and focused on driving innovation to win as a team.

Our company culture is rooted in continuous improvement, safety, and respect for all people. We have a team mentality and provide a learning environment designed to engage and empower our associates to expose and solve problems. The members of our executive team naturally have a strong servant leader mentality which permeates throughout the entire company. How can I help? is a common phrase you hear at Sunland.



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# Sunset Transportation



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**Lindsey Graves**

Vice President of Operations  
& Co-owner

Whether it's transportation brokerage, logistics management, SaaS technologies, or freight audit and payment services, Sunset offers solutions to best fit your business. Our commitment to quality, integrity, and delivering on our five promises are the foundation of our success.

**Customized Solutions:**

- Logistics Optimization & Management
- Shipper Technology
- Freight Audit & Payment
- Domestic & International Brokerage

**Service Promises:**

- Savings
- Visibility
- Data-Driven Decisions
- Continuous Improvement
- Relationships, not Transactions

**Sunset Transportation**

11325 Concord Village Avenue  
St. Louis, MO 63123  
SalesGroup@SunsetTrans.com  
www.SunsetTrans.com  
Phone: 314-325-1505  
Fax: 314-849-8242



**T**hrough our diversity of services and technology to our transparent and customer-focused culture, Sunset Transportation is positioned as a dominant logistics management partner for mid-market and large businesses. Sunset's flexibility and entrepreneurial spirit makes us The Right Size 3PL for your growing business – large enough to provide professional, multi-modal solutions while remaining agile and committed to our roots with personalized service.

**Time to Truly Manage Your Supply Chain?**

Sunset customers can get back to mission-critical business knowing their supply chain is being analyzed, monitored and improved month over month. We are accountable for providing ongoing savings and efficiencies through:

- Bid management and carrier procurement
- Route optimization and strategic modeling
- Integration and visibility

- Freight bill audit and payment
- Key Performance Indicator (KPI) compliance and reporting

**Is SaaS a Fit for Your Business?**

Do you have visibility to every shipment within your system? Can you access multiple carriers' pricing across modes within your system? Do you know if you're utilizing the lowest-cost carrier and right mode for every shipment? If the answer is no, you're not alone.

Even the most complex supply chains operate with significant gaps in visibility due to inefficient technology or unknown solutions. Sunset works to bridge some of those common gaps in your ERP through our software as a service (SaaS) offerings for:

- Shipment rating and routing
- Shipment tendering and ongoing visibility
- Carrier safety and compliance
- Shipment image retrieval
- GL Reconciliation

- Supply chain analytics

**Why Sunset?**

As a second generation corporation, Sunset puts our customers first – big or small. Sunset and its employees are dedicated to continuous improvement and personalized attention.

We are proud to uphold and report on our Five (5) Promises with every customer, every day:

- Savings
- Visibility Through Technology
- Data-Driven Decisions
- Continuous Improvement
- Relationships, not Transactions

Let Sunset help you navigate the challenges of strategic supply chain management. We are here for the long-term, and are helping our customers grow through our experience, integrity, and service!



**Take the next step now.**

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# Syfan Transport—Syfan Logistics

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**Steve Syfan**

Executive Vice President

## Who We Are

Syfan Transport is a Southeast-based carrier fleet featuring 24-7 dispatch, on-board GPS and ELD-compliant systems on every truck, and transparent reporting on all shipments. Together with its 3PL arm, Syfan Logistics, the company provides a diverse array of 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 Transport/ Syfan Logistics

PO Box 1294  
Gainesville, GA 30503  
Steve.Syfan@SyfanCorp.com  
SyfanCorp.com  
Toll-Free: 855-287-8485  
Local: 770-287-8485

## Ready. Willing. Able.

Syfan Transport and Syfan Logistics focus on the highest level of transparency and reliability for customer shipments. This year provides the perfect opportunity to deliver on their commitment.

Changes in federal law are requiring licensed carriers to comply in 2017 with new requirements for Electronic Logging Devices (ELD) and safer food transport under the Food Safety Modernization Act (FSMA). For both rule changes, Syfan will be ready well ahead of the deadlines. The sooner the better, because working with an ELD-compliant carrier in the future will be just as important as cargo insurance.

The bottom line is greater visibility and food safety – which is why Syfan puts such a high priority on the new rules. The company has always invested heavily in GPS technology, communications, and a 24-7 professional dispatch team.

## Expanding equipment

With the ongoing expansion of Syfan Transport and its over-the-road fleet, the company is also responding to customer demands for even greater accessibility to equipment across the country. Based north of Atlanta in Gainesville, Ga., Syfan Transport's truck fleet is supported by several hundred trailers – dry vans, flatbeds and temperature-controlled reefers.

On the logistics side, Syfan further draws from an expansive network of carrier partners to bolster its service and fill gaps. Syfan Logistics has grown into one of the leading logistics companies in the United States. Inbound Logistics and Transport



Topics magazines have both recognized the company in their national rankings of the top logistics providers.

## Primary insurance

Syfan Transport and Syfan Logistics serve the most demanding shipping needs with on-time pickup and delivery throughout the continental United States, Mexico and Canada. And Syfan goes the extra mile by backing every load with primary cargo insurance. It's a commitment practiced by only a small percentage of the industry.

## Syfan Services

### Syfan Transport

Numerous trucks and equipment options are available around the clock and across the country.

### Syfan Expedited

Syfan's long history with JIT shipping for automotive manufacturers and small parcel air loads has forged a unique sensitivity to deadline-oriented shipping.

### Third-Party Logistics

For shippers faced with a sudden spike in shipping volume or the occasional spot load.

## Freight Management Services

Syfan Logistics also can manage a company's entire shipping program, providing significant cost savings.

## Syfan Intermodal

Syfan is a UIIA carrier for all modes of transit (single drivers, team and expedited) and provides service recovery, crosstown shipments and power-only shipments.

## Project Management

Whether relocating a frozen food shipment from a damaged warehouse or moving large equipment, no job is too big or too small.

## Customer Industries:

- Food and Beverage
- Parcel
- Automotive
- Manufacturing
- Healthcare
- Construction materials
- Retail/Consumer products
- Electronics
- Paper products



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# Taylorred Services



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**Mission Statement:**

We have become a leader in fulfillment by thinking like our clients, providing the services they need when and where they need them. We strive to be the top provider of distribution and fulfillment services to the retail apparel, footwear and accessory markets.

Many companies talk about “thinking outside of the box”. At Taylorred Services, we believe the key to a superior customer experience is to “think like a box”. Thinking like a box means considering everything that a box needs throughout the supply chain process.



**Taylorred Services. Thinking like a box.** Since our humble beginnings in New Jersey in 1992, Taylorred Services has grown to become a national leader in distribution, fulfillment and warehousing. We have achieved this status by providing the services our clients need when and where they need them.

Our distribution centers are located near the nation’s busiest ports of Los Angeles, Long Beach and New York. We work with a diversified client base including wholesalers, manufacturers and retailers and our expertise extends to multiple brand and accessory categories.

We have invested significantly in systems and technology and maintain long-term relationships with all of the other interim suppliers along our clients’ boxes journey. As a result, our clients can track their merchandise at every step through and from our warehouse to multiple points of destination.

- Our services include:
- Warehousing and Distribution
  - Supply Chain Management
  - Value Added Services and Merchandise Rework
  - Transportation Management Services

**Warehousing & Distribution**

Taylorred Services operates strategically located warehousing facilities in major locations on both coasts of the US. While our clients’ products are stored with us, they are safe, secure and well-tracked. If products require a dedicated facility, or need to share space in one of our distribution centers, we have the resources and experience to meet our clients’ warehousing and distribution needs, including:

- Pick & Pack
- E-Commerce
- Receiving – All receipts processed against service orders – EDI or flat file transmissions
- Inventory Control – Radio frequency bar-code scanning and cycle counts
- 24/7 real time inventory visibility & reports through Taylorred Access
- Fulfillment – Designed to meet client-specific needs (FIFO, LIFO, serial or lot #)
- Electronic notification (EDI, flat file or Taylorred Access)

**Supply Chain Management**

We work closely with our clients and all of their and our channel partners to ensure that we are implementing the most effective and efficient supply

chain solutions, particularly with regard to warehousing, distribution and packaging.

**Value Added Distribution Solutions**

From product inspection to ticketing, we offer a wide range of services to meet our clients’ needs inside the box. Among the multiple value added services Taylorred provides are:

- Re-packing, re-ticketing & assortments
- Point-of-purchase display assembly
- Inserts and labeling
- Returns – client-defined processing, inspection, quality control and tracking

**Transportation Management Services**

Our expertise, experience and relationships extend to flexible and cost effective transportation solutions. We help our clients reliably move their products into and out of our warehouses.

Our shared commitment to your objectives makes us a dedicated provider focused on the very same goals that drive your business. Contact us today at (909) 510-4816, and let us put our experience to work for you.



**Taylorred Services**

33 S. Wood Ave.  
Iselin, NJ 08830  
(732) 248-7900  
www.taylorredservices.com

**Contacts:**

Brian Southwell  
VP of Business Development  
and Marketing  
bsouthwell@tpservices.com

Chris Kearns  
VP of Key Accounts  
chris@tpservices.com



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# TOTE Maritime Puerto Rico



**Tim Nolan**  
President

### Mission Statement:

To continue leading the shipping industry with a professional team that is dedicated to unparalleled customer service, safety, and environmental responsibility



Since 1985, TOTE Maritime has been shipping cargo to Puerto Rico twice weekly, offering consistent and cost-effective transport to a wide variety of U.S. companies in the non-contiguous states.

At TOTE Maritime, we understand that shipping is about more than reliable delivery, it's about people. We make our clients' needs our primary focus, offering efficient and unparalleled customer service. TOTE Maritime is also committed to our employees, as we recognize they are the foundation of our success. It is through their dedication, integrity, and focus on safety that we will continue to exceed our clients' expectations.

There is no better example of our devotion to all people than our leadership in environmental responsibility. We were the first in the industry to invest in two

new LNG-powered vessels—the first of their kind in the world and built specifically to support the Puerto Rico trade. These Marlin-class ships markedly surpass the U.S. Environmental Protection Agency's clean air regulation standards, while helping to provide safe cargo deliveries that keep communities moving in Puerto Rico and the Virgin Islands.

Explore a few more of the many reasons you'll want to experience the TOTE Maritime difference:

### Safety:

- Exceeding compliance with all laws, regulations and company safety rules
- Keeping safety at the forefront of our actions and decisions
- Ensuring a safe work environment for our employees

### Commitment:

- Focusing on our people, our customers, our communities, and the environment
- Recruiting, training, and developing top-notch talent in the maritime field
- Leading the industry in environmental initiatives

### Integrity:

- Providing proactive communications and excellent response times
- Offering meaningful, customer-focused solutions
- Giving back to the community with grants and philanthropic activities



### TOTE Maritime Puerto Rico

10550 Deerwood Park Blvd.  
Ste. 509  
Jacksonville, FL 32256  
877-775-7447  
www.totemaritime.com

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# Tranco Logistics



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**Bruce Trantham**  
CEO

**Mission Statement:**

We invest in our Team to deliver innovative supply chain solutions for and with our Partners.



**T**ranco is a values-driven, total solution provider of best-in-class logistics services from local to global. Tranco ownership embodies the first-generation passion and entrepreneurial spirit which inspires every team member to deliver out-of-the-box solutions throughout the Southern, Central and Southeastern USA.

Tranco began its 21-year history with just a pick-up truck and renting 2,500 sq. ft. of warehouse space. Today with 6 locations totaling over 1.2M sq. ft. of warehouse space and 400+ rolling assets, our 3 divisions deliver unmatched solutions throughout our region. Come grow with us and let us help transform your supply chain into a competitive advantage.

**Asset Based Transportation**

Tranco's asset transportation fleet is operated by seasoned leadership and a driver pool with very low turnover. Consequently, Tranco has stability and an award-winning reliability level that is superior to most.

- SmartWay Certified
- Based in Chattanooga, TN, the "Gateway to the South," we can reach 2/3 of the US population in 24 hours.
- Dedicated Fleet – factory support, JIS/JIT, regional lanes, shuttle service
- Regional asset carrier for the Southeast, South, Central and Northeast USA
- Full service garage/shop

**Tranco Transportation Services**

- 3PL solutions for van, flatbed, refrigerated, and oversize TL and LTL freight
- Industry leading TMS



- software with customer portals available
- EDI functionality for immediate tracking visibility

**Warehousing and Distribution**

Tranco offers ambient and climate controlled space in the perfect location to service the entire Southeast just off of I-75 and I-24.

- ISO 9001; 2008 Certified
- Serving industrial, automotive, pharmaceutical, food and chemical verticals
- Multi-client/Public warehousing
- Contract warehousing
- Storage, Distribution, JIS/JIT service
- Custom crating for domestic and international shipments
- Cross dock

**International**

Our *Tranco Global* division provides a world of international shipping solutions. We provide a full suite of international freight forwarding and customs brokerage services including:

- Air Forwarding Through Tranco Air
- Tranco Ocean Freight Services
- Customs Clearance
- Project and Over-Dimensional Freight Handling
- International Contract Logistics Management
- Coordination for Special Commodities

Our iTranco cloud-based visibility portal assures information and freight delivery are in sync. Paperwork, shipment status, and flexible reporting, are all available at the click of a button, 24/7.

Our Tranco Global Network, of over 500 offices strategically located at all major gateways in over 180 countries, brings you best-in class service delivering seamless cargo handling around the globe.



**Tranco Logistics**  
423-822-1000  
info@trancologistics.com  
www.trancologistics.com

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# TransGroup Global Logistics

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- 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



**O**ur logistics expertise is a balanced cross-discipline of domestic, international and warehouse/distribution services, making TransGroup a true single-source transportation and logistics provider. Our 'Customer Centric' approach, global reach and industry-leading software enable us to do just that. We partner with our clients to tailor and integrate logistics systems and solutions that deliver value across the entire enterprise.

We create logistics solutions that matter.

#### International Services

- Global Air
- Worldwide Consolidation
- FCL / LCL
- Air & Ocean Charter
- Complete Project Cargo Services
- Dangerous Goods
- Customs Brokerage
- C-TPAT Validated

- Overseas Warehousing & Distribution
- FMC OTI / NVOCC Licensed

#### North American Services

- Next Flight Out
- Next Day AM / PM
- Second Day
- TranSaver 3-5 Day
- Express LTL / FTL
- Hot Shot Options
- Specialized Equipment
- Air Charter
- Trade Show Services
- Asset Recovery / Reverse Logistics
- White Glove Services
- Warehousing & Distribution
- TransBorder Expertise (Canada / USA / Mexico)

#### Technology

- Global Tracking
- Online Shipment Initiation
- Worldwide P.O. Management
- Proactive Milestone & Status Notifications
- Reports / Metrics
- Global Warehouse Management
- TMS Online LTL Rating & Dispatch
- EDI / XML / ERP Integration
- Internally Developed for Maximum Flexibility

*Get our Mobile App  
by visiting:  
<http://app.transgroup.com>*



#### TransGroup Global Logistics

18850 8th Ave S.  
Seattle, WA 98148  
(800) 444-0294  
info@transgroup.com  
www.transgroup.com

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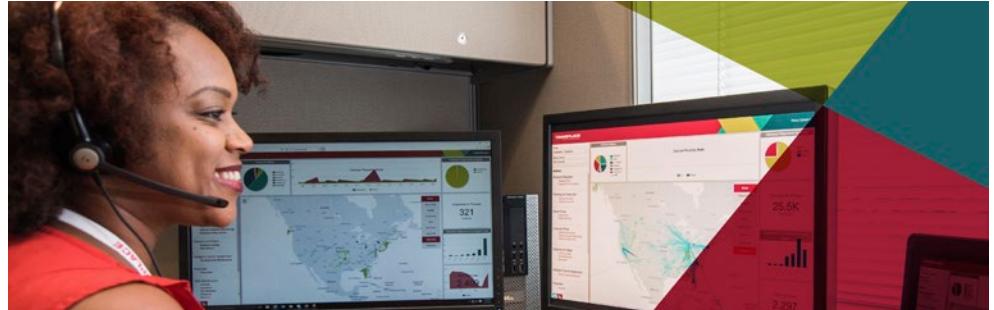
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# Transplace

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**Tom Sanderson**  
CEO



## Mission Statement

Achieve supply chain excellence for our customers – North American manufacturers, retailers, and distributors - as the premier provider of managed transportation, consulting & TMS solutions; and intermodal, truck brokerage, and cross-border trade services.

Exceed customer expectations through superior quality and value. Our assets are people, proven processes, proprietary technology and scale.

## Transplace Centers of Excellence

### United States:

Corporate HQ: Frisco, TX, Chicago, Edison, NJ, Greensboro, NC, Greenville, SC, Laredo, TX, Lowell, AR, Los Angeles, Philadelphia, St. Louis, Stuttgart, AR

### Canada:

Calgary, Montreal, Toronto

### Mexico:

Apodaca, Nuevo Laredo  
Columbia, Nuevo Laredo  
Mexico City  
Monterrey  
Nuevo Laredo, Tamps  
Querétaro  
Saltillo

### Contact info

info@transplace.com  
transplace.com  
888.445.9425

**T**ransplace is a North American non-asset based logistics services provider offering manufacturers, retailers, chemical and consumer packaged goods companies the optimal blend of logistics technology and transportation management services. Our services and capabilities include Transportation Management Services, Intermodal, Brokerage and SaaS Transportation Management (TMS) Solutions supplemented by supply chain strategy consulting services. We are recognized among the elite 3PLs for our proven ability to deliver both rapid return on investment and consistent value to a customer base ranging from mid-market shippers to Fortune 500 companies.

## Transportation Management

Transplace offers flexible and customizable managed transportation services that optimize our customers' supply chain and help them outperform their competition. Shippers of all sizes across North America choose Transplace for the convenience of having a single transportation partner that can support the unique and changing needs of their business and alleviate the administrative burdens of

transportation management. Whether you are looking for a completely outsourced solution, Software as a Service (SaaS) technology, or something in between – Transplace can provide a customized business solution to fit your needs.

- Managed Transportation Services
- Proprietary SaaS TMS
- Global Control Towers
- Supply Chain Consulting

## Intermodal

When it comes to domestic and cross-border intermodal services throughout North America, Celtic International, a Transplace company, brings efficiency and flexibility to your supply chain. We strive to implement a dynamic solution to our customers' transportation needs by providing consistent capacity and the optimal blend of transit times and ramp location. Our established relationships with all Class 1 railroads allow us to compare rates and routes to ensure speed and service above everything else – and our loyalty is always with the customer.

- Domestic and cross-border services
- 53' Containers
- 40' Containers

- Refrigerated
- Temperature Protected

## Brokerage

Transplace brokerage gives you access to the knowledge, service and scale of an industry leading transportation management provider. Our focus on long-term partnerships and relentless execution allows you to rest easy and stay focused on your business, while we efficiently manage your shipping needs with reliability and precision across North America.

- Truckload
- Less-than-truckload
- Cross-border

## Cross-border Trade Management

Rely on Transplace to help you navigate through the ever-changing regulatory environment of cross-border transportation. Our compliance experts design strategic processes to help your business mitigate risk, reduce supply-chain costs and get the visibility you need for your logistics operations.

- Integrated North America Services
- Customs Brokerage & Trade Compliance
- Cross-Docking

**TRANSPLACE**  
The 3PL & Technology Company

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# Transportation Insight

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**Chris Baltz**  
President & CEO

Through innovative multi-modal solutions (LTL, Parcel, TL), technology and advanced analytics, we evolve the digital supply chain for sustainable enterprise excellence.

### Enterprise Logistics Services

- Domestic Transportation
- International Transportation
- E-commerce Solutions
- TMS Technology
- Supply Chain Analytics
- Freight Bill Audit and Payment
- Parcel Audit, Optimization, Advanced Analytics
- Warehouse Sourcing
- Extended Lean®
- Insight Fusion® Big Data Solution
- Private Fleet Consulting
- Outsourced Execution
- Transactional Services
- Indirect Materials Sourcing Including Secondary Packaging



### Transportation Insight, LLC

More than 50 Client Support Offices across North America  
877-226-9950  
info@transportationinsight.com  
www.transportationinsight.com  
– Corporate Hickory, NC –  
Atlanta, GA – Bentonville, AR  
Charlotte, NC – Plymouth, MA  
Omaha, NE – Salt Lake City, UT



### Enterprise Logistics

A non-asset-based logistics provider and supply chain consultant, Transportation Insight offers advanced analytics and technology-powered solutions in all transportation modes (LTL, Parcel, TL). Transportation Insight partners with over 1,200 manufacturers, distributors, retailers and e-tailers to deliver data-driven insight for supply chain transformation. We help clients grow, reduce supply-chain related costs, increase agility, improve customer delivery experience, mitigate risks, streamline processes and achieve enterprise sustainability.

### Continuous Improvement

With our **Extended LEAN®** continuous improvement methodology for the supply chain, we help clients increase operational efficiencies, maximize profits, improve visibility and optimize their extended value chain. Transportation Insight implements integrated analytics to help clients increase efficiency, while reducing vehicle miles, fuel and energy consumption and air pollution emissions. This

sustainability mindset earned Transportation Insight a U.S. Environmental Protection Agency 2016 SmartWay® Excellence Award.

### Logistics Collaboration

**Co-managed Logistics®**, our consultative approach to logistics management, allows shippers to maintain their desired level of supply chain control. Clients consider us a trusted expert providing optimal choices in end-to-end supply chain solutions, including domestic transportation sourcing and support, international freight forwarding, import/export compliance, integrated warehousing and other value-added services.

### Analytics

We deliver comprehensive present, past and future business insight solutions. Quickly identify optimal shipment routing and service providers, access in-transit tracking and execute shipments. Leverage comprehensive reporting to uncover missed opportunities, spot trends and make data-driven decisions. Look forward with advanced network modeling and simulation tools. Access

key performance indicators when, where and how you need them through our mobile interactive portal Insight Fusion®.

### Technology

**Insight TMS®**, our customizable, web-based Transportation Management System, provides total shipment visibility from foreign ports to the customer's door through one interface. Automate logistics tasks like load tendering, shipment tracking, rate shopping, dock scheduling and Bill of Lading creation and integrate with other systems for maximum impact.

### TI Parcel Solutions

Transportation Insight's innovative parcel engineers, advanced analytics experts and product managers possess extensive parcel shipping expertise. Through optimization, advanced analytics and auditing (Invoice, Service and Compliance), Transportation Insight helps develop more efficient, economically integrated supply chains for small-package shippers in e-commerce, retail and manufacturing.

### Financial Settlement

Freight invoice audit and payment services provide benefits beyond ensuring invoice accuracy. We help companies improve accounting efficiency through consolidated electronic billing, automated general ledger coding, timely carrier payment and freight accruals. Rigid processes and controls helped Transportation Insight earn a global reputation of trusted business partner.



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# TransportGistics



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[www.productreturns.com](http://www.productreturns.com)  
[www.routingguides.com](http://www.routingguides.com)  
[www.tgibid.com](http://www.tgibid.com)  
[www.tgirater.com](http://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, status-driven alerts
- Monitor carrier performance with respect to time in transit, service failure, and billing
- Enable collaboration
- Source, procure and execute transportation services



TransportGistics

## TransportGistics, Inc.

28 N Country Rd  
 Suite 103  
 Mt Sinai, NY 11766  
 631-567-4100  
 Fax: 631-563-2497  
[sales@transportgistics.com](mailto: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 cost-effective 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-to-use 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 bar-coded 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 cloud-based 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 pre-populated for ease of entry and improved data quality. Time in transit and least-cost 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](http://www.transportgistics.com)

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# Trax Technologies



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**Don Baptiste**  
CEO

## Mission

With global offices and more than 20 years of successfully processing logistics transactions across all modes and geographies, Trax Technologies is advancing the world of freight audit and payment to make the entire logistics ecosystem more efficient and effective. In addition to providing best-in-class FA&P, we give customers the data-driven business intelligence and predictive analytics they need to identify new opportunities for network optimization and cost reduction.



## Trax Puts Data First

Many companies today manage operations and finances on a global level. As a result, their supply chains incorporate so many moving pieces, and generate so much data in so many formats and silos, that it's become nearly impossible to tell if their logistics processes are driving value or wasting resources. Sure, many organizations try traditional attempts at increasing efficiency—but they cannot trust that they're making decisions based on current, complete facts. Consequently, two steps forward often turn into three steps back.

At Trax, we know that all efforts toward optimizing the supply chain—including freight audit & payment—have to start with clean data. That's the only way to derive meaningful, actionable business intelligence. And that's the only way to achieve maximum efficiency, minimum risk, and long-term value.

## Trax Reduces Complexity

Our cloud-based platform is designed to simplify and unify the many facets of both local and global logistics spend management—from proper audit controls and detailed costing, to settlements and operating and financial benchmarking—so you can optimize performance, save money, and better serve your customers.

## Trax Creates Visibility, Insight, and Control

Trax combines deep industry expertise, billions of logistics data points, proven data science techniques, and cloud-based technology to distill logistics and related financial data into clear, trustworthy, and actionable intelligence.

We deliver granular understanding of your logistics agreements, apply proper controls over all your related financial transactions, and enable efficient collaboration, comparative analysis, and effective risk mitigation.

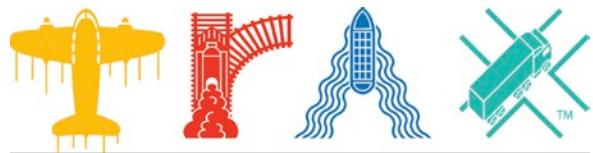
## Discover Trax Today

The comprehensive Trax platform combines software and service solutions for freight audit and payment, cost allocation, settlement, and business intelligence. Our data-first approach takes us far beyond what traditional companies provide, giving customers an easy, cloud-based approach to maximizing efficiency and creating lasting value. Want to see how we can help your business today?

Visit [www.traxtech.com/request-a-demo](http://www.traxtech.com/request-a-demo).

## Trax Technologies

14500 N. Northsight Blvd.  
Ste 113  
Scottsdale, AZ 85260  
480-556-8700  
[www.traxtech.com](http://www.traxtech.com)



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# Tucker Company Worldwide Inc.

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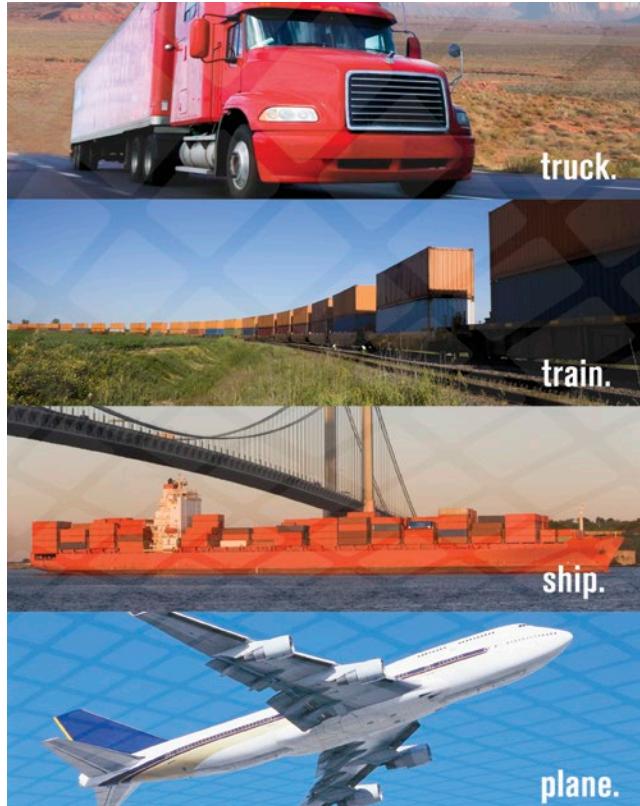
**Jeff Tucker**  
CEO



**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.



**W**e deliver real capacity that you can count on. Tucker Company Worldwide, Inc. is America's oldest privately held freight transportation brokerage, headquartered right outside of Philadelphia. We specialize in managing shipments of high value, high security, climate controlled and otherwise sensitive materials for some of the world's top brands. We are also active in several trade associations and serve on select committees reviewing motor carrier safety for the U.S. Department of Transportation. Tucker has been the first responder supporting the government with trucking of relief supplies for most of the nation's natural and manmade disasters in the last 30 years.

Inbound Logistics Magazine named Tucker a top 100 3PL because of our vested approach to customer support. Our relationship management process is designed to understand your company's strategic direction, then position our team to support your long term needs. At Tucker, we build and maintain long-lasting business relationships, because we see them as partnerships, built on trust and focused on innovation.

Our third generation family owned business intensely focuses on continuous improvement, safety, and respect for our employees. We hire and retain bright people, who excel at streamlining practices and behaviors in supply chains, to better manage cost.

**Tucker Company Worldwide Affiliations**

- TIA
- NITL
- CSCMP
- NDTA
- NCBFAA
- NASSTRAC
- QualifiedCarriers.com

**Tucker Company Worldwide Certifications**

- SmartWay Certified
- ISO 9001:2008 Certified

**Tucker Company Worldwide Awards**

- Leading 3PL of 2016 by Global Trade Magazine
- Top 100 3PL Providers by Inbound Logistics
- Top 20% SmartWay Partner
- 2015 DC Velocity Rainmaker

**Services**

- High Value & High Security Freight
- Pharmaceuticals & Healthcare
- Refinery, Pipeline & Energy Industry Freight
- Chemical (Hazardous & Non-hazardous)
- Over Dimensional Freight
- Delicate Freight
- Truckload & Expedited
- Heavy Haul
- Container & Pier Work
- Towaway and/or Driveway
- Temperature Control, Cold Chain; Ambient; Reefer
- Inbound & Outbound Management
- Manage LTL Programs
- Project Management

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**COMPANY WITH**  
**QUALITY SYSTEM**  
**CERTIFIED BY DNV**



**Tucker Company Worldwide, Inc.**  
800-229-7780  
856-317-9600  
Fax: 856-317-0741  
info@tuckerco.com  
www.tuckerco.com



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# U.S. Bank Freight Payment and Voyager® Fleet Card



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**Jeff Pape**

Senior Vice President  
Head of Product Marketing  
Global Transportation



## We go the distance

No matter what role you play in managing a successful supply chain, you count on reliable partners and visibility into critical data to make informed decisions. Depend on U.S. Bank's strength and experience to provide the payment integrity, efficiency and security only a bank can offer.

## Get the reliability and visibility you need

In today's complex and competitive supply chains, you need streamlined processes, actionable data and reliable partners. As a single-source solution, with decades of direct transportation industry experience, U.S. Bank partners with you to improve efficiencies and manage the financial side of your supply chain.

## U.S. Bank Freight Payment

Make your supply chain more efficient. U.S. Bank Freight Payment provides the visibility you need to remove costs, improve your cash-to-cash cycle and create efficiencies with a freight payment partner you can trust.

- Uncover savings with 100% pre-payment audit.
- Resolve exceptions quickly and reduce errors by collaborating online.

- Gain complete oversight of all funds received and disbursed.

## U.S. Bank Voyager Fleet Card

Fleet managers, like you, constantly strive to reduce costs and provide superior fleet services for your organization. That requires information and tools to enable you to improve business decisions and control expenses. A single solution for cars, light duty trucks and over-the-road rigs, U.S. Bank Voyager Fleet Card can help you and your drivers get where you need to go.

- Pay for fuel and maintenance expenses at more than 230,000 locations nationwide.

- Prevent fraud and misuse with automated controls, reporting and real-time alerts.
- Support fleet policies, budgeting, forecasting and auditing with streamlined data.
- Access customer service 24/7.

## Bank on us

Discover how U.S. Bank Freight Payment and the Voyager Fleet Card can help your team at [usbpayment.com](http://usbpayment.com) or call 866.274.5898 today.

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## U.S. Bank Freight Payment and Voyager® Fleet Card

[usbpayment.com](http://usbpayment.com)  
866.274.5898  
[intouchwithus@usbank.com](mailto:intouchwithus@usbank.com)



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# UltraShipTMS



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**Blog**

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**Nicholas Carretta**  
President

### Company Mission:

To support transportation, logistics, IT and finance departments in their pursuit of ongoing improvements in visibility, efficiency and cost savings through the design, implementation and support of world-class SaaS technology solutions for in- and out-bound logistics, common carrier and private fleet management.



### UltraShipTMS

17-17 Route 208 North  
Fair Lawn, NJ 07410  
800-731-7512  
www.ultrashiptms.com



### Inbound Solution for Transportation Management

What makes the UltraShipTMS platform the best solution for inbound shippers and why are so many retailers – and high volume shippers in other industries too – choosing the Ultra solution for Inbound Logistics?

### Collaborative Transportation Management in the Cloud

UltraShipTMS delivers superior visibility and collaborative functionality to support even the most complex inbound logistics program. With robust, configurable vendor and carrier web portals, UltraShip delivers detailed information to every user type. Vendors, carriers, transportation managers and even buyers can log in anywhere, anytime and see exactly where orders and shipments are, every step of the way. Integration with ERPs and Purchase Order Management Systems, Carrier EDI (Tender, Status Update and Invoice) and

an innovative mobile carrier/driver app mean up to the minute updates on shipping details, stop confirmations, in-transit check calls, manifest details down to the PO level and more. Operate with confidence, delivering visibility and forecasting capability to DC operations and exceptional cost management capacity to transportation departments.

### Optimization for Unlimited Flexibility

LoadFusion rates and optimizes TL, LTL, parcel, intermodal, consolidators and pool point. Handle order consolidation, LTL consolidation, pickup/delivery optimization and other efficiency-boosting planning capabilities for leaner, more responsive supply chains. UltraShip's LoadFusion Optimizer delivers unmatched optimization tools enabling retail shippers to create multiple shipping profiles

and model different plans in a sandbox environment before sending optimized, consolidated shipments to the TMS module complete with system generated manifests.

### Yard Management and Shipping/Receiving Scheduling

Use UltraShipTMS Core module and LoadFusion Optimizer for appointment and dock-door scheduling. Activate the UltraYMS module for integrated yard management tools to wring further efficiencies from your logistics IT solution.

### Freight Audit and Settlement

Manage freight audit and settlement with UltraShip's integrated freight pay solution. Enjoy paperless invoicing (push pay), reconcile accessorial charges and manage claims/OS&D within the TMS platform for seamless financial management and reporting.

### Domain Expertise

Inbound logistics management for retailers is a mission-critical element for success and UltraShipTMS has proven effective at delivering solutions that work for leading retailers.

Call today for a live product demo or visit [www.UltraShipTMS.com](http://www.UltraShipTMS.com) for more information on the award-winning UltraShipTMS solution.



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**Brian Alexander**  
*Executive Vice President*

**Mission Statement:**

A division of Hub Group, Unyson is a recognized leader in providing multi-modal capabilities.

Plus, we guarantee supply chain savings and adapt our services to meet each client's ever increasing needs.



**B**etween fuel and labor costs, moving freight is expensive, not to mention stressful. After all, outsourcing these capabilities means you're entrusting your most valuable commodity to someone else. We understand your concerns and the importance of saving you money.

Unyson is a division of Hub Group Inc. that specializes in elevating supply chain performance by using industry leading practices, experienced professionals and state of the art technology. At Unyson, we move freight via an expansive multi-modal network of trucks, trains and ships. In fact, thanks to 40 years of outstanding service, today we're widely

recognized as one of the best third-party logistics (3PL) providers in the world.

We are dedicated to developing, implementing and operating customized solutions. Our people, processes and technology enable us to deliver tangible savings for our customers. On average, we save customers 12-15% in the initial year and 5-10% each additional year. Check out the savings calculator on our website to see how much we could be saving you.

We differentiate ourselves from our competitors by providing the following:

- Customized solutions
- Multi-modal transportation

management expertise

- Dedicated account teams
- Collaboration with customers in a true strategic relationship
- Proven ability to deliver results
- Procurement processes and tools familiar to the carrier community
- Commitment to Continuous Improvements
- Network analysis and design
- Industry leading technology and reporting
- Access to different divisions within Hub Group with premier status through Unyson



**Unyson**  
1801 Park 270 Drive  
Suite 500  
St. Louis, MO 63146  
Tel: 866-409-9759  
Fax: 314-819-6626

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# UPS Capital



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**Ronald Chang**  
President

Nobody understands transportation and logistics like UPS®. And while you've probably never thought of a UPS company for financing and insurance services, our global supply chain expertise uniquely positions us to help protect companies from risk and allows them to leverage cash in their supply chains. Insurance companies and banks can't say that.



**A**void unnecessary risks with your supply chain, your business and your reputation.

### Protect your goods

Why rely on carrier liability, generic policies or self-insurance when you can get peace of mind through real supply chain insurance protection? Not to mention a hassle-free claims experience.

- Cargo Insurance
- Flexible Parcel Insurance (including multi-carrier coverage)
- UPS Capital Elite™ for High-value Goods: Parcel Pro™
- UPS Capital Elite™ for Vintners
- UPS Proactive Response® Secure

### Improve cash flow

Growing a business can put a huge strain on cash flow. UPS Capital offers financing solutions to help conserve cash and leverage offshore-warehoused or in-transit inventory to help you meet day-to-day business costs and expand to new markets.

- Small Business Financing
- UPS Capital Cargo Finance®
- Global Asset-based Lending

### Reduce risk and get paid faster

To help you reach more buyers with confidence, we offer payment products and services that can reduce your exposure to credit risk, speed up your cash flow, and minimize customs roadblocks.

- Trade Credit Protection Services

- Continuous Customs Bonds
- C.O.D. Payment Options

### Securely accept payments

Customers want the flexibility to pay the way they want to pay. You want to boost sales and build loyalty. Our fast, secure, reliable payment solutions can help you do both.

- UPS Capital® Merchant Services
- Credit Card Fraud Protection
- Alternative Payment Options



**UPS Capital®**

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**UPS Capital**  
35 Glenlake Parkway NE  
Atlanta, GA 30328  
upscapital.com  
1-877-263-8772

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**Mark Hogan**  
CEO



**Our Mission:**

...place safety FIRST.

...pursue perfection.

...achieve excellence.



**Together, let's expedite excellence.**

The best transportation brokers enhance safety and service, provide proactive communications with in-transit visibility, and help reduce supply chain costs. Shippers also rely on their most dependable brokers, such as UTXL, to support their core carrier group during surges and to back-haul their dedicated fleets.

How does a broker affect good service? Most of our customers' shipments have a high consequence of failure – bad, expensive things happen if we don't deliver on time. We cannot fail our customers or their supply chains. Our proven carrier vetting process plays a huge role in achieving our excellent service record. We strive to match, and often exceed our customers' selection standards that they use to select their direct core carriers.

As a result, UTXL utilizes fewer carriers than other large brokers. Even so, our extensive database of contract carriers includes more than 500 carriers that have been licensed and safely operating for over 25 years. These carriers have an average fleet size of 35 trucks and combined assets of over

17,500 trucks. Many can provide drop trailers for loading or unloading.

Can a broker really enhance safety? In our 20-year history, there has never been a single dollar charged to any of UTXL's extensive insurance policies or bonds. For the few cargo claims that have occurred, each one was processed to the complete satisfaction of our shippers.

For one of our long-time customers, we have arranged door-to-door transportation of over 100,000 expedited, high-value truckloads – without a single cargo claim.

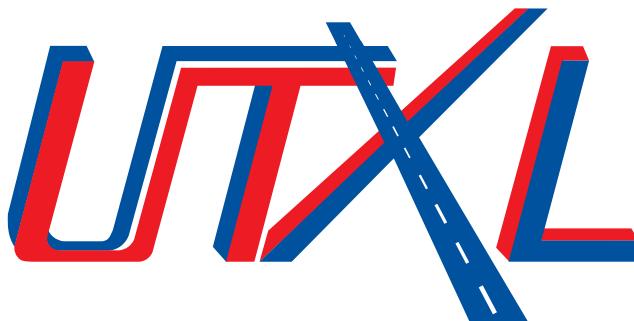
How can a resourceful broker provide responsive and dependable capacity? Small and medium-sized carriers are nimble and typically specialize in niche service lanes to get their drivers home (lower driver turnover) and their trucks maintained (fewer breakdowns).

However, unlike large carriers, niche carriers have little or no sales support or TMS/EDI capabilities and are effectively "invisible" to most shippers.

A good broker efficiently connects this vast "invisible" capacity to the transportation marketplace by performing these necessary customer service activities for many carriers, as a seamless, single point of contact. Our comprehensive systems enforce compliance with all of our processes and send automated alerts if deviations occur. Management is engaged, and accessible around the clock.

For a helpful checklist to rate your existing or future brokers, visit [www.UTXL.com](http://www.UTXL.com).

Please contact me anytime at: [mhogan@UTXL.com](mailto:mhogan@UTXL.com) and together, let's expedite excellence.



**UTXL**

Corporate Office  
10771 NW Ambassador Drive  
Kansas City, MO

Direct Telephone:  
(816) 891-7770  
Toll Free: (800) 351-2821  
[www.UTXL.com](http://www.UTXL.com)

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## Vantix Logistics



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**V**antix is an industry-leading 3PL specializing in the food industry as well as time-sensitive goods that require careful handling and transportation. The combination of our exceptional logistics, technology, carriers, service and resources helps ensure that your shipments arrive at the right time, for the right price, in the right condition.

Vantix is a division of McLane Company, Inc., a supply chain services leader and wholly-owned business unit of Berkshire Hathaway that provides grocery and foodservice supply chain solutions for convenience stores, mass merchants, drug stores and chain restaurants throughout the United States.

As a division of McLane

Company, we have access to one of the largest private fleets and distribution networks in the United States and the

relationships and leverage to ensure you get optimal rates and service on any freight lane.

**Vantix Logistics**  
2085 Midway Road  
Carrollton, TX 75006  
(800) 737-5423 Ext. 2198  
Fax: (972) 364-2339  
[www.vantixlogistics.com](http://www.vantixlogistics.com)



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## Volta Logistics



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**V**olta Logistics is a privately held, St. Paul, MN based logistics company that offers Full Truckload, LTL, Supply Chain Management solutions, and specializes in Over-Weight/Over-Dimensional freight. We focus on the quality of relationship with our customers through innovative technology, employing the best, and personal communication.

Volta utilizes a cradle-to-grave model that promotes accountability, trust, and that close relationship between our people and their customers. You have one contact at Volta that is your one-stop-shop, eliminating the need to bounce around to different departments. The personal connection with our customers eases their stress and supports confidence.

#### **Volta relies on its 5 Pillar philosophy:**

- Value
- Opportunity
- Loyalty
- Trust
- Accountability

#### **Volta Logistics**

2356 University Ave. W.  
Suite 205  
St. Paul, MN 55114  
651-848-2110  
[www.voltalogistics.com](http://www.voltalogistics.com)



Our people incorporate this mentality in everything they do in order to service our relationships for both shippers and our carrier partners. It has given Volta the ability to secure competitive pricing with thousands of carriers throughout the US and Canada, allowing us to service our customer needs wherever they need it. These pillars allow us to rely heavily on utilizing and reloading the same carriers on common lanes in order to decrease issues with shippers

and secure capacity for any influx of shipments.

Volta Logistics has seen massive growth in the past year and doesn't plan to stop. Growth allows us to keep ahead of the technology curve and extends our reach to additional carrier partners, increasing capacity to serve the needs of our customers.

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# Wagner Logistics



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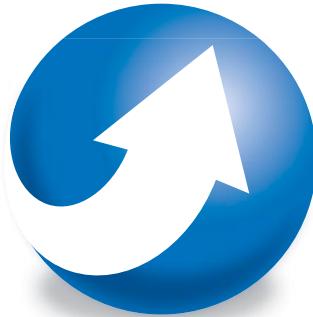


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## The Wagner Way

The Wagner family founded the company on the principle that every customer is a big deal. Seventy years later "The Wagner Way" continues to redefine service through our integrity of actions and genuine customer focus.

Our can-do culture creates a mindset that fosters a distinct competitive advantage for our clients. We want to tackle your most complex supply chain challenges. Whatever it is, whatever it takes. We say, "Bring it."



# WAGNER<sup>SM</sup> LOGISTICS

## Bring it.

### A Year in Review

Wagner added 3 new warehouse operations and moved an existing customer into a larger facility (from 300,000 sq. ft. to 675,000 sq. ft.) in a span of 12 weeks in 2016.

We now operate 15 locations with over 4,500,000 sq. ft. in 10 states.

### Who We Are

Wagner Logistics has been tackling unique supply chain challenges since 1946. A premier 3PL provider offering dedicated warehousing, transportation, packaging and fulfillment services across the United States. Wagner customers enjoy greater speed-to-market at lower cost, at every stage, from manufacture to mass consumption.

Wagner's warehouse and transportation management systems are deployed across multiple customer sites, providing needed visibility. Our IT experts quickly implement the WMS using their award winning IT-in-a-Box™ solution.

We provide customers the freedom to focus on their business core competencies.

### Transportation

Wagner Logistics is small enough to care about your freight and large enough that Fortune 500 companies trust us to deliver throughout North America.

- Dedicated
- Non-Asset
- Management

Our team will take on small projects, thousands of loads, total freight management and 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. Wagner ensures our customers' transportation needs are met strategically and cost-effectively. Put your freight in our hands and relax.

### Warehousing

We can locate it, obtain it and run it if we aren't already there. Wagner remains a nimble logistics provider offering flexible leases and new market entry as customers' needs change. You can focus on your products, grow your business and leave the distribution to us. It's what we do.

### Fulfillment

Our multi-channel fulfillment operations can take on any size project. We pick, pack and ship everything; from individual specialized pieces to multiple truckloads a day going to big-box retailers. Our understanding of quality order fulfillment and retailer routing guides allows you to feel confident.



Honored sixteen  
years in a row

### Wagner Logistics

1201 E. 12th Avenue  
North Kansas City, MO 64116  
www.wagnerlogistics.com

Sales & Marketing  
800-817-1264

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# Werner Enterprises/Werner Global Logistics



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**Derek Leathers**  
President & COO

## Purpose Statement

To deliver world-class supply chain solutions to the global marketplace responsibly and safely while exceeding the expectations of our customers, shareholders and associates.

## The Elite Fleet: Average Is for Other People

Werner Enterprises, Inc. was founded in 1956 and has evolved from a one-truck operation to the full-service premier transportation and logistics company it is today, with coverage throughout North America, Asia, Europe, South America, Africa and Australia.

Werner is among the five largest truckload carriers in the United States. We invest in the best at Werner, providing our professional drivers with more home time, competitive pay and the newest equipment in the industry. Our philosophy, unlike many of our competitors, is to stress quality over quantity, and this principle is evident in every aspect of our company.

In 1998, Werner was the first carrier to receive FMCSA approval to implement electronic logging devices. Werner is committed to conservation and sustainability. Since 2007, Werner has saved more than 170 million gallons of fuel and reduced the company's carbon footprint by more than 1.9 million tons.

Werner also developed the first military apprenticeship program in the industry approved by the Department of Labor and the Department of Veterans Affairs. Werner is a proud supporter of military veterans and veteran spouses, who comprise approximately 20 percent of the company's workforce.

## Beyond the Assets

Werner maintains its global headquarters in Omaha, Nebraska, and maintains



offices in the United States, Canada, Mexico, China and Australia. Werner's comprehensive solutions are supported by leading-edge technology, experienced professionals and an extensive global network.

Werner's diversified portfolio of transportation services includes one-way van, dedicated, cross border Mexico and Canada, expedited, temperature controlled, freight management, brokerage, intermodal, flatbed, ocean and air, and global freight forwarding.

Werner Logistics is a comprehensive Top 20 logistics provider and key component of the company's portfolio of transportation services solutions. Werner

Logistics generates over \$400 million of revenues annually with operations in over 150 countries.

Werner is committed to reinvesting millions in our 5T's initiative: trucks, trailers, talent, terminals and technology. While the average age of trucks in the industry is over five years, Werner's average truck age is 1.7. A newer fleet means less maintenance downtime and more productive miles.

With more than 60 years in business, Werner Enterprises maintains a strong financial condition with low debt. Werner has consistently profitable financial results, a solid financial position and is publicly traded on NASDAQ under the symbol WERN.

## Werner Enterprises

14507 Frontier Rd.  
Omaha, NE 68138  
800.228.2240  
www.werner.com

# WERNER

## G L O B A L

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**Kunihiko Miyoshi**  
President & CEO

At Yusen Logistics, our mission is to contribute to global economic development and earn the trust of our customers, so we can help them maximize their corporate value. Through our long-standing customer relationships, we have a deep understanding of their business, which enables us to provide them with practical logistics services and solutions.



**Y**usen Logistics is an award-winning global logistics provider with 60 years of expertise in freight forwarding and transportation. With more than 20,000 employees and 500 offices worldwide, it provides services to customers across Asia, Europe, North and South America, and Oceania. It is a member of the NYK Group, 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 addressing today's toughest market demands. Leveraging its global network and industry expertise, Yusen Logistics' supply chain professionals collaborate with customers to optimize cargo transportation processes that lead to measurable cost savings and efficiencies. Yusen Logistics provides 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 scope. The industries served include automotive, aerospace, retail, healthcare, technology and food logistics. Internationally, Yusen Logistics provides ocean and air freight forwarding, project cargo, customs and origin consolidation services as part of an overall import management program, or as standalone services. Domestically, it provides multiple inland transportation options, including intermodal, full and less-than-truck load services, and specialized services. These are further supported by fulfillment, transload and reverse logistics

solutions, managed under its global warehouse network.

### 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:

- Carbon Disclosure Project (CDP)
- Dow Jones Sustainability Index
- FTSE4Good Index

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.

### Yusen Logistics (Americas) Inc.

300 Lighting Way, 6th Floor  
Secaucus, NJ 07094  
800-414-3895  
solutions@us.yusen-  
logistics.com  
www.yusen-logistics.com



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## Zebra Technologies



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**Anders Gustafsson**  
CEO

### ZEBRA MAKES BUSINESSES AS SMART AND CONNECTED AS THE WORLD WE LIVE IN

Zebra builds tracking technology and solutions that generate actionable information and insight, giving companies unprecedented visibility into their businesses by giving physical things a digital voice. Zebra's extensive portfolio of solutions gives real-time visibility into everything from products and physical assets to people, providing very precise operational data not only about where things are, but what condition they are in.

#### Zebra Technologies Corporation

Corporate & International  
Headquarters  
3 Overlook Point  
Lincolnshire, IL 60069

Phone: 847-634-6700  
Toll-free: 866-230-9494  
www.zebra.com

### Zebra Delivers Visibility... So You Can Deliver Flawlessly

Next week, next day, or next hour—Zebra Technologies allows you to continually advance your T&L processes by maximizing the speed, accuracy and efficiency of each shipment, every step along the way. With visionary locationing, fleet management and delivery solutions, Zebra gives you visibility into the location, health and performance of each asset, package and worker within your supply chain.

But more than sight, Zebra gives you insight with real-time analytics that keep you ahead of today's demand so you know what is coming down the road.

#### Warehouse

Equip your warehouse to meet rising customer expectations and become a dynamic fulfillment machine with Real Time Locationing Solutions for picking, receiving and cross-docking.

- Increase Speed, Accuracy, and Efficiency with a Connected Workforce. From RFID locationing solutions with Android and Windows-based mobile computers to staff communication and voice-directed picking backed by Mobility DNA, Zebra enhances employee engagement, decreases on-boarding time, and increases profitability.

#### Fleet & Delivery

Don't just keep track of your fleet and cargo—optimize the capability, route, proof of delivery and compliance measures of each shipment so you can get every shipment from Point A to Point B fast, filled and violation-free.



- Zebra's purpose-built products and solutions ensure every shipment gets from Point A to Point B fast, filled and violation-free. They also give your fleet the tools to exceed customer expectations at a lower expense with enhanced communication between colleagues and customers, optimized trailer loading and delivery efficiency, proof-of-product delivery and maximum visibility into every step of the delivery process, from floor to door.

#### Yard/Terminal

Increase the operational efficiency and security of your yard by instantly tracking assets and minimizing wait and turnaround times.

- Maximize Cargo and Asset Tracking. Monitor asset

movement with the visibility that allows you to capture inbound trailer and load information at the gate and continue tracking each asset for the duration of its stay with RFID monitoring and Real Time Locationing solutions.

#### Passenger Services

Minimize delays, optimize operations and increase profitability with Zebra's suite of ticketing, field service and baggage handling solutions. By allowing your workforce to stay connected—to the customer, to assets, and to each other—businesses get the real-time insights, tools and visibility that help minimize delays and optimize operations so they exceed passenger expectations with each trip.



# ZEBRA

VISIBILITY THAT'S VISIONARY.

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**Zoro T. Fox**

Mascot Extraordinaire

**You've Got the Jobs.  
We've Got the Tools.**

You know how important logistics are to your business. *So do we.*

Which is why, when you shop online with Zoro, you'll spend *less time worrying about how to get your stuff ... and more time getting stuff done.*

Join the many other small businesses and hard-working folks who trust us to deliver their everyday **maintenance, repair, and operations supplies.** And leave *these* logistics to us.

Our all-in-one service includes:

**Quality Products**

Shop over 1.4 million products (and growing) from **safety and security** equipment to **hand tools** and **cleaning** gear to **office and shipping** supplies and more.

**Great prices**

Get everyday savings on products from over 7,000+ trusted brands. Plus, sign up for Zmail and get other ways to save.

**Fast delivery**

With *free shipping* on orders over \$50 and hassle-free returns.

**Small Business Perks**

Qualified businesses get Net 30 terms to pay on their schedule. With your Zoro account, you can also pay invoices online and re-order your favorite products with just a few clicks.

**Friendly customer service**

When you call us, you'll get a real person.\* Our U.S.-based customer agents are ready to help, with knowledge of our products and your business needs. Se habla español.

\* *During business hours*

Ordering your supplies shouldn't be hard work. You do enough of that already!

**Zoro Tools, Inc.**

909 Asbury Drive  
Buffalo Grove, IL 60089  
855-289-9676  
www.zoro.com

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