

SPECIAL SUPPLEMENT

# LOGISTICS PLANNER Control Co

The 2010 Logistics Planner provides detailed information on the segment leaders that stand ready to help you meet your transportation and logistics challenges.

#### Decision Support Any Way You Want It

PRINT: Profiles start on the next page.

**WEB:** The online profiles at inboundlogistics.com/planner include web and e-mail links – and now video!

**DIGITAL VERSION:** Saveable, searchable, sendable. Download it at inboundlogistics.com/digital.

ONLINE RFP: Use our exclusive Planner RFP at inboundlogistics.com/ rfp to pose a question to the best solutions providers.





# 3PD, Inc.



Karl Meyer Chairman & CEO

#### **Mission Statement:** World-Class Customer Service With Honesty And Integrity



#### Your Last Mile Always Comes First With Us

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

It makes millions of deliveries per year for some of North America's largest retailers and manufacturers via more than 500 locations, 1,700 world-class delivery teams and several industryleading systems and customer service processes.

### Three Paths To Last-Mile Excellence

3PD was one of the first companies to create a nationwide last-mile delivery solution for products such as furniture, appliances, large-scale electronics and building materials. Today, that solution includes three primary offerings:

- Dedicated delivery to nearly any home, business or job site within the United States
- Direct, "first-to-last-mile" delivery to every zip code within the lower 48 U.S. states (including pick-up services from any domestic factory, supplier or distribution center)
- Last-mile visibility and customer service solutions

All of these offerings feature options such as:

- Convenient web portal or EDI order entry
- Advanced or point-ofsale delivery appointment scheduling
- Cross-docking and valueadding warehousing services
- Automated en-route convenience calls to the customer on or before the day of delivery
- Item-level, real-time tracing

- Unpacking, set-up, installation, debris removal and used merchandise removal at the delivery site
- White-glove, furniture deluxing, appliance installation and other valueadding activities
- Customer and retail call center support
- Automatic post-delivery surveys and exceptions management
- Same-day incident resolution
- Robust back office report generation and order tracking

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

#### Award-Winning Last-Mile Success

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



#### 3PD, Inc.

1851 West Oak Parkway Suite 100 Marietta, GA 30062 866-3PD-RUSH (373-7874) Fax: 770-424-4770 sales@3PD.com

# **A&R Logistics**

#### Mission Statement:

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



A&R Logistics doesn't simply get freight from point A to point B. Our goal is to provide manufactures and consignees with complete supply chain solutions.

Founded in 1969, A&R Logistics is an asset-based provider of bulk and van transportation, warehousing, and customized single-source supply chain solutions. After establishing ourselves as a leading provider in the bulk plastic transportation market, A&R has expanded to serve shippers of dry, flowable, and liquid commodities across the country and internationally.

In order to best serve our customers and help solve their transportation issues, A&R is comprised of three distinct, yet integrated divisions to offer a one-stop shop for supply chain needs.

#### **A&R Transport**

- Leader in Bulk Transportation
- Over 30 Terminals across the US
- Fleet of 1250 Dry Bulk Trailers and 850 Drivers
- Best-in-Class Service

### A&R Packaging and Distribution

- 10 Warehouses across the US
- On-site Packaging
- Railcar Transloading

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

- Customized Transportation Solutions
- Technology and Web Driven
- Routing for Truckload, LTL, and Bulk Transportation
- International Services

We want to know your business, and provide the solutions needed to help make your supply chain as efficient and cost-effective as possible.

Visit us at:

www.artransport.com.

#### **A&R Logistics, Inc.**

8440 S. Tabler Rd Morris, IL 60450 800-542-8058 info@artransport.com www.artransport.com





### **Aankhen Inc.**



Subhash Chowdary CEO

Aankhen delivers proven asset tracking and in-transit visibility software solutions and services. Using GPS & RFID technologies, Aankhen enables enterprises and defense logistics to secure, see, monitor, command and control their supply chains in real time. Fact based intelligence (FBI) provides advance notification of exceptions to manage and mitigate risk by Customs, Border Security and supply chain personnel.



www.aankhen.com



### What you cannot see can cost you

Aankhen addresses the growing demand for asset tracking and in-transit visibility to inter modal flow of goods across global supply chains and defense logistics. Using GPS & RFID technologies Aankhen delivers a new source of accurate, automated data capture eliminating information lag and 'versions of truth' to provide you fact based visibility and intelligence to mitigate supply chain risks.

3PLs, Enterprise shippers, Defense Logistics, Customs & Border Patrol use the platform globally to securely track, monitor, reduce lead times and proactively respond to exceptions to mitigate and manage risk.

### Aankhen's on-demand technology:

- Requires no software installation
- Is easy to use
- Reduces costs significantly

### Aankhen's visibility platform allows you to:

- See where your shipments are on a map
- Reduce lead times and inventory
- Subscribe to alerts:
  - Security
    - Door openTamper

#### Environmental

Temperature

- Humidity
- Shock

#### **Process**

- Depart
- Arrive
- Milestones

The ability to see where your stuff is, anytime from anywhere, creates new opportunities and ability to make your supply chains *better*, *faster* and *smarter*.

Seeing is believing. Contact Aankhen (info@aankhen.com) to see and experience the benefits for yourself. You have nothing to lose except savings.

Aankhen Inc.

# logistics

# LOGISTICS PLANNER

# **Access America Transport**

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

#### Capabilities:

- Supply chain analysis
- Rate negotiation
- Carrier procurement & compliance
- Reverse logistics
- Freight bill audit & payment
- Consolidated invoicing
- Shipment tracking
- Customizable technology
- Innovative solutions
- Private fleet continuous movement initiative

#### Industries:

- Aerospace
- Automotive
- Chemical
- Construction
- Electronics
- Energy
- Food & Beverage
- Government
- Manufacturing
- Retail
- Telecommunications

ccess America is a full service transportation company with locations across the United States. Our high quality of service has made Access America one of the fastest growing transportation providers in North America. Access America's supply chain management services include: truckload, less-thantruckload, intermodal, expedite, and specialized service to all points within the US, Canada, and Mexico.

Our transportation capabilities are comprehensive at Access America Transport. We can transport a single load, perform pool distribution/ consolidation, provide over-the-road contractual services or manage the entire transportation function. Our online transportation management system (TMS) allows each user as much or as little control as they would like over their freight. Our technology is customizable and interfaces easily with all systems.

#### **Diverse Carrier Network**

Access America works to differentiate itself from the

competition. We currently partner with over 17,000 reputable North American carriers. These carriers are continually monitored for safety, compliance, insurance, and performance. Access America Transport works closely with various common and contract carriers to identify the best fit for every account. In addition, we have developed one of the largest databases of private fleet carriers in North America. These carriers have given Access America a distinct advantage when it comes to freight cost and service.

#### **Heavy Haul & Specialized**

In addition to dry van, flatbed, and temperature controlled shipping, Access America is a leader in handling over-dimensional shipments. We are one of the largest shippers of machinery by truck and rail in North America. We handle all turn-key operations including: permitting, route surveys, rigging, rail clearances, equipment tear-down, truck/ rail pricing, and even specialized train service if necessary. We work with each customer to design a comprehensive

program suitable for their needs. No project is too large or small for the specialized team at Access America.

ISO 9001:2000 Certified

#### **AAT Advantages**

- ISO 9001:2000 Registered
- SmartWay Transport Partnership – EPA
- Southeast's Fastest Growing Companies – GA State University
- Hot 100 Fastest Growing Companies in Tennessee
- Top 5 Best Employer List – BusinessTN
- NASTC Award Winner
- TIA Platinum Performance Program
- DOD/GSA/FEMA approved
- Access Green
- Continuous Improvement Initiative
- 24 Hour customer service

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



#### **Access America Transport**

2515 E. 43rd Street, Suite B Chattanooga, TN 37407 1-866-466-1671 sales@accessamerica transport.com www.accessamerica transport.com

# **ADS Logistic Services**



**Bruce Mantz** *Executive Vice President* 

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

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

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



#### ADS Logistic Services (ADS)

23 Mack Drive Edison, NJ 08817 Phone: 732-287-8900 Toll Free: 877-ADS-1330 Fax: 732-248-0064

34 Commerce Drive Gaffney, SC 29340 Phone: 864-902-0540 Fax: 864-487-7768

> sales@adslp.com www.adslp.com



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

#### **Capabilities**

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

- Supply chain management
- Pick and pack

- Crossdock/devanning
- Repacking and value-added services
- Short- and long-term storage
- Real-time inventory visibilityReverse logistics, returns and
- Reverse logistics, returns and exchange management
- Light directed picking
- Software-controlled pick sortation and conveyor equipment
- Radio frequency computer network
- Paperless barcode-driven operations
- Just in time distribution
- Fulfillment
- Full EDI capabilities

#### **Facilities**

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

ADS's Gaffney, S.C., facility,

situated on a 77-acre site, with more than half a million square feet of logistics processing area, offers quick throughput with 44 dock doors and a large-capacity container yard for 350 trailers.

#### **Award-Winning Service**

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



# **AEP River Operations**



**Bob Blocker**Director of Planning and
Business Development

#### Headquarters

- Mark Knoy, President
- Bob Blocker, Director-Planning & Business Development
- Mark Stoppel, Director-Marketing and Logistics
- David Jahnke, General Manager - Bulk Sales
- Mike Brashier, Manager-Utility and Specialty Sales



EP River Operations offers unparalleled service in barge transportation of dry bulk commodities throughout the inland waterways. In 2008, the company moved over 68 million tons of dry bulk material including grain, coal, steel, ores, and project cargo, making AEP River Operations the second-largest inland river barge company in the US.

Our experienced team of salespeople and 24/7 dispatchers provides best-inclass customer service and complete shipping solutions. We have offices in St. Louis, Pittsburgh, New Orleans, Lakin, Paducah, and Mobile. Our shore-side employees along with highly trained crews on our towboats will ensure your objectives are met every step of the way. Our mission is to be the leading supplier of safe, competitively priced marine transportation to our customers.

Our fleet of over 2,900 hopper barges ranks as one of the newest and most dependable in the industry, ensuring your product's quality, and reducing delays caused by older equipment issues like unscheduled maintenance and repairs or product contamination.

Complementing our barge operations is a fleet of more than 60 towboats. A more fuel-efficient transportation solution than rail or truck\*, **AEP River Operations invests** in the environment with its new boats, which offer advanced, environmentally sound electronic engines that reduce fuel consumption by up to 15 percent and cut emissions by almost 40 percent. In addition to our emphasis on environmental sustainability, a steadfast commitment to safety permeates everything we do. AEP River Operations is an industry leader in safety, health and environmental protection.

#### Services

AEP River Operations operates along most of the 11,000 miles of U.S. inland and intracoastal waterways. AEP River Operations' services include:

■ One of the industry's newest and largest fleets of covered and open hopper barges, ensuring your product's quality is maintained.

- A knowledgeable and experienced staff of sales and logistics professionals.
- Twenty-four hour on call boat and barge dispatching teams.
- A pool of over 60 towboats ranging in size from 1,800 hp up to our new 11,000s.
- Assistance in identifying the best combination of stevedores and terminals to meet your cost and quality objectives.
- A state of the art information system that allows real time updates on the status and movement of your products.
- AEP River Operations' website allows you to obtain current information on your products' movements and download information you may need to track the movements in your company's system.
- Customized EDI transactions where cost benefits can be achieved.

\*Source: 2009 Texas Transportation Institute Study "A Modal Comparison of Freight Transportation Effects on the General Public"



Delivering River Transport Solutions

AEP River Operations 16150 Main Circle Drive Suite 400 Chesterfield, MO 63017-4660 636-530-2100 www.AEPRiverOps.com



### **AFN**<sup>®</sup>

#### The Best Way Every Day®

#### **Our Mission**

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



#### Who We Are

AFN<sup>®</sup> is a full service Third Party Logistics Provider. AFN° has been recognized by Inbound Logistics Magazine as a Top 100 3PL Provider for each of the past three years and has received multiple service awards. With a concentration on continuous improvement, AFN<sup>®</sup> makes a strong commitment to innovation and technology. In order to deliver best in class results for our shipping clients, AFN° utilizes The Best Way Every Day Management System<sup>™</sup>, a set of best practices created and developed by AFN°'s executive management team.

#### **Our History**

Mike Nervick and Ryan Daube started AFN° in 2003. The goal of our company was to provide world class service to our Customers, and to provide an opportunity for Carriers looking to develop a true business relationship with a freight brokerage company that would help improve their profitability. To accomplish this goal, we needed to prove to Carriers that we would be a reliable customer for their business and to persuade Carriers that they should take a chance on working with

us as a new brokerage. Over our first few years, both our customer base and our carrier network grew rapidly. We built relationships with our Customers and expanded our base of Carriers each year. AFN°'s growth was primarily a result of servicing vendors in the Food, Beverage and Consumer Product industries. AFN° directly manages business for vendors supplying Wal-Mart\*, Target\*, Sears\*, Best Buy°, Stop& Shop°, CVS°, Publix°, Walgreens®, Loblaws®, and Costco® in addition to many other Grocery and Super Retail businesses.

#### **What Makes Us Different**

AFN<sup>®</sup> is an industry leader when it comes to Customer Service, Cargo Security and Solving Complex Logistics Problems. AFN° has won numerous service awards from our Customers and has been recognized for our On-Time Delivery Percentages and Proactive Retail Chargeback Results. AFN° is an active member of the National Cargo Theft Task Force and chairs its subcommittee on government affairs. We provide tactical and financial support to various law enforcement agencies throughout the United States in order to combat cargo crimes. AFN° continues to pioneer the truckload consolidation movement for our Customers in an effort to reduce costs and carbon emissions. AFN° is also a SmartWay Provider and recently earned a SIF (Shipper Index Factor) of 1.25, the best score given by the EPA, thus demonstrating AFN° sability to successfully grow its business while keeping environmental issues in mind.

If you have a supply chain problem that needs solving, or to learn how we can manage your supply chain more cost-effectively and securely, please contact us at 866-7-MOVE-IT or visit us at www.thebestwayeveryday.com



Advantage Freight Network, LLC

7230 N. Caldwell Niles, IL 60714 Toll Free: 866-766-8348 In Illinois: 847-498-8885 Fax: 847-498-5575 www.thebestwayeveryday.com

# logistics

# LOGISTICS PLANNER

# Alaska Air Cargo



Joseph Sprague Vice President



#### Alaska Air Cargo: Delivering quality for over 75 years

Over its 78-year history, Alaska Airlines has distinguished itself as one of the most respected combination passenger and cargo carriers in the world. Its air cargo division, Alaska Air Cargo, operates the most extensive air cargo operation of any passenger airline on the U.S. West Coast. The cargo fleet includes five 737-400 combination passenger/freight aircraft and one 737-400 allfreight aircraft in addition to its fleet of all-Boeing 737 passenger

Alaska Air Cargo offers unbeatable frequency to more destinations than any other cargo carrier in Alaska and serves more than 75 destinations across North America. Of the 20 communities served in the state of Alaska, only three are connected to a road system. For these remote areas, air service is often the only major form of transportation and the primary

means of receiving many of the basic goods residents need to survive.

With its priority GoldStreak® service providing same- or next-day deliveries of medical supplies, parts and equipment, Alaska Air Cargo provides a critical service throughout our network. In addition, Priority and General Air Freight services are used extensively by freight forwarder customers and other shippers.

Alaska Airlines is always working to enhance its passenger and cargo services. A few years ago, the company modernized and increased the capacity of its cargo fleet and introduced a new shipment management and tracking system, resulting in overall better service for its customers. The airline now also offers service to new destinations such as Atlanta, Houston, Calgary and Honolulu.

Alaska Airlines' dedication to improving service has resulted in various awards over the years. The past two years, the company has been recognized for outstanding service by J.D. Power and Associates. In 2009, it received the "Highest in Customer Satisfaction among Traditional Carriers in North America" in the firm's 2009 North America Airline Satisfaction Study.

Alaska Airlines and Horizon
Air are subsidiaries of Alaska
Air Group. Together the Seattlebased carriers transport more
than 150 million pounds of
cargo annually, including
seafood, mail and freight.
About 30 million pounds
of fresh Alaska seafood are
transported to the Pacific
Northwest and beyond each
year. The airlines serve more
than 90 cities in Alaska, the
continental U.S., Hawaii,
Canada and Mexico.

Alaska Air Cargo 19300 International Blvd. Seattle, WA 98168 Tel: 800-225-2752 Alaska Airlines & Horizon Air Cargo.

# logistics

# LOGISTICS PLANNER

### **Almazo Line**

#### **Mission Statement:**

Almazo Line exceeds the needs of companies engaged in foreign trade through the assurance of complete logistical solutions and timely handling of merchandise.



#### **Almazo Line** Reynosa- Hidalgo

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Col. Medardo Gonzalez
Cd. Reynosa, Tamps.
C.P. 88550
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Victor Almazo
Director
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Reynosa-Pharr
Carretera a matamoros
a puente Internacional
Reynosa-Pharr S/N local 3.
Col. Agentes Aduanales
Cd. Reynosa, Tamps.
C.P. 88700
Tel. (899) 921-19-90
(899) 921-19-54

Fax: (899) 921-19-53

McAllen, Texas MSM Logistics Inc. Military Highway. No. 4403 Suite 100 McAllen, TX 78503 Tel. (956) 843-28-44 Fax: (956) 843-92-80 www.almazoline.com



C lobalization has changed the way business operates around the world, and Mexico is no exception. Each year, more and more multi-national companies invest in Mexico; in addition to those already doing business in Mexico.

Global business leaders are demanding and Almazo Line has recognized these demands by growing from a customs broker into an integrated logistics provider offering companies needed expertise and logistics professionalism in U.S./Mexico trade.

Almazo Line has the operational, cultural, and strategic experience to satisfy

all the requirements of even the most demanding logistics challenges in Mexico/U.S. trade.

Services include:

- Distribution
- Logistics
- Logistics Consulting
- Full Service Customs Brokers
- Southern Border, Immex Program Assistance
- Mexico & U.S. Customs Compliance Services

- NAFTA Expertise
- Alliances with many U.S. Customs Brokers

Almazo Line's offices are strategically located in all principal Mexican cities to make it easy for customers to operate throughout Mexico optimizing our Philosophy: One Company, One Solution. This, in turn, also saves customers valuable time and money.





### **Ameren**

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



**Michael S. Kearney** *Manager, Economic Development* 

#### Mission:

Whether in Illinois or Missouri, we offer a comprehensive approach to facilitating your business location needs. Ameren's Economic Development Team brings decades of experience in economic development, engineering, operations, urban/rural planning and site development. Our goal is to assist you throughout the site location process and to help power your company's business growth.



#### **Ameren**

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



# Opportunity in a Changing Economy

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

The region offers access to a market population of nearly 78 million persons with above-average incomes within a day's transport and unsurpassed infrastructure including access to all seven US/Canadian Class 1 railroads and proximity to 17 intermodal terminals. These regional strengths provide competitive advantages to the Wholesale Trade Sector according to an independent

analysis conducted by the site location firm BFPC, LLC and Modalgistics Supply Chain Solutions. The study concluded that selected business costs in the region range from 18% to 27% below the national average costs for Distribution Centers.

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

#### Start Your Site Search Here

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

ability to positively affect the long-term cost competitiveness of your business.

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

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

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

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

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



# **American Public University**

#### Respected. Affordable. Online

#### APU Undergraduate and Graduate Degree Programs include:

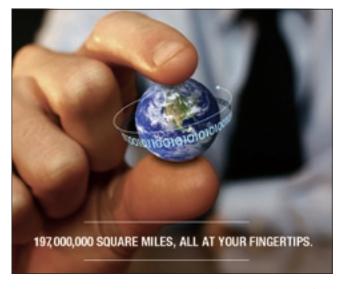
- Transportation & Logistics Management
- Emergency & Disaster Management
- Information Systems Security
- Security Management
- Homeland Security

### APU Certificate Programs include:

- Logistics Management
- Emergency & Disaster Management
- Information Security Planning
- Security Management
- Homeland Security

#### **APU Partnerships**

- Global Maritime and Transportation School (GMATS)
- The Logistics Institute



### An inter-disciplinary approach:

Transportation and Logistics Management degrees build knowledge in the fields of transportation, logistics, and supply chain management by providing students with the principles of management, economics, finances, and components of global air, maritime, logistics, and transportation systems.

Transportation and Logistics plays critical roles in Emergency and Disaster Management as well as Homeland Security. Whether stakeholders in transportation move goods on a regular basis from distribution centers to retailer outlets or whether they must react to a disaster which requires emergency shipments of water, transportation professionals must acquire a broad knowledge in their field.

These three fields are critically impacted by Information Systems and Security Management. For today, it is information which moves the world and moves cargo. The value of information is equal in importance, if not

more, than the movement of goods themselves.

# Supply Chain Management Education: A Competitive Edge

The ability to adapt to new advantages and complexities are critically important, and companies are relying more heavily on the strategic thinking of their supply chain management (SCM) leadership. The good news is that the jobs will be more plentiful and lucrative. On the other hand, more will be demanded of these professionals.

### **Education: A Competitive Edge**

APU offers affordable online degree and certificate programs which leverage your experience and strengthen your competitiveness.

Dr. Oliver Hedgepeth,
Program Director for APU's
Transportation and Logistics
Management program
offers some advice for those
looking to advance a career
or build expertise in this
field. "Pursuing a degree at the
Bachelor's or Master's level is

essential to anyone looking to advance in the industry. Tomorrow's leaders in this field will have the ability to impact their company's bottom line by finding intelligent ways for SCM to drive a company's ability to compete successfully in the global market. Our faculty offers their real world experiences and proven academic credentials in air, surface and maritime transportation, hazardous materials, international trade, and other vital areas to succeed in a global career path."

APU's partners such as the Global Maritime and Transportation School, along with the Logistics Institute, provide outlets for gaining professional certification in specific industry segments.

#### **About APU**

Join the rapidly growing online learning world which accommodates the busy professional. At APU you'll join more than 50,000 fellow students who balance work and family responsibilities while studying online. Our students pursue a myriad of traditional and specialty online programs. Tour the university by registering for our virtual open house events at www.apus.edu/news-events/open-house.htm.

#### Why APU?

APU offers respected, online degrees at an affordable tuition. With monthly course starts and no specific login times, you can manage class work with your other obligations. APU offers a book grant to cover book costs for all degree-seeking undergraduate students to help manage educational expenses.

APU is a member of the regionally accredited American Public University System.



#### **American Public University**

111 West Congress Street Charles Town, WV 25414 Admissions: 1-877-777-9081 www.apu.apus.edu



### **Americold**

#### Americold Overview – At a Glance:

- Cubic Feet of Multi-Temp Capacity: 570 Million
- North American Facilities: 103
- TOTAL Pounds of Product Handled Annually: 60 Billion
- Accounts: 2,500
- Annual Truckloads Managed: 160,000
- Pounds of Freight Managed in Transportation: 4.8 Billion
- Employees: 6,000



andling over 60 billion pounds of product annually, Americold is the largest provider of temperature-controlled food distribution services in the country. We are a single source for all of your supply chain needs, offering an array of innovative solutions designed to drive down costs, lower inventory investment, and gain efficiency.

### e Parkway South uite 800 Temperature-Controlled

Americold manages four types of warehouse

Warehousing

facilities – Consolidation, Public Storage, Production, and Dedicated Distribution – each designed to meet specific supply chain needs.

#### **Transportation Services**

Providing a full range of cost-effective transportation management services, offering unmatched speed, efficiency, and service.

### Multi-Vendor Consolidation

MVC programs provide the manufacturing and

retail communities an opportunity to reduce their inventory investment, improve their own warehouse efficiencies, and reduce overall distribution costs.

#### National LTL Transportation

Americold can optimize time, cost savings, and reliability when you need regular delivery of temperature-controlled LTL shipments.

#### i-3PL™ Technology

We deliver real-time information over the Internet on your orders and inventory in an interactive format.

### Seasonal Product Storage & Distribution

Americold offers holiday/ seasonal opportunities for retailers and their suppliers to improve their bottom lines.

# Dedicated Facility Management

Our team works to ensure product quality and facility safety standards, maximum storage efficiency, and effective energy and material handling fleet management programs throughout our network of customer-specific, dedicated facilities.

#### Supply Chain Optimization

Using industry leading technology, we analyze the entire supply chain – from selecting raw materials suppliers to customer deliveries – to define initiatives with high payback potential.



#### Americold

10 Glenlake Parkway South Suite 800 Atlanta, GA 30328 1-888-484-4877 www.americoldrealty.com

# **Appian Logistics Software**



Mike Kositzky President and CEO

#### **Mission Statement:**

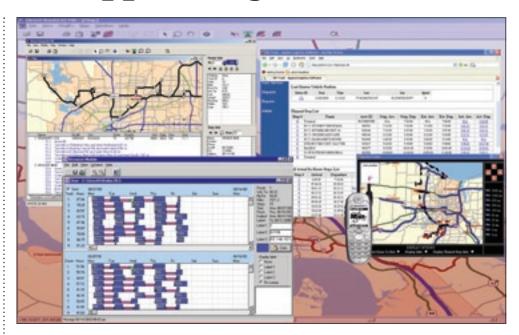
At Appian Logistics
Software our mission is to
create transportation software
that generates quality solutions
to cut costs and improve
customer service. In doing
that we recognize our key
ingredients to success.

- Customer Service
- User-Friendly Interface
- Affordability
- Fast ROI

Founded in 1987, Appian Logistics Software has over 20 years of experience and expertise in implementing solutions with companies looking to streamline operations and reduce costs. Appian is acknowledged as an industry leader in providing solutions that work for transportation companies and has been recognized as one of the top 100 Logistics and Supply Chain software providers by leading trade publications. Appian's success is driven by consistently reducing client's planning time by 70-90% and reducing route operating costs by 10-25%. To date. Appian has installations at over 800 client sites.

#### Appian Logistics Software

10317 Greenbriar Place Suite 100 Oklahoma City, OK 73159 1-800-893-1250 www.appianlogistics.com



#### **Suite of Solutions**

Appian Logistics Software provides a wide variety of solutions to assist in long-term strategic planning of resources to daily operations. All are easily integrated to your existing software applications.

- **Direct Route**<sup>™</sup> Fleet Routing and Scheduling Optimization Software
- DR Track<sup>™</sup> Dispatching Tool with Web Reporting and GPS Tracking
- Resource Pro<sup>™</sup> Fleet Sizing and Driver Requirement Planning
- Schedule Pro<sup>™</sup> Multiple Week Schedule Optimization Software
- CMP<sup>\*\*</sup> (Continuous Move Planner) Truckload Tour Optimization Software Using Origin-Destination Pairs
- **Territory Pro**<sup>™</sup> Territory Creation and Balancing Optimization Software

#### 3PL Design Tools

**Direct Route**<sup>™</sup> has long been the design tool of

choice for many 3PL logistics organizations both large and small. Ease of use, solution quality, and flexibility help analysts do more work in a smaller amount of time while offering their company a competitive advantage in bid/proposal development. Furthermore, the cost of Direct Route™ makes it affordable to roll out at customer sites once they get the business regardless of the size.

The Resource Pro™ module solves the design problem of determining Driver/Power Unit requirements once the routes have been constructed. By looking at rolling 7 or 8 day DOT cycles, Teams vs. Singles, depot assignment, and special equipment considerations the Resource Pro™ module can help determine the optimal number of Driver and Power units for a given operation.

#### **Daily Operations**

Our load planning/route planning software Direct

Route has been designed from the ground up to take full advantage of today's technology, operating systems, and hardware advancements. Our development team consists of personnel that have devoted years to working with endusers of routing systems before Direct Route was even on the drawing board. Our primary goals while developing Direct Route were to:

- 1. Produce a flexible routing system that will produce superior results in a wide variety of environments.
- **2.** Create a routing system that is easy to learn, use and maintain.

Our customers wholeheartedly agree that we have indeed accomplished these goals.





# **Arizona State University**



**Dr. Glen T. Fogerty**Director, Corporate Learning

#### About the W. P. Carey School of Business

The W. P. Carey School of Business at Arizona State University is one of the largest business schools in the United States. The school is internationally recognized for its leadership in business education and is highly regarded for its renowned faculty and their research productivity. W. P. Carey is headquartered on ASU's Tempe campus, adjacent to Phoenix, Arizona, the fifthlargest city in the U.S.



#### W. P. Carey School of Business

PO Box 873006 Tempe, AZ 85287-3006 480-965-8006 Glen.Fogerty@asu.edu wpcarey.asu.edu/exec



#### A Leader in Supply Chain Management Research and Education

The Supply Chain
Management Department
at the W. P. Carey School of
Business at Arizona State
University is ranked No. 5 in the
nation at the graduate level and
No. 6 at the undergraduate level
by U.S. News & World Report.

The department's mission is to develop professional and academic talent knowledgeable in supply management, logistics, operations and information management. We strive to graduate students who are able to add value through the integrated consideration of these processes and provide the research and leadership needed to advance and evolve the field of supply chain management.

Our faculty members have taught and conducted research throughout the world and have earned their degrees from universities in North America, Europe, Asia and South America. Formal academic arrangements for graduate and executive education exist in France, Spain, Peru, Mexico and China. This assures

that all our SCM programs have a global perspective.

#### Your Supply Chain Education Your Way

The W. P. Carey School of Business offers individuals and companies a variety of ways to increase their supply chain management knowledge and capabilities:

■ MBA with an area of emphasis in Supply Chain Management. The W. P. Carey MBA is ranked among the top 30 programs in the nation by U.S. News & World Report. In addition to a full-time day MBA program, we offer two options with an emphasis in supply chain management for working professionals: an evening MBA program for Phoenix-area residents and an online program that serves students worldwide.

# ■ Online Certificate in Supply Chain Management. A certificate in supply chain management provides you with foundational and advanced

knowledge on how to tackle,

resolve and manage a myriad

of complex problems and issues that confront supply chain managers. Earning your certificate while you work full time allows you to apply the knowledge you gain to your current job.

# ■ Custom Executive Education Programs. The Center for Executive and Professional Development can work with your company to design programs tailored to your organization's needs, with an emphasis on learning that translates into business results.

We have extensive experience in designing customized supply chain programs for several leading companies, including Chevron, BP, Toyota, American Express, Cargill, LG Electronics and General Dynamics. Custom programs can be delivered on the ASU campus or at company locations worldwide, and can employ distance learning technologies to minimize travel time and maximize the learning and networking opportunities for widely dispersed groups.

# **Aspen Logistics Inc.**



Connie Anderson
President

#### **Our Mission**

To be a values-based, serviceoriented business that believes: Our Culture + Relationships = Best in Class Organization

#### **Our Services**

- Multi-Client Warehousing
- Single Client Warehousing
- Transportation Management Solutions
- State-of-the-art Systems and Technology Solutions
- Value-added Service Solutions

#### WBENC

Certified Women's-Owned Business



#### **Our Company**

Aspen has been providing logistics solutions for over 30 years. We provide a competitive advantage through our excellence to execution. Our Best in Class Values ensure a focus on our customers by building relationships that are customer-centric. Our comprehensive solutions allow our customers to concentrate on their core business.

We provide value in optimizing operational efficiencies, network visibility and complete understanding of the retail supply chain.

Aspen establishes
performance metrics that meet
the needs of our customer's
supply chain requirements.
Those metrics are backed
with engineered standards
and processes that ensure

a continuous improvement lifestyle for network success.

Technology is used every step of the way in achieving the best solution for our customers. Our Warehouse Management Systems (WMS) and Transportation Management Systems (TMS) are integrated and provide Realtime visibility and business analysis for our customers. Connectivity to our customers is available and essential for a total comprehensive solution.

#### **Our Values**

- Customers First
- Passionate People
- Team Work

- Continuous Improvement
- Professional Business Approach
- Environment Matters

#### **Our Commitment**

We are passionate about serving and will make a positive impact on our customers' business. Best in Class service is not only our only product – it's our unending commitment.

#### **Aspen Logistics Inc.**

43385 Business Park Drive Temecula, CA 92590 800-741-7360 info@aspenlogistics.com www.aspenlogistics.com





# **Bender Group**

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

We sincerely believe in...

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



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

Bender Group's chief focus has always been to provide flexible warehousing and distribution center solutions along with any related value added activities at a competitive price. We have the physical operations, information systems, customer service and expertise to handle the most complex distribution

requirements. Our warehousing services include Retail Logistics, Food Grade, E-Fulfillment, FTZ Services, and Reverse Logistics.

#### Multi-Client Warehousing

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

#### **Dedicated Warehousing**

Enterprises seeking customized distribution center services will find Bender's dedicated warehouse operations offer powerful solutions under a longer term agreement. Bender Group proactively works to integrate our operation to behave as an extension of our clients' businesses. In a long-term,

dedicated operation, we can accomplish this much more so than in a multi-client facility. During the contract development and negotiation process, we will proactively suggest and seek to incorporate Key Performance Indicators (KPIs) and performance metrics that will drive us to meet critical supply chain objectives. We utilize a comprehensive implementation project plan to ensure a quick and efficient deployment from the start-up through ongoing operations.

#### **Transportation**

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

#### Technology

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

#### **International**

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



#### **Bender Group**

345 Parr Circle Reno, NV 89512 800-621-9402 775-788-8800 775-788-8811 www.bendergroup.com

# Big Dog Group, Inc.



Daniel Kirk CEO



Kirk Lane President

#### **Mission Statement:**

Big Dog Group's mission is to provide a suite of seamless shipping solutions for manufacturers, distributors, and shippers of time-critical products, components and business mail. Big Dog's constant goal is improved service quality through superior routing and delivery management, proprietary web-based technology, cost saving innovation, and personal service.

Big Dog Group, Inc. 1235 North Loop West Suite 500 Houston, TX 77008 Phone: 713-996-8171 Fax: 713-996-7823 klane@bigdoggroup.com www.bigdoggroup.com



t Big Dog Group, we specialize in customized shipping, inventory management and creative logistics solutions. We serve a wide range of clients including mail expediters, retailers, pharmaceutical companies and technology providers, including Fortune 500 companies where specialized services, security and time-critical performance are required.

Our network, experience, knowledge, and technology provide you with innovative problem solving and cost saving results. Manufacturers, distributors and business mailers benefit from tailored solutions for expedited and express shipments, logistics solutions, critical parts banking, and air freight/NFO services.

We have unique expertise in local routing, handling, and packaging for flat mail and irregular parcels, including 5 lbs. and up. We customize routes, pre-configure flat mail, and synchronize shipments for zone-skipping to generate savings and reduce transit time.

Big Dog Group also offers broad experience in retail pool distribution, including sorting centers, shipment reconfiguration and "last mile" delivery. We design and implement customized routing and delivery solutions, with cost savings, continuous visibility, and shorter delivery times.

Big Dog Group is managed by experienced specialists with the right tools to design and coordinate integrated solutions.

- Big Dog Expedited: Multi-market networks that simplify routing and create savings every day.
- **Big Dog Air:**No matter how big, how far, or how fast, we get it there safely and securely.
- Big Dog Logistics:
  A network of hubs and inventory locations insures that the flow of on-time critical deliveries is tracked and reconciled.
- Affiliated Agent Network: Professionals where and when you need them around the world.
- Big Dog Express: Worldwide small package delivery solutions.

### Powered by FrogFire Technologies™:

Our proprietary on-line software solution provides a total view of every shipment and inventory location every step of the way. FrogFire Technologies incorporates rate quote, tracking, and a hot link network to local delivery companies. Interactive dispatching, GPS tracking and location, bar-coded POD, automatic e-mails of status, e-signature, and billing, are incorporated into software programs for ground delivery, WMS, and air cargo - all at your fingertips – all in a secure on-line environment with 24/7 visibility.

Let us show you how a true logistics partnership can work for you. www.bigdoglogistics.com. The premier networked provider of creative logistics solutions.



# logistics

# LOGISTICS PLANNER

# Bilkays Express Co.

#### Mission Statement

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

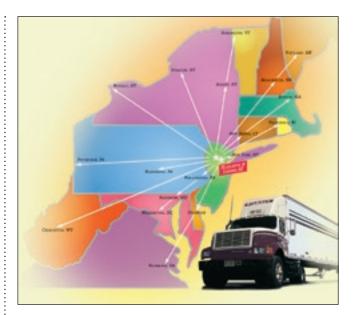






# Bilkays Express Co. Distribution Warehouse & Service Corp.

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



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

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

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

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

The future of distribution, logistics, shipping, and warehousing has already arrived at Bilkays/DWS. Our state-of-the-art computers, as well as in-house programming,

allow us to easily meet all your logistics and data processing requirements.

#### Technology

Our capabilities allow us to

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

#### Warehousing

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

#### **Transportation**

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

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

BILKAYS EXPRESS CO.
DISTRIBUTION WAREHOUSE & SERVICE CORP.



# **BNSF Logistics, LLC**



**Eric Wolfe** Vice President and General Manager

#### **Mission Statement:**

BNSF Logistics is the most valuable link in our clients' supply chain through positioning the right products, at the right place, at the right price, at the right time, in the right condition.

BNSF Logistics is an industry-leading transportation intermediary, committed to providing value to each of our customers through professional acumen, entrepreneurial drive, and individual commitment. We are dedicated to helping our clients develop environmentally and financially sustainable supply chain solutions that reduce environmental impact while improving their bottom line.







NSF Logistics, an indirect wholly owned subsidiary of Burlington Northern Santa Fe Corporation, provides comprehensive services to clients with complex supply chain challenges. We offer efficient, cost effective solutions with unparalleled modal breadth, from parcel to boxcar and international geographic coverage. We pride ourselves on service flexibility and welcome your most difficult transportation challenges. Services are provided within three product lines: Domestic Services, International Services and Consulting Services.

#### **Domestic Services**

Effective supply chain management is critical to the strategic health of every company, and BNSF Logistics ensures that your supply chain operates at peak efficiency. We offer comprehensive supply chain outsourcing services, enabling you to focus on core competencies while our seasoned professionals concentrate on the value chain.

Whether you experience a sudden surge in production, a capacity failure on the part of a primary carrier, or you are searching for a partner to become a primary capacity provider, the right solution is to

rely upon BNSF Logistics.

The BNSF brand exemplifies superior customer service, comprehensive rail network capacity, and broad modal expertise. BNSF Logistics complements that proficiency with exceptional flexibility in solution design and execution, including facilitation of transload site and provider selection, loading configuration, tracking, rail transaction management and consultative services. A single communications point reduces complexity in managing your operation and mode conversion and load configuration capabilities ensure your shipments move cost-effectively.

#### **International Services**

BNSF Logistics handles the intricacies of international import and export freight transportation. Our experienced ocean and air staff facilitates the required transit, secures equipment and compiles proper documentation to safely transport products between your dock and any market in the world, while our customs clearance division ensures the accurate, efficient and economical flow of your goods across international borders. Utilizing a worldwide  $network\ of\ strategic\ alliances$ and partnerships, we balance

your needs with competitively priced transportation solutions.

Our mature industry relationships and expertise in international trade ensure the competent service you expect from your customs broker. An in-depth knowledge of ever-changing governmental regulations is vital to our success. BNSF Logistics simplifies cargo insurance for you, filing your application and issuing required certificates. We are C-TPAT certified and validated, and we are a TSA certified screening facility.

#### **Consulting Services**

BNSF Logistics' consulting services team creates winning supply chain strategies that support your business objectives, using leading optimization and engineering applications to improve your logistics processes and networks. BNSF Logistics focuses on producing supply chain solutions using a mix of highway and rail transportation systems.

BNSF Logistics offers innovative solutions that include services as varied as re-designing a distribution network, moving shipments via rail, executing intermodal and rail-related services and negotiating and executing less than truck-load activity.



#### **BNSF Logistics LLC**

4700 S. Thompson Springdale, AR 72764 Phone: 877-853-4756 sales@bnsflogistics.com www.bnsflogistics.com

# **Branch Warehouse Corporation**



Kevin Mullikin President/CEO

#### Mission Statement: At Branch Warehouse we are willing to work with new ideas. Our Motto: "You do the selling, we do the rest"

We are a dynamic company focused on customers' satisfaction through applied technology and service flexibility. By directing a committed team of sales, technical, customer service, and administrative staff, Branch Warehouse Corp. brings customized fulfillment warehousing/distribution solutions, and quality control/logistics services.

#### **Our Mission:**

- Dedicated to driving the evolution of logistics business model.
- Effectively understands and meets our customers' needs.
- Providing professional fulfillment and logistics services at competitive rates.



#### **Branch Warehouse Corp.**

5600 Norris Road
Bakersfield, CA 93308
P.O. Box 80384
Bakersfield, CA 93380
Phone: 661-399-7391
Fax: 661-399-7392
www.branchwarehouse.com







#### **Corporate History**

Branch Warehouse Corporation, formally Valley Warehousing, a privately held company, was created in 1994 when purchased from Mr. Gene Spinozzi. Branch Warehouse Corporation, a general partnership, was incorporated in 1996. Mr. Kevin Mullikin, President/ CEO, acquired 100 percent of the corporate shares in 1998.

Branch Warehouse Corporation has done business with a vast list of corporate entities over years, including Anheuser Busch, PepsiCo, Miller Brewing Company, Riverwood International, PACTIV Corp., GAF Materials, Wal-Mart, Target, ARCO Products, DuPont and USG Sheetrock, Philips Lighting, Tenneco Packaging, Mobile Chemical, The Hillman Group, Schlumberger, Trelleborg, ELK Corp., TNT Fireworks, and Clorox, increasing sales revenue 325 percent and creating more than 45 new jobs.

#### **Corporate Profile**

Branch Warehouse Corporation is a company experiencing rapid expansion. Our corporate headquarters is located in central California, with 700,000 square feet of covered warehouse space, 20 acres outside space, 20,000 square feet of office space, and 16 docks.

Providing DC operations in the California Central region allows our customers to save time and money while avoiding the high cost of warehousing in Los Angeles, and transportation out of the LA metro area. The cost savings in transportation alone may pay for much of the cost of warehousing. Branch Warehouse Corporation has provided many customers with cost analyses based on their current market trends.

Branch Warehouse Corp. has designed and operated logistics/fulfillment services for over 15 years. Together, our team has more than 100 years of experience in the industry. Areas of expertise include retail distribution, management, warehousing, and supply chain. We pride ourselves in customers' satisfaction, on-time deliveries, and low-cost services. It is our belief that our customers' customer is always of the utmost importance.

Technology has been a key factor in our progress. We are currently upgrading our management/inventory software to keep up with this competitive industry. We currently work with TRAKER SYSTEM, which was specially

designed for our industry.

Branch Warehouse Corporation is strategically located to deliver orders in California, Nevada, Texas, and Arizona, with a 24-48 hour window. We work closely with the International Trade and Transport Center located a few miles from our corporate offices. We also have extensive experience working with the ports of LA, Long Beach, and Sacramento. Branch Warehouse Corporation has all the criteria necessary for success. All the pieces are in place to ensure continued and increasing prosperity and growth.

#### **Operation Management**

**President/CEO:** Kevin Mullikin

General Manager &
Marketing Manager: Diego
Lobaton

Marketing & Sales/ Operations Coordinator: Diane Sanchez

Warehouse Supervisor/ Quality Control: Cynthia O. Ruiz

#### Warehousing Solutions/ Services/Market:

- Public/Contract Warehousing & Distribution
- Sorting & Re-pack & Quality Control/Make Over Service
- Computerized Inventory Services (FIFO LIFO)
- Bar Coding & Scanning Systems
- Palletizing & Stretch Wrap/Pallet Re-Configuration/ Pallet Inversion
- Logistics Strategic Planning
- Cross-Docking/Over Axle Weight & Shift Loads
- Fulfillment Projects/ Lumper & Assembling Services
- Lease/Office Space/Rail Access

# **Bulk Connection, Inc.**

#### **Statement of Values:**

In order to achieve our objectives, we must adhere to the following corporate values:

- To provide our customer with a transportation partner that is a leader in setting, and maintaining, the highest standards in the industry.
- To recognize that our people are our greatest asset, and to provide them with the tools and training needed to succeed.
- To inspire, and encourage, our staff to be creative, and resourceful in dealing with difficult situations.
- To foster a work environment that is based on equal opportunity, support, and respect, and to reward those, who through exceptional effort, and attitude, contribute to the success of our customers, and their own company.





on-asset based third party? We don't think so! At Bulk Connection Inc., our only asset is the one our customers rarely see, our people. We have no tractors, no trailers, no drivers, and most importantly, no lack of objectivity. When a BCI client's freight is moved, it is with the best piece of equipment, from the most expeditious location, at the best possible price.

Our staff is motivated to be the best in the industry, and takes immense pride in a job well done. They are committed to making sure your shipments are picked up and delivered on time, safely, and as ordered. BCI is comprised of transportation professionals, each an expert in their field at moving your freight better than anyone else. You have access to our greatest asset 24 hours a day, 7 days a week. For nationwide service, contact one of our specialists on the division that fits your needs (Liquid/ Dry Bulk, Full Truckload, or LTL) at 1-800-543-2855.

Simply put, whether you need an emergency shipment moved, or a more extensive transportation alliance, we'll put our assets up against a fleet of trucks anytime!

#### LOCATIONS

- MYSTIC, CT
- CHICAGO, IL
- CHARLOTTE, NC

Servicing Canada, United States and Mexico

#### **Bulk Connection Inc.**

15 Allen Street Mystic, CT 06355 1-(800) 543-2855 Fax (860) 572-1610 www.bulkconnection.com



# C.H. Robinson Worldwide, Inc.



**John Wiehoff** CEO and Chairman of the Board

### C.H. Robinson Worldwide, Inc. Offers:

- Global freight services (truck, rail, ocean, and air), outsource solutions, fresh produce sourcing, and information services
- Access to one of the largest networks of logistics options in the world
- A global network of more than 235 offices
- More than 7,300 dedicated employees worldwide
- Unbeatable service and execution
- Robust technology systems for supply chain visibility, tracking, and reporting
- An unparalleled range of customer experiences across many industries



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

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



#### **About Us**

C.H. Robinson Worldwide, Inc., founded in 1905, is one of the largest third party logistics (3PL) companies in the world. We develop supply chain plans, provide door-to-door transportation solutions, and execute these solutions to meet the needs of our customers.

### Largest Network of Logistics Options

As a global provider of freight services (truck, rail, ocean, and air), outsource solutions, fresh produce sourcing, and information services, we operate through a network of over 235 offices in North America, Europe, Asia, South America, Australia, and the Middle East. To meet our customers' freight needs, we provide access to over 50,000 transportation providers worldwide, including contract

motor carriers, railroads, air freight carriers, and ocean carriers.

#### **Unbeatable Execution**

With the service and dedication of over 7,300 employees, our performance-driven culture, and our proven track record of success, we've built a strong reputation of service excellence and seamless execution.

#### Flexible Business Model

Our non-asset based business model allows us to offer the most flexible transportation and logistics options in the industry. We collaborate closely with our customers to develop custom supply chain plans that meet their goals.

#### **Diverse Customer Base**

Our services extend to more than 32,000 customers globally,

ranging from Fortune 500 companies to small businesses in a variety of industries. We combine the best practices of all those customers and industries and apply them directly to your business.

#### **Industry Leadership**

The ongoing challenges of the transportation industry inspire us to search for innovative ideas that challenge limits and extend Beyond Brokerage<sup>SM</sup>. Our customers and contract carriers are the beneficiaries of our forward-thinking approach because we are not content to simply meet their expectations – we are committed to exceeding them every single day.

For more information, visit our website, www.chrobinson.com



# California State University, Long Beach

**Center for International Trade and Transportation (CITT)** 



Marianne Venieris
Executive Director-CITT

#### **Mission Statement:**

CITT is a collaborative forum dedicated to the development, distillation and broad dissemination of objective information about the goods movement industry.

This is accomplished through the development and the delivery of targeted education, innovative research, and outreach programs, serving the mission of the university and the needs of industry and the community.



#### Center for International Trade and Transportation California State University, Long Beach 1000 Studebaker Road, Ste. 3

562-985-2872 Fax: 562-985-2973 mvenieris@ccpe.csulb.edu www.ccpe.csulb.edu/citt

Long Beach, CA 90815



he Center for International Trade and Transportation (CITT) is a multi-disciplinary center for multimodal transportation studies at California State University, Long Beach. The Center supports integrated logistics research, education, training, policy analysis, and community outreach. CITT is also a partner with the University of Southern California in the METRANS Transportation Center (www. metrans.org), designated by United States Department of Transportation (US DOT) as a University Transportation Center (UTC).

CITT provides an ongoing and neutral forum where all parties in the logistics industry and its community stakeholders can come together to present alternative solutions to complex trade problems. This forum provides an opportunity to build consensus around those solutions; and share expertise and resources. CITT is also a catalyst for sustainable growth and competitiveness

through innovative training and education programs.

CITT fulfills its mission through education and training, research and outreach, including:

# Professional Development Programs:

The Global Logistics
Specialist (GLS) Professional
Designation Program is CITT's
flagship program and sets
the professional development
standard for the international
trade and logistics industry. It
is offered at the CSULB campus
and in an innovative online
format.

The Marine Terminal Operator Professional (MTOP) program addresses all aspects of terminal operation, including vessel, yard, gate, rail and maintenance and repair (M&R) for both container and break bulk terminals, as well as cruise terminals.

#### **Executive Seminars:**

■ Understanding Goods Movement and the Supply Chain: A Workshop for Policymakers is a half-day seminar for city council members and other elected officials, city managers, and planning commissioners who are in a position to make decisions about issues tied to the movement of freight and its impact on quality of life in local communities.

■ Goods Movement/
Logistics Seminar for
Planners is a three day
seminar for MPOs designed to
encourage active participation
and interaction with industry
experts and leaders.

#### **Graduate Program:**

■ The Master of Arts in Global Logistics (MAGL) combines analytical business skills with a strong emphasis on logistics in a global setting. Targeted toward those with some experience in the industry, the MAGL program offers a strong foundation in supplier relations, purchasing negotiations, warehousing, electronic commerce, transportation and inventory management among others. The degree requires the completion of 30 units.

#### Outreach:

- Annual CITT State of the Trade and Transportation Industry Town Halls
- Conferences on Urban Freight issues
- Industry Stakeholder Workshops
- White Papers
- Videos
- Podcasts



### **Cardinal Logistics Management Corporation**



Vincent P. McLoughlin Chairman of the Board

#### **Mission Statement:**

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



### Cardinal Logistics Management Corp.

5333 Davidson Highway Concord, NC 28027 www.cardlog.com

Skip Stritzinger, Sr. VP Sales Office: 401-295-0806 sstritzinger@cardlog.com







#### **Cardinal's Vision**

For more than two decades, Cardinal Logistics Management has built a solid reputation based on the promise of a single phrase... experience counts most. As many companies work to meet ever-changing supply chain demands, Cardinal works that much harder to find expedient, cost-effective solutions that meet and exceed our customers' expectations.

How can we make that commitment? By delivering on an unwavering promise to work with the best drivers, treat our employees fairly and work every day to thrill our customers. Our hands-on management team is compromised of some of the

most respected, hard-working veterans in the industry.

Some might say we are brutally honest, but that honesty has maintained the trust our customers respect and helped propel Cardinal to be one of the fastest growing 3PLs in the business.

#### **Experience Counts Most**

Are you looking for the leading final mile delivery carrier in the business? How about a reliable partner to help you deliver bulky, hard-to-handle, special order merchandise? Or a warehouse partner to help you maintain inventory and shorten cycle times? Look no further than Cardinal Logistics Management.

When it comes to progress and quality at Cardinal, the results speak for themselves. Cardinal is consistently recognized by leading industry publications and organizations as one of the fastest-growing and most successful 3PLs in the business.

How do we do it? By hiring the best drivers, contractors and management team, and working with the best customers.

The team at Cardinal is unparalleled when it comes to helping our customers find the most expedient and cost-effective means to move products along the supply chain. Our long-standing commitment to customize even the most challenging supply chain problems is the hallmark of Cardinal's diverse array of transportation services and we plan for it to continue to be for many years to come.

#### Cardinal's Proven Technology

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

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

# **logistics**

# LOGISTICS PLANNER

# **Carlile Transportation Systems**

**Driving Alaska for 30 Years** 

#### Services:

- 75-foot public scale
- Bulk commodities
- Container freight station
- (US Customs bonded facility)
- Consolidation and distribution
- Covered flatbed loading area
- Hazardous materials
- Heavy haul/lowboy services
- Industrial shrink-wrap
- Project lay-down
- Rail load/off-load
- Third-party logistics
- Warehousing

#### Terminals:

- Alaska
- Texas
- Minnesota
- Washington
- Alberta, Canada



#### **Road Tested**

As Carlile celebrates its 30th anniversary it continues to put its reputation on the road every day, transporting full and partial loads across North America. With six terminals in Alaska and four in Canada and the continental United States, we make it easy to move whatever you have - wherever it is. Our fleet of more than 1,500 vehicles includes refrigerated and standard trailers, lowboys and tankers. We also offer select expedited services for shipments between Alaska and the rest of North America.

#### Locations, Locations, Locations

Whether you're shipping within Alaska or between the state and the rest of North America, Carlile has strategic terminal locations and supply-

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

#### **Heavy Lifting**

Carlile made its mark by hauling some of the heaviest, bulkiest and one-of-a-kind pieces of freight in Alaska's

unforgiving climate. As a result, we have first-class equipment and technologies for heavy-lifting projects as well as specially trained drivers and on-the-ground support personnel. So we can deliver your heavy-haul load on time, on budget and in one piece.

#### **Hazardous Materials**

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



Phone: 253-874-2633 800-323-2296 Fax: 253-874-8615

shubbard@carlile.biz

www.carlile.biz

**Carlile Transportation** 

**Systems** 

**Anchorage Main Terminal** 

1800 East 1st Avenue

Anchorage, AK 99501

Phone: 907-276-7797

800-478-1853

Fax: 907-278-0972

Tacoma Terminal

2301 Taylor Way

Tacoma, WA 98421



# Cass Information Systems, Inc.

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

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

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



### Cass Information Systems, Inc.

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



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

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

#### Solutions

Cass offers solutions in these key areas:

- Freight bill processing and payment
- Freight bill auditing
- Freight accruals
- Freight rating
- General Ledger Accounting
- System design and development
- Electronic billing conversion
- Package level audit and reporting
- Vendor compliance reporting
- Carrier compliance reporting
- Billing procedures
- Business Intelligence
  - Standard Reporting
- · Customer designed reports

- Web-based reporting and analysis
- Carrier services
  - · Freight bill inquiry
  - · Exception analysis

#### **Financial Security**

Cass Information Systems
Inc. is a Missouri-based Bank
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 Statement on Auditing Standards (SAS) 70 Type II 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 information solutions that you can count on today and into the future.



# CenterPoint Intermodal Center-Kansas City

### The Region's Premier Industrial Park Development



Mark C. Long SIOR, CCIM, LEED AP Sr. Vice President- Principal



Tracev R. Mann CCIM, LEED AP Vice President -Sales & Leasing

#### CenterPoint Intermodal **Center-Kansas City**

Contact: Mark Long SIOR, CCIM, LEED AP 816-474-2000 mlong@zimmercos.com

Tracey Mann CCIM, LEED AP 816-474-2000 tmann@zimmercos.com

www.cic-kc.com

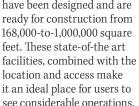


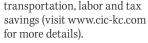


enterPoint Intermodal Center-Kansas City, a 1,340-acre development in Kansas City, Missouri, is the region's premier industrial park development. CIC-KC includes a 1,000-acre Industrial Park located directly adjacent to the fully-operational 340acre Kansas City Southern Intermodal Facility.

With infrastructure already in place - including streets, utilities, fiber, etc. - buildings

have been designed and are ready for construction from 168,000-to-1,000,000 square feet. These state-of-the art location and access make it an ideal place for users to see considerable operations,





CIC-KC is strategically located in the heart of America, within a two-day truck drive of 78 percent of the U.S. population. The park is located in South Kansas City and offers quick and easy access to four intersecting interstates (I-29, I-35, I-70 and I-49 coming soon. The adjacent intermodal center allows users to dramatically reduce transportation costs by virtually eliminating drayage expenses. More savings come from the park's location in a Missouri Enhanced Enterprise Zone and it's designation as a Foreign Trade Zone. All buildings have been designed with energy efficient lighting, abundant truck loading and parking and modern sprinkler systems.

For users importing from Asia, the park provides direct access to the Port of Lazaro Cardenas in Mexico via the Kansas City Southern Railway. The natural deep-water port is becoming one of the largest ports in Western hemisphere and offers a cost-effective alternative to the American West Coast ports.







# **Cheetah Software Systems**



**Stephan Karczag** Vice President Sales & Marketing

Cheetah offers affordable integrated software and hardware solutions for real-time optimized routing, scheduling, loading, delivery and pickup that "connect the dots" between the key areas of your operations. Cheetah offers companies with fleets of any size technology rivaling and even surpassing those used by international carriers for a small fraction of the cost.



#### Cheetah Software Systems

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



### Revolutionizing Speed of Service

Founded in 1987, Cheetah Software Systems, Inc. provides dynamic, intelligent, wireless solutions for automating and optimizing pickup, delivery, dispatch, and customer service. Fully scalable and Web-based, Cheetah solutions increase productivity and profitability for carriers of any size with minimal up-front costs. Cheetah's 3PL, private fleet and LTL customers utilize GPS-enabled phones and PDAs to schedule, route, and track drivers and shipments.

Cheetah streamlines business and home delivery transactions for business leaders such as Macy's, Central Freight, Ward Trucking, JS Logistics, Exel Direct, Frozen Food Express, and hundreds of other firms across North America. Cheetah makes your services faster, more competitive, and more costeffective. For the first time, you can quickly and easily increase productivity, efficiency and customer service - doubling your volume with fewer dispatchers and CSRs.

#### What Cheetah Customers Are Saying

"After only six months or so, Cheetah has already accomplished the 3-5% increase

in productivity and the 5-10% reduction in miles per stop that we hoped to accomplish with the solution. But our return on investment has gone far beyond what we anticipated. Even more important, we've been able to remotely dispatch multiple locations from a single location. We've been able to consolidate management teams and more efficiently manage the business. And, we've been able to provide better customer service by centralizing our customer service function.

"We simply didn't expect Cheetah to allow us to accomplish in two months our long-term plans for consolidation and centralization. Our ability to do so has helped us weather the storm in this incredibly difficult economy." - Mark Stein, Director Operations Services, Central Freight Lines

"My operations department went from 10 dispatchers to five, and I was able to increase my volume from 3,000 deliveries to about 7,000 deliveries per day. By utilizing Cheetah technology, we are able to be a very low cost provider and still make our margin." – John Cochran, President of JS Logistics

### Cheetah Real Time Logistics Solutions

Cheetah Delivery. The Cheetah Delivery dynamic routing, delivery, and dispatch system enables private fleet and 3PL firms to reduce operational costs by greatly increasing the efficiency of route planners, dispatchers and CSRs. Cheetah Delivery is the easy-to-deploy and affordable system for any size home or commercial delivery company.

Discover for yourself why America's best performing fleets use Cheetah to transform their operations, in no time.

Cheetah Freight. Cheetah Freight increases margins by simultaneously delivering dynamic, optimized routing, delivery, dispatch, and tracking information to Less-Than-Truckload (LTL) companies. The system is affordable, easy to implement and learn, and runs on your existing Windows computers. Cheetah Freight eliminates inefficiency and increases your speed and control of deliveries and pickups. Leverage the technology that helps you compete with international carriers for a fraction of the cost.

Cheetah Software Systems, Inc. Revolutionizing Speed of Service

# logistics

# LOGISTICS PLANNER

# ChemLogix LLC

J. Stephen Hamilton President & CEO

#### Mission Statement

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

#### **Tailored Solutions**

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

- On Demand TMS Technology
- Freight Management Outsource
- Freight Benchmarks & Procurement
- Freight Audit & Payment
- Rail Fleet Management
- International Freight Management
- Intermodal Freight Service
- Supply Chain Consulting
- Network Optimization







#### Delivering Sustainable Value

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

### Chemical Industry Expertise

ChemLogix has deep roots in the chemical logistics industry that extend back to its affiliation with GATX Corporation and the former Chemical Leaman Tank Lines. Since becoming an independent entity in 2001, ChemLogix' staff has grown to more than forty dedicated employees with offices in Blue Bell, PA, Naperville, IL and Houston, TX, the heart of the chemical market.

ChemLogix operates under a proprietary business model called C|3PLUS, a unique philosophy that combines the technological and financial efficiencies of outsourcing with personalized strategic insights and industry leading best practices. This business model allows ChemLogix to provide both "point" and "end-to-end" logistics services beyond those of many average 3PL or logistics solution providers.

#### High Tech and High Touch

Because technology is critical to monitoring and expediting supply chain movement, ChemLogix employs state-of-the-art systems to optimize transportation processes and deliver world class

performance. In addition, the company's robust webenabled transportation management system provides clients with real-time visibility into shipment status and information anywhere in the world.

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

#### ChemLogix, LLC

Abington Hall, Suite 300 1777 Sentry Parkway West Blue Bell, PA 19422 215-461-3805 information@chemlogix.com www.chemlogix.com



# COGISTICS, Inc.



John Oberhofer Executive Vice President

#### Mission:

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

To optimize supply chain management by transforming data into knowledge, thus achieving economic value through strategic decisionmaking.





#### COGISTICS, Inc. 2525 Drane Field Road Suite 25 Lakeland, FL 33811

Lakeland, FL 33811 Phone: 863-647-9389 info@cogistics.com www.cogistics.com



our success depends on an integrated logistics supply chain. Your ability to manage costs is crucial. Timely and accurate information is a must. COGISTICS can supply you with rapid flexibility, crucial data analysis, and real-time assessment to assist you in your management objectives.

### Pay: Payment and Audit System

At COGISTICS, data collection is a priority. There can never be too much information with regards to your shipping/supply chain. With critical analysis of this information, COGISTICS will significantly reduce your transportation spend.

- Audited savings
- Complete audit of rates, class, commodity classification, ancillary charges, etc., etc.
- International audit transportation, duty and classifications
- Small package level detail audit
- Audit use of authorized carriers and route violate unauthorized carriers
- Complete data warehouse which yields unlimited custom reports
- Online custom reporting

 Pay in multiple currencies (US Dollars, Mexican Pesos, Canadian Dollars, and Euros)

#### Plan: Supply Chain Management

COGISTICS utilizes the industry's leading logistical software tools to assist you in reengineering and better controlling your inbound transportation flow.

- Decrease inbound transportation costs
- Increase line-haul equipment utilization
- Lower on-hand/in-transit inventory
- Improved transportation efficiencies
- Improved metrics for tracking supplier compliance
- 24/7 event management
- Full internet visibility
- NAFTA certification compliance management
- C-TPAT (Customs Trade Partnership Against Terrorism) certification compliance management

#### Focus: Urgent-1 High Visibility Shipping

COGISTICS Urgent-1 results in successful expedites, higher visibility, increased service, and reduced costs. All of this, plus you will receive back your most important commodity – TIME.

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

### **COGISTICS Transportation**

All success comes from sound planning and COGISTICS Transportation is the perfect solution. COGISTICS offers a full range of transportation services.





### **Colliers International**

#### Mission Statement:

We have a deep understanding of the real estate demands of today's goods movement industry.

Colliers Multimodal Services Group connects Colliers brokers worldwide to the global supply chain and transportation community. We offer our clients direct access to some of the most valuable resources and relationships available in global seaport markets, metropolitan centers, manufacturing regions and key intermodal gateways. We are committed to providing the most complete range of services and expertise possible.

#### **About Colliers:**

- 294 Offices Worldwide
- 61 Countries on 6 Continents
- 30+ "Key" Gateway Markets
- 15,000 Employees
- \$1.9 Billion in Global Revenue
- 1.1 Billion SF Under Management



#### **Colliers International**

USA Headquarters 50 Milk Street, 20th Floor Boston, MA 02109 617-722-0221 cmsgsc@colliers.com www.colliers.com/cmsg



olliers Multimodal
Services Group advises
domestic and international
clients on the expanding
relationship between goods
movement and real estate,
and resolves the complexity of
issues faced by today's supply
chain customer.

Explosive growth in all areas of goods movement has created a need for expanded infrastructure at air, rail and seaport locations throughout the world. New air and seaport infrastructure, intermodal facilities and inland distribution centers are being developed to satisfy the growing volumes of containerized and bulk cargo traffic. New logistics models are addressing emerging trends in the worldwide distribution of goods and materials. Foreign direct investment and increased trade between nations have expanded the range required to effectively compete, creating a decisive advantage to the global real estate provider.

It is with these challenges in mind that Colliers Multimodal Services Group has assumed its leadership role in setting new standards for the industry, and in delivering upstream value to Colliers clients both at home and abroad. Senior Colliers professionals with extensive experience in supply chain real estate are positioned at nearly every major transportation hub and regional distribution location within North America, and at many of the most important transportation points throughout the world.

Strengthening this internal talent, Colliers Multimodal Services Group has aligned itself with some of the most renowned experts in the field of international law, tax advisory, rail and intermodal operations, terminal design, engineering, governmental relations, and a host of others to offer a single source access point. Building upon the principles of specialization, added service, and a global reach

with local expertise, Colliers Multimodal Services Group brings unmatched value to its clients at all stages of their strategic plan.

Our client-focused, solutions based platform includes the following services:

- Consultancy/Valuation & Advisory
- Tenant Representation
- Corporate Solutions
- Strategic Network Analysis & Transportation Procurement
- Site Selection & Incentive Procurement
- Highest/Best Use Analysis & Market Feasibility
- Investor and/or Developer Attraction
- Negotiation & Landlord Services
- Regional, National & International Project Marketing
- Foreign Trade Zones: Assessment & Activation
- Logistical Analysis: Drayage Cost Comparisons, Reverse Site Selection, Site Utilization and Capacity

# Columbus Region-Columbus Chamber



Ty D. Marsh
President and CEO
Columbus Chamber



**Dan Ricciardi** Executive Director Columbus Region Logistics Council

#### **About Columbus**

A midwest location within a one-day drive or one-hour flight of nearly half the population and manufacturing capacity of the U.S. and Canada. A logistics hub anchored by the Rickenbacker area with more than 35 million square feet of development, CSX and Norfolk Southern Railroads, a cargo airport and foreign trade zone. Home to Ohio's capital, the 15th largest city in the U.S., and one of the fastest growing major metropolitan areas in the Midwest. With the infrastructure you need and space to grow, the Columbus Region is perfectly situated to connect you to the world.

Columbus Region
Columbus Chamber
150 S. Front St., Ste 200
Columbus, Ohio 43215
1-800-950-1321
columbusregion.com/logistics



he Columbus Chamber leads and supports economic growth and development in the Greater Columbus community. The industry-led Columbus Region Logistics Council focuses on the growth of the region's industry capability.

Contact us for:

#### **Site Selection Assistance**

- Available real estate
- Incentives and business tax information
- Key contacts and introductions
- Demographic, wage, and economic data
- Access to workforce training and recruitment resources
- Community tours/site visits
  The Columbus Region is
  your channel to the global
  marketplace. Through truck,
  rail, air and port, the Columbus
  Region logistics infrastructure
  gets your freight where it needs
  to be, when it needs to be there.
  No freight stops here unless
  it's meant to be sold to the 1.7
  million people in our region.
  How do we do it? We combine
  our existing infrastructure
  with the forward-thinking

minds of our industry leaders, nationally recognized research facilities, technology providers and 20 colleges and universities. We find the fastest, most costefficient method to move freight anywhere in the world. Our market access, infrastructure, warehouse space and workforce, keep your goods moving.

#### **Access to Markets**

- Road: Interstates 70 and 71 reach nearly half the population and manufacturing capacity of the U.S. and Canada in one day's drive.
- Rail: CSX and Norfolk Southern railroads
- Air: Rickenbacker International Airport with 12,000 ft. runways; Port

- Columbus International Airport with more than 160 daily departures
- Intermodal: 3 intermodal yards capable of more than 600,000 lifts per year including Norfolk Southern's new facility
- **Port:** access to the Virginia Port through the Heartland Corridor
- **■** Foreign Trade Zones

#### **Real Estate and Land**

■ 35 million square feet of development; more than 210 feet of warehousing and distribution

### Leadership and Problem-Solvers

- Industry leaders and notable companies driving a strategic roadmap
- Research and development through The Ohio State University and Battelle

#### Workforce

- Thriving metropolitan area with 1.7 million people; energetic young professionals from 20 colleges and universities; nationally ranked logistics curriculum
- More than 100,000 jobs; nearly 14% of the region's private sector employment

#### **Cost-Efficiency**

Business-friendly tax policy;
 State commitment to the industry



# logistics

# LOGISTICS PLANNER

# Con-way Inc.



**Doug Stotlar**President & CEO

#### Vision Statement:

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



on-way Inc. (NYSE:CNW) is a \$4.3 billion freight transportation and logistics services company headquartered in San Mateo, Calif. Con-way delivers industry-leading transportation and logistics services through its primary operating companies of Con-way Freight, Con-way Truckload (formerly CFI), and Menlo Worldwide Logistics. These operating units provide high-performance, day-definite less-than-truckload (LTL); full truckload as well as logistics, warehousing and supply chain management services; and trailer manufacturing. Conway and its subsidiaries operate from more than 500 locations across North America and in 20 countries.

#### Con-way Freight

delivers superior less-thantruckload (LTL) performance, comprehensive coverage and service excellence across North America. Con-way Freight's single network of more than 365 operating locations ensures reliable and seamless coverage nationwide. This network, the largest in North America, enables Con-way Freight to provide improved exceptionfree delivery, better on-time service performance and faster transit times to markets

of all sizes. Con-way Freight also extends our customers' reach by providing full-service LTL throughout Canada and cross-border service to and from Mexico. Exceptional, personal customer service at every level is supported by the most experienced people in the business and state-ofthe-art technologies ensure visibility, help customers save time, and provide them with the confidence that their freight will be there - when and where they need it.

Menlo Worldwide Logistics designs and implements logistics solutions that become our customers' greatest competitive advantage in their global supply chains. Menlo helps our customers achieve their business objectives and improve performance while delivering the lowest total cost. Menlo provides consulting to determine optimal network design, and creates value when we carry this theory into practice. Menlo has developed and implemented this plan for some of the top companies around the globe. Coupling our leadership in lean logistics and extensive transportation management resources with the assets of more than 16 million square feet of warehouse space, Menlo

designs, delivers and operates flexible and cost-efficient supply chain management programs for customers, globally and across industries.

Con-way Truckload is one of the industry's largest dry-van truckload carriers, providing exceptional service to our customers throughout the United States, Mexico and Canada. Con-way Truckload's asset-based operations provide consistently superior, on-time performance and industryleading capacity. The company provides full-truckload transportation servicing the shipping needs of retail and manufacturing businesses. As part of Con-way Inc., Con-way Truckload can leverage a broad range of services to deliver integrated solutions that meet customers' complex global shipping needs.

Additionally, Con-way's non-asset-based operation, Con-way Multimodal, provides truckload capacity where and when our customers need it, and delivery performance consistent with the high standards they have come to expect from a Conway company. With a network of more than 15,000 carriers, Con-way Multimodal's options include dry van, intermodal and specialized services for any equipment combination needed throughout North America.

At Con-way Inc., we never settle for less. Delivering quality service and innovative solutions around the world is what we do best. It's our number one priority. As one of the industry's most recognized and trusted brands in freight transportation and supply chain management, we keep our word and deliver what we promise. For more information, visit us at www.con-way.com.

# Conway.

Con-way

Con-way Inc. 2855 Campus Dr. Suite 300 San Mateo, CA 94403 Tel: 650-378-5200 Fax: 650-357-9160 info@con-way.com www.con-way.com



# **Corporate Traffic**

#### Mission Statement:

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











with emerging markets, time-critical needs and fluctuation in supply and demand, flexibility is king.

The supply chain is filled with unexpected kinks that can create tremendous challenges as you move goods to your customers. As an asset-based company, Corporate Traffic can give you the stability, control and flexibility to hurdle any

n the new world of logistics

challenge with ease.

We deliver your goods to its destination safely and more efficiently. Which means more merchandise sold, increased sales margins and additional cash flow for you and your customers.

It's why for ten years straight, we've been recognized as one of Inbound Logistics' Top 100 logistics providers.

Never Settle is our motto.

Because when it's your money, your reputation and your future, you should never settle for anything less than 100%.

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

- Truckload
- Intermodal
- LTL
- Ocean
- Air
- Retail Logistics
- TMS

#### Corporate Traffic, Inc.

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

# COSCO Container Lines Americas, Inc.



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

#### Bigger, Faster Ships

COSCO continues to make major investments in its equipment. New, larger ships have greatly increased COSCO's capabilities. Included is the addition of five 5,250 TEU vessels with expanded refrigerated capacity for 1,000 plugs per vessel. Currently the company owns and operates a fleet of

more than 117 container ships for a total capacity of 256,171 TEU. Capacity on owned and leased containers total nearly 535,000 TEU. Included in this total are 191,687 40-foot containers and 22,862 temperature controlled units. Cargo handling capabilities include 20 ft. and 40 ft. dry containers, refrigerated containers, flat-racks, open tops, high cubes and other specialized equipment.

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

In addition to the improvements in equipment, recent scheduling additions and revisions have resulted in significantly faster transit times for COSCO's customers... as much as 10% faster than

just a year ago. COSCO's 20 Main Line Services connect over 100 ports worldwide to reach more direct ports of call than any other carrier in the world. COSCO's knowledge of China is unmatched by any other carrier. In particular, COSCO offers invaluable expertise of the rail, truck and feeder services. Especially important for shipments that are bound for or being shipped from the nation's interior. Backed by the company's outstanding track record, COSCO remains committed to outstanding service and dynamic, consistent growth. The company's management team in the North American headquarters look forward to a very bright future for both COSCO and their customers.



COSCO Container Lines Americas, Inc. 100 Lighting Way Secaucus, NJ 07094 USA 800-242-7354 201-422-0500 Fax: 201-422-8956

# **Covenant Transportation Group**



David Parker CTG Chairman & CEO

Covenant Transportation Group (CTG) is a stable of specialized, thoroughbred transportation companies with long histories of distinguished performance. These include: Covenant Transport, Star Transportation, Southern Refrigerated Transport, and Solutions. We combine the abilities of these proven winners to offer shippers an array of transportation services, awardwinning service and substantial capacity.

CTG is committed to providing customers with solo and team transit options. Our services provide our customers with the type of capacity solutions and pricing they need in their business (Dedicated, Committed and On-Demand).

We back our commitment to our customers and to the environment by blending diverse offerings, cutting edge technology and well-trained people together to enhance your supply chain performance.







#### Quality and Integrity...Our Covenant since 1986

- Team Transit Among the Industry's Largest Team Fleets
- Solo Transit
- Critical Services for Emergency Loads
- Constant security for high value product
- Government and Defense Certified
- Dedicated Service
- Hazmat Endorsed drivers
- Mexico Service
- EDI Compatible
- Convenient Internet Tracking System

Additionally, when requested or needed, we offer the following value-added services:









#### Specializing in Temp Control and Haz Mat shipments that "Cannot Fail"

- National Top 10 Refrigerated Truckload Carrier Headquartered in Texarkana, AR
- Providing Over 2 Decades Of Excellent Service
- Web-Based Temperature Monitoring
- Haz-Mat Endorsed Drivers
- Premium Service in the 48 states and Canada
- EDI Compatable
- Convenient Internet Tracking System



#### Regional Dry Van Solo Truckload Services

- Providing Premium
   Truckload Service for Over a
   Quarter Century
- Regional Coverage from Terminals Located in the Eastern USA
- On-Time Pick up and Delivery Routinely Exceeding
- Committed to Quality and Excellence
- Professional and Proactive Customer Service
- Dedicated Transportation Services
- Experienced Management Team
- Strong IT Capabilities



#### Leverage Our Preferred Partner Carrier Network

- Added Capacity During Surge Periods – Special Projects
- Provides Specialized Equipment
- Concentrated Density for Problem Lanes
- Seamless Load Tracking
- Full Truckload and LTL Capabilities

#### Harness The Power!

Covenant Transportation Group 800-974-8332 www.ctginfo.com



# **CrossGlobe Group**



B.W. (Bill) Franks
President and
Chief Executive Officer

#### We've made changes

On October 7th, 2009, Lydall Transport became the CrossGlobe Group. The Lydall Transport name has always been synonymous with the highest levels of service and customer satisfaction in the trucking and warehousing industry. Now as we expand our service portfolio and geographic footprint the CrossGlobe brand will provide an expanded service capability, which will go Beyond Distribution and provide fast, efficient, trusted supply chain solutions for our customers.



#### The CrossGlobe Group

11023 Washington Highway Suite 150 Glen Allen, VA 23059 Toll free: 800-365-9186 ext: 394 or 395 Local: 804-550-1993 inquiry@crossglobegroup.com

www.crossglobegroup.com



## Fast, efficient and trusted door-to-door service

- Port Drayage
- Warehousing Services
- Distribution Services
- Transportation Management

#### **Capabilities**

CrossGlobe offers solutions in these key areas:

- 7 operating locations
- Over 1 million square feet of warehousing capacities
- Domestic and Intermodal Truck Services
- Complete import and export services
- WMS system, RF scanning, EDI, Skybitz, TMS
- Transload
- Specialized and rail served facilities
- Inventory management
- Order fulfillment

For over 50 years CrossGlobe (previously Lydall Transport) has provided fast, efficient, trusted transportation services to producers of specialized products that need expert care and handling.

Our dedicated staff has extensive experience with various types of customers and all kind of products, from retail goods to forest products, base metals and other commodities. We offer the latest in onestop shopping. We have our own truck fleet, complete EDI capabilities and RF scanning.

CrossGlobe, in partnership with the VPA and VIT, manages world-class distribution facilities in Newport News Marine Terminal and immediately outside Portsmouth Marine Terminal.

We also operate facilities in Monson, MA and Savannah, GA that provide pulp, paper and other commodity distribution services to customers in the United States and Canada.

CrossGlobe is committed to the safest and highest quality service.

#### Service Excellence: We

provide superior service and safety, while transporting your valuable products throughout the United States and Canada. Our fleet of tractors and trailers are subjected to constant review and inspection to ensure that our vans are the safest and the driest in the industry. Our preventative maintenance programs and mandatory ready-line procedures guarantee that our maintenance engineers see our equipment on a regular basis. Consequently, your products, no matter how sensitive, are always delivered to your customer exactly as they left your warehouse, and on time.

# logistics

# LOGISTICS PLANNER

Tom Crowley, Jr. Chairman, President and CEO

#### Mission & Core Values

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



#### Crowley

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

#### Contacts:

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904-727-2438
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🖥 rowley, founded in 1892, ✓ is a U.S.-owned and operated company, providing diversified transportation and logistics services in domestic and international markets. The company, which had nearly \$2 billion in revenue in 2008, is customer centric and solutions oriented. Personnel and assets across the entire organization are regularly brought together to provide solutions to particular customer challenges. And many of the world's most dynamic corporations, including consumer products companies, retail giants and clothing manufacturers rely on Crowley for powerful solutions to their throughput challenges.

A Crowley hallmark is its longstanding, regularly scheduled container, break-bulk and Ro/Ro liner transportation services between the U.S., Caribbean and Central America. No other carrier has performed as long or as well in these markets. As a third-party logistics provider with an inherent strength in the region, Crowley provides supply chain and transportation management services including; freight

forwarding; ocean, inland, and air transportation; customs house brokerage; cargo insurance and warehousing. From designing a multifaceted supply chain across international borders to transporting a single pallet of freight, Crowley's attention to detail delivers for customers no matter how large or small their needs.

Crowley's U.S. trucking services, which include both full- and less-than-container loads, and network of distribution centers provide a framework for clients to combine and tailor Crowley services as needed while achieving visibility through sophisticated shipment tracking.

Total customer satisfaction is a key performance driver for Crowley. By establishing close business relationships with customers Crowley helps them enhance their operating efficiencies, productivity and profitability. Open, two-way communication and a commitment to continuous process improvement is a must. And with ISO-certification in freight services and solutions development, Crowley meets and

# Crowley

exceeds the highest standards for quality and service.

Crowley deploys over 150 transportation programs designed to help customers be more efficient and informed – with visibility maintained across all facets of the Crowley organization. Crowley brings impeccable expertise, knowledge and experience to meet each customer's IT requirements, delivering:

- Timely response to customer service, bookings and rates
- Cargo tracking through the transportation cycle
- Customer profiling and call history
- Quick access to all documentation
- Imaging- workflow processes and paperless documentation
- Express release of Bill of Lading
- Electronic Data Interchange for customers to exchange data with their own vendors, customers and forwarders, with 24 hour access to updated equipment location information

Logistics customers are able to obtain shipment, or receipt, information via the web from the time cargo is received at a Crowley warehouse, or a bill of lading/airway bill is created. Users can search by status, date, mode of transportation, or even a unique reference number such as a purchase order. The level of detail provided depends on the services being provided by Crowley.

Customers count on Crowley to work with them, not just for them. And when challenges arise, they know Crowley employees are resilient, resourceful and supportive. For your own rewarding experience, please contact Crowley today.

# **CRST International, Inc.**



John Smith
President & CEO

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

When CRST International, Inc. announced the transformation from trucking firm to the Transportation Solution back in 1997, it was a move made with our customers in mind.

More than just our tagline, the Transportation Solution describes the benefit a partnership with CRST International delivers. It begins with one of the broadest scopes of trucking services in the industry. We also offer comprehensive logistics services that help you streamline and more effectively manage your logistics activities to help save you money, save time and simplify your job.

CRST International, Inc.

3930 16th Avenue SW Cedar Rapids, IA 52406 800-736-CRST Fax: 319-390-2649 www.crst.com



canded in 1955, the CRST International family of companies puts more than a half-century of transportation expertise to work on your toughest supply chain challenges. Our senior management team has more than 117 years of combined experience, and you'll find our stability, product knowledge and commitment invaluable in helping your company achieve its transportation goals.

At CRST International, there is no cumbersome chain of command or a group of stockholders to appease. We are a second-generation family business whose primary concern is anticipating and responding to our customers' needs. Unlike public companies whose main focus is earning, our actions are driven by the best interest of our customers and our company.

Our focus on every aspect of product transfer, from long hauls to supply chain logistics,

has allowed our five operating companies to drive the industry.

With more than 1,750 trucks and 3,500 drivers, **CRST Van Expedited** is the nation's largest team carrier. The company provides customers a solution for all truckload shipping needs by offering irregular or scheduled routes in long haul, short haul, air cargo and dedicated fleets with secure, on-time delivery.

CRST Malone is one of the nation's largest flatbed organizations. With more than 1,600 contractors, including flatbeds, specialized trailers and the largest fleet of sidekits in the country, we have the capacity you are looking for.

CRST Dedicated Services provides customers with services ranging from a totally dedicated fleet to a singlesource transportation network. Our services are available in van, solo or teams, to flatbed to bulk containers.

CRST Capacity Solutions provides supplemental truck capacity to the Carrier Group of companies, including CRST Van Expedited, CRST Malone and CRST Dedicated Services, during peak shipping season and where additional truck capacity is needed.

Finally, as a full-service third-party logistics provider, **CRST Logistics** helps its customers manage freight transportation and ensure that their valuable product moves from loading dock to loading dock in the most efficient way possible. CRST Logistics is a non-asset-based company.



## **CSX Intermodal**



James R. Hertwig

President

#### **Mission Statement:**

To be the premier, asset-based Intermodal transportation service and capacity provider in North America, with an unfailing commitment to: safe and precise operations, exceeding customer expectations, ethical business practices and capitalizing on the value of our network



#### CSX Intermodal: How Tomorrow Moves

CSX Intermodal (Intermodal), one of the nation's largest coast-to-coast intermodal transportation providers, offers customers the value of rail combined with the advantages of trucking. Through its network of more than 40 terminals, Intermodal serves all major markets east of the Mississippi and operates nearly 450 scheduled intermodal trains a week. Intermodal transports mainly manufactured consumer goods in containers, providing Intermodal customers with truck-like service in longand medium-haul traffic lanes. CSX has invested in its infrastructure, with commitments for significant improvements over the next three years. These investments have immediate returns to its customers through

reduced transit times and improved safety.

CSXI has modern terminals, efficient gate systems, wireless technology and improved train velocity. CSXI can help customers improve asset utilization through the use of container yards, wireless terminal technology (RF) and chassis pools.

The U.S. Department of Homeland Security issued a list of security protocols and regulations designed to protect U.S. ports, citizens and international commerce from acts of terrorism. The Department of Homeland Security has certified that CSX is compliant with all new measures, making CSXI

compliant with all C-TPAT initiatives. CSX is dedicated to safeguarding your business while traveling on CSX trains and terminals, through the use of technology advancements, security strategies and CSX's commitment to the environment.

CSXI offers customers the most efficient and user-friendly service possible.

In addition to being a highly efficient intermodal service provider, CSXI offers enhanced technical conveniences to customers. With eBusiness tools that put the power into customers' hands, secure, webbased tools, allow them to access the most up-to-date information available.

How tomorrow moves



CSX Intermodal 301 West Bay Street Jacksonville, FL 32202 800-288-8620 www.csxi.com



# **CT** Logistics



Jack H. Miner CEO

#### **Mission Statement:**

The associates of CT Logistics are committed to providing quality demand chain business services and software solutions.

Our foundation of confidence and trust has been earned through professional leadership since 1923.

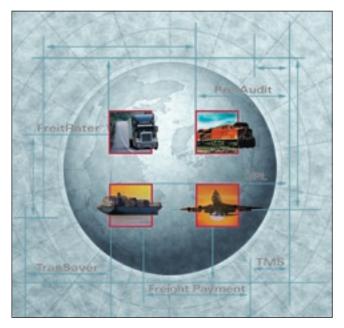
ISO 9001:2008

SAS 70 TYPE II



#### CT Logistics

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



#### Confidence

More than 87 years of experience and a wide, in-depth selection of freight cost allocation and reporting solutions tailored to meet your company's specific needs. We give you the confidence to trust CT Logistics, one of the largest U.S. providers in third-party freight bill audit and payment, along with transportation management consulting services. It is our desire to work with you by managing your transportation data behind the scenes so you can focus on what matters most, that is efficiently and effectively running your supply chain management program.

#### **Trust**

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

#### Leadership

CT Logistics is a leader in the freight bill audit, payment and transportation management consulting industry. With our proprietary transportation software, FreitRater<sup>™</sup>, our specialized freight bill audit, payment and management information services like AuditPay, and TranSaver, our exclusive shipper's program, we take paths least explored to find solutions that will keep your company abreast of shifting business venues and ahead of your competition.

#### Confidence. Trust. Leadership...Traditions since 1923.

They've become part of an important tradition that our customers have relied on for more than 87 years. But just as important is the future the CT Logistics team can help you build. Our services and software are constantly evolving to provide you with the latest, cutting-edge tools and systems that can help trim and manage costs while adding more black to your bottom line.

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



# **CTSI**

### **Your Link to Supply Chain Solutions**



J. Kenneth Hazen
President and CEO

#### **Mission Statement**

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



#### Why CTSI?

At CTSI, we act as a valuable resource to our clients. For over 50 years, we have helped clients manage all key aspects of their supply chain – physical, information, and financial within one global database.

We provide solutions and customized transportation management applications that give clients more control, improved efficiencies and a cost effective process that result in greater savings.

By offering both a complete TMS suite of applications and full service freight audit and payment, CTSI helps to automate manual processes, improve performance levels, and decrease transportation

costs. Also, by going with the same provider for all your needs companies eliminate redundant processes and pay a fraction of the cost, than going with two providers.

#### **CTSI Highlights**

- Global headquarters located in Memphis, Tennessee USA
- Network of over 20 global processing and consulting centers
- 50 year reputation for providing efficiency and savings
- 7,000+ carriers supported in all transportation modes
- Hundreds of quality clients across all industries
- 250+ million annual transactions

- 40+ terabytes of online data storage (500 million shipments)
- Over \$5 billion in annual freight dollars processed

#### Services

- Payment Solutions: By allowing experts to manage your contracts, audit your bills, allocate the charges, make the payments, and report the results, you are assured of paying the correct amount.
- Information Management:
  Having the online tools
  to bring it all together in
  performance reporting,
  graphing, mapping, trending,
  modeling, KPI dashboards,
  and modeling will give you
  the database you need for
  continuous improvement.
- Transportation
  Optimization: The ability
  to manage orders, optimize
  loads, select the best
  carriers, execute, tender
  the shipments, track the
  progress and manage
  claims can reduce your
  transportation costs 10-30%.
- Global Consulting: With the information derived from these technology services, CTSI is able to extend savings by consulting in key areas of client interest including benchmarking, KPI mgmt., global network design, bid preparation and negotiation.



#### CTSI

5100 Poplar Avenue 15th Floor Memphis, TN 38137 USA Phone: 901-766-1500 solutions@ctsi-global.com www.ctsi-global.com

# logistics

# LOGISTICS PLANNER

## Damco



Jeremy T. Haycock
President
Damco North America

In September 2009, Damco, the international freight forwarding arm of AP Moller–Maersk, Maersk Logistics, the global supply chain management division, and Damco Customs Services, the customs brokerage organization, merged to form one company under the name Damco. As a new, combined company Damco is now offering customers solutions for all of their logistics, forwarding, and customs brokerage needs.



Contact:
Mark Byrne, Marketing
Damco North America
mark.byrne@damco.com
www.damco.com





amco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 270 global offices all over the world and a staff of 10,500 highly trained logistics professionals moving an annual volume of more than half a million TEUs of ocean freight, and over 60,000 tons of air freight annually, and over 50 million CBMs (equivalent to 2 million TEU) for our supply chain management customers.

#### **Passion for Customers**

Our greatest successes have always come from working closely with our customers to understand their business and deliver the solutions they need. Whatever we do, this basic facet of our business remains true – we strive to get the best deal for our customers.

## **Dedication to Service Delivery**

Our customers know they can rely on us to deliver consistent high quality solutions. And we do. This can be clearly seen in the fact that we have one of the highest customer retention rates in the industry.

#### **Energized People**

We are passionate about understanding and meeting our customers' needs, both today and in the future. In the industry, our people are known for their can-do attitude and willingness to go the extra mile to find the best and most efficient solution.

## Global presence with a local touch

In every Damco office around the world, we have local people who speak the local language and understand the local communities. In key origin markets, particularly China, we offer market-leading capabilities. And as one of the world's leading operators in emerging markets such as Africa, the Middle East and Latin America, we enable our customers to access new sourcing areas, customers and business opportunities with our established network.

## Damco's Services include

- Ocean freight (Full Container Load and Less than Container Load)
- Air Freight
- Sea Air Service
- Customs House Brokerage
- Supply Chain Management
- Inland Transportation
- Reefer Logistics
- Supply Chain Development
- Cargo Insurance
- International Trade Documents

If you are interested in learning more or contacting us, please visit our website at www.damco.com

# **DGX-Dependable Global Express**



Brad Dechter
President
DGX, DAX, DHX

#### Mission:

The company's mission is to continue to earn a reputation of integrity, service and diversity that is unmatched in our industry, i.e. "The Dependable Difference". In order to achieve these lofty objectives, we must hire and retain only the most qualified and dedicated individuals who share our common vision.

"Our status as a diversified, premier third-party logistics provider is dependent upon our ability to provide only the highest level of service to our customers, maintain a necessary profit margin and to recognize opportunities and react to changing market conditions well ahead of our competition."

— Ron Massman, Chairman, The Dependable Companies







#### DGX-Dependable Global Express, Inc.

888-488-4888, x1162 310-669-8888, x1162 Fax: 310-537-3158 brad.dechter@dhx.com www.dhx.com www.dgxshipping.com



The "Dependable family of transportation services" is comprised of six main business groups serving almost all areas of the logistics industry. Each of the six companies has grown significantly over the past five years and has earned a reputation for leadership and integrity in its respective field.

# Dependable Global Express-DGX

DGX is a very well-respected international ocean freight consolidation and full container load service provider. DGX serves all global ocean destinations through any port, from any point. We provide import and customs brokerage service for USA-destined cargo, with LCL and FCL services from all points in the United States to the world, and all global origins to any point within the continental U.S. Terminals and gateways are located in Long Beach, Oakland, Portland, Seattle, New York, Atlanta, Chicago, and Houston. We have 15 additional offices located throughout the Pacific Rim, Asia and the Pacific Islands.

# DHX-Dependable Hawaiian Express

DHX – Dependable Hawaiian Express is the leading ocean freight company currently serving Hawaii and Guam. DHX – Dependable Hawaiian

Express offers ocean services, both full container loads (FCL) and less-thancontainer loads (LCL) from all four West Coast ports and throughout the continental U.S. to Hawaii and Guam. Using our transcontinental trucking network, we move LCL shipments from any point in the United States, and we offer FCL intermodal services to or from Hawaii and Guam. We also offer an eastbound service from Hawaii and Guam to the continental U.S.

#### Dependable AirCargo Express-DAX

DAX (Dependable AirCargo Express), offers the highest quality of global air freight service available within the air cargo industry. Shipments from 1 lb to 10,000 lbs or more can easily move door to door, or door to airport. Whether oversize, heavy weight, or hazardous materials, we ensure that the integrity of your shipment is maintained throughout carriage.

# Dependable Highway Express-DHE

DHE is our trucking division and the oldest of the Dependable entities. Specializing in all modes of transportation, DHE offers trucking services that include Regional Truckload, National Truckload, Less Than Truckload, and all points harbor drayage. Direct LTL service is available throughout California, Arizona, and Nevada, plus nationwide coverage through our truckload division, with an emphasis on the Midwest and Southeast.

## Dependable Distribution Centers-DDC

DDC currently operates nearly two million square feet of prime, convenient storage space. DDC is strategically located in Los Angeles less than one mile from the 5, 710, 110, 60, and 10 freeways, making truck access easier. With other facilities located in City of Commerce, Ventura, and Oakland, we cover the California coast port areas.

## Dependable Logistic Solutions-DLS

DLS is the continental United States' logistics division of Dependable and offers all related transportation services. Our partnerships throughout the continental U.S. allow for reliable efficient planning and movement of your truckload or LTL shipments. Apart from these, DLS offers world class high-tech project management and access to hundreds of terminals and thousands of tractors and trailers within the continental U.S.



# **DSC Logistics**

**Supply Chain Management and Logistics** 



Ann Drake

Focusing on our six strengths of Leadership, Collaboration, Information, Execution, Flexibility, and Integrity—and fulfilling our mission of using change and information in the supply chain to help our customers achieve their business goals—earned DSC Logistics these awards during the past 12 months:

- Kimberly-Clark Health Care Distribution Center of the Year
- Founding member of Kellogg's Platinum Club
- MeadWestvaco "Diverse Supplier of the Year"
- One of "100 Great Supply Chain Partners" – Supply Chain Brain
- One of "100 Top 3PL Providers" – Inbound Logistics
- One of "70 Top 3PL Providers" – Food Logistics

#### **Sustainability Awards:**

- Green Supply Chain Award – Supply and Demand Chain Executive
- SmartWay<sup>SM</sup> Transport Partner

#### DSC CEO Ann Drake:

- Selected as "Industry Leader of the Year" by Illinois Institute of Technology
- Named one of 14 "Rainmakers" – DC Velocity
- Named one of "Chicago's Who's Who" Crain's Chicago Business

# Why we're fearless about the future...

- Supply chain outsourcing has gained ground as a smart strategy for improving business processes and increasing flexibility.
- 2. Intellectual capital counts.
  Leading companies
  realize that the value of
  logistics and supply chain
  management isn't just
  about doing. More and
  more, it's about thinking,
  learning, collaborating,
  and improving.
- 3. DSC Logistics turns 50 this year!

The field of supply chain management has transformed – and so have we.



Founded in 1960 as a storage company for dry goods...



...DSC evolved over the next several decades to become an operations-based provider of warehousing and transportation.



And then, to keep meeting customers' needs, we kept reinventing our role and our capabilities until we were an integrated provider of supply chain solutions and customer care.



Today, we are a customercentered strategic supply chain partner working with global leaders in a variety of industries, including consumer goods, food, health care, electronics, paper, tobacco, and more.

In partnership with our customers, we design, integrate, manage, and adapt customized supply chain solutions – and we are constantly looking at alternatives, modeling scenarios, collaborating on strategies, engineering improvements, and optimizing networks.

When you think of DSC – think of Dynamic Supply Chain leadership!

Lead Logistics Partner • Third-Party Logistics • Supply Chain Analysis • Network Management Logistics Center Management • Transportation Management • Value-Added Services Business Process Integration • Supply Chain Visibility



DSC Logistics 1750 South Wolf Road Des Plaines, IL 60018 800.372.1960

www. dsclogistics.com

# E\*Fill America, Inc.



Jeff Miller President & CEO



**Ken Kellaway** Founder & Chairman

#### Mission Statement:

E\*Fill America is the standard for Excellence in North America's Warehousing, Distribution, and Fulfillment Services with an Extensive Network of Integrated Facilities, Superior Information Systems, and Exceptional Customer Service



America's Warehouse

E\*Fill America, Inc.
One Kellaway Drive
P.O. Box 750
Randolph, MA 02368
Direct Line: 781-767-6111
Fax: 781-961-1536
www.efillamerica.com



E\*Fill America, Inc. is one of North America's most powerful third party logistics (3PL's) providers of warehousing, distribution, fulfillment, and other warehouse-centric logistics services. Our unique business model combines the value of national Strategic Alliance Partners with the regional expertise and personal care of our Shareholder/Service Providers.

Most of our Service Providers are Shareholders in E\*Fill and as such, have a vested interest in making certain that they execute to each Customer's exact requirements. By utilizing the assets of our Shareholder/Service Providers and our Strategic Alliance Partners, E\*Fill is able to design, implement, and execute a Customer specific end-toend supply chain solution. Our Shareholder/Service Providers are acknowledged leaders in the third party logistics industry and have an average tenure in the third party logistics industry of more than 60 years. Becoming a member of the E\*Fill Team either as a Shareholder/Service Provider or as a Strategic Alliance Partner requires candidates for this status to meet and maintain

rigid standards of excellence as measured by E\*Fill's 1,000 Point Audit. To the E\*Fill Team, continuous improvement is a way of life. We don't just react to potential problems – we anticipate their existence and take corrective action before issues arise. We are very proud of each member of the E\*Fill Team.

E\*Fill was incorporated in December 2002, in Delaware and currently has warehouse operations located in more than 175 U.S. zip codes. These distribution/fulfillment centers contain in aggregate, over 60 million square feet of accessible warehouse capacity. This U.S. capacity is further augmented by those Service Providers we have throughout Canada, Mexico, the EU, and now Asia. We bring to market a philosophy that is totally aligned with our Customers' chief concerns regarding competitive pricing, reliability, service quality, on time performance, cost effectiveness, scalability, and flexibility.

Our key market differentiators are based on the following 5 core drivers:

1 Powerful market position in terms of service capabilities and geographic coverage.

- 2 A non-wavering devotion to achieve each customer's strategic and business objectives through our customer specific, tailored logistics services solutions.
- 3 Tried, tested, and proven expertise in complex, fast-paced, high volume, distribution and value added operations.
- 4 E\*Fill's Xpress|One™ Technology Hub provides a web enabled means by which a disparate community of Logistics Service Providers and Customers can share supply chain information on a global scale in a secure, real time environment.
- 5 Commitment to service excellence through rigorous quality programs and fast-paced expansion plans that lock in E\*Fill as the top global warehouse service provider in North America.

At E\*Fill America, we incorporate in our solution, exactly what is required by each individual Customer in terms of offering the benefits of superb warehouse customer service accountable to the on-site owner of the operating business, leading technology which provides real time information, value-added services, and a single point of contact that one should expect from a large nationwide logistics service provider. Our broad geographic reach and business approach enables our Customers to realize their strategic and business objectives through truly "Best-Fit-Best-Cost" Solutions.

The trademark of doing business with E\*Fill America is: Quality Service Tailored, Cost Effective

Solutions Responsiveness



# **EA Logistics**



Mike Ellis
President









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

Since 1977, EA Logistics has provided exceptional freight forwarding & warehousing solutions for domestic, international and tradeshow shippers. From airfreight to trucking to ocean shipments, we work with thousands of different carriers across the USA and world.

Consider us as a trusted resource to get the job done right.

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

We believe great communication is the foundation of a great partnership. We follow up with

our clients every step of the way and make good decisions fast. Our exceptional people are your link to service and top management is always available to help.

State-of-the-art technology gives our clients the automation they need. From Online Booking – POD's automatically sent to your email – complete management reports online, we have the robust systems to accommodate any data need and keep you up-to-the-minute on your shipments. Positive confirmation takes "worry" out of the equation.

Across the country or across the world, EA Logistics makes things happen right.

■ **Domestic:** Time-Definite and Standard LTL, Truckloads, Partials, Airfreight and Hotshots. To and from anywhere.

- International: Airfreight, LCL, Containers and Customs Brokerage. To the door or to the port, Import and Export. Worldwide service.
- Warehousing: we provide a full menu of warehousing services to support your logistics needs across the USA and World.
- Special Projects: From Rollouts of thousands of POP displays to stores to being Official Carrier on tradeshows to Permitted Truckloads, we customize solutions and execute as promised.
- **Delivered GrEAn:** Carbon-Neutral Freight services coupled with numerous internal sustainability actions.



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



# **Echo Global Logistics**



**Doug Waggoner** Chief Executive Officer

#### **Mission Statement:**

Echo Global Logistics is a leading provider of technology-enabled transportation management outsourcing. Our proprietary web-based technology, dedicated service teams and robust procurement power enable our clients to achieve significant transportation efficiencies while receiving best in class service. We provide solutions across all transportation modes and our core logistics services include:

- Pre-engagement freight analysis
- RFP and rate negotiation
- Shipment execution and tracking
- Carrier management
- Routing compliance
- Freight bill audit and payment
- Performance management
- Reporting functions

#### **Echo Global Logistics**

600 W. Chicago Suite 725 Chicago, IL 60654 Phone: 866-845-3909 Fax: 888-796-4445 info@echo.com www.echo.com



# **Evolved Transportation Management**

Echo Global Logistics is the next step in the evolution of transportation management.

It is not a surprise that freight management is not a core competency of most businesses. In this case, Echo can be a strategic partner, helping create transportation process efficiencies to generate hard and soft savings. Echo offers web-based technology, extensive buying power and a dedicated team service model for turnkey transportation management services. Whatever your need and regardless of size, Echo has a solution to fit your business.

#### **Technology**

Echo's web-based technology suite includes customizable portals for your customers, as well as carrier and vendor management. The Echo Evolved Transportation Manager (ETM™) technology gives single point visibility into all transportation providers regardless of mode or technical capabilities, allowing for flexible freight management and execution.

# Procurement Power and Carrier Relationships

Echo has relationships with the top LTL, truckload, expedited, international and small parcel carriers. Our Carrier Quality Certification program is a dynamic system in which carriers are ranked by relevance and appropriateness for all shipments. This program results in optimum carrier sourcing and performance management.

#### **Dedicated Teams**

Echo clients receive a dedicated team of transportation professionals with the tools needed to find shipping efficiencies while keeping your business needs in mind.

How do we do it? With our web-based technology, this team of transportation professionals is armed with superior market intelligence and instant access to open capacity to maximize your transportation dollars. Your Echo dedicated team has the tools they need to save you significant dollars and provide you the highest level of service.

Whether you move three shipments a day or have a transportation budget in the millions, Echo has a solution to improve your bottom line.



# **Evans Distribution Systems**



John A. Evans President

#### **Quality Mission:**

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

#### **Nine Point System**

- 1. Listen
- 2. Innovate
- 3. Communicate
- 4. Assign Responsibility
- 5. Set Standards
- **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 vans Distribution Systems helps customers enjoy a smoother glide through the supply chain by simplifying complex processes and delivering results efficiently. Just as our tagline suggests, "It's easier with Evans."

Our underlying philosophy boils down to this: make it easier for our customers to succeed by making it easier for our employees to provide the best service possible. This philosophy has evolved over four generations of family ownership and management, and it continues to be Evans' greatest edge.

We're a strategic partner closely involved in our clients' supply chain decision-making, serving as their eyes and ears, anticipating supply chain challenges and proactively looking for opportunities to improve processes and increase profitability.

#### Heritage

From our founding in 1929, Evans Distribution Systems has evolved into a full-service warehousing, value-added packaging and transportation third-party logistics provider serving the automotive, manufacturing, food and beverage, and chemical industries. This extensive and diverse experience provides our customers with flexible, consistent service that helps them become more successful.

Now in our fourth generation of Evans family leadership, the company employs about 300 associates and operates more than 1,800,000 square feet of space in Michigan, Virginia and Massachusetts.

#### Innovation

Evans is particularly adept at meeting changing customer demands by adopting new technologies such as automation and high-tech inventory management systems that provide customers with real-time shipment visibility. Wireless and mobility are at the forefront of our warehousing operations. Packaging, inspection, labeling, assembly and customization save time and money. Our state-of-theart Warehouse Management System delivers real-time inventory tracking, customized reporting, event management, complete web visibility and some of the most flexible customized solutions available anywhere. Providing these extra services helps our clients better utilize their staff, 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 of service. This loyalty provides customers with confidence and comfort that the job will be handled right – no matter what. It's a commitment that enables us to provide premium service: the right people, systems and programs are in place at the right time, every time.

#### **Simplified Systems**

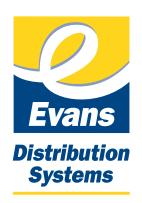
Our goal at Evans is to work seamlessly as an extension of each customer's organization. We blend our logistics expertise with the experience and expertise of each customer to develop efficient and synchronized processes specifically designed to face the challenges at hand.

#### **Specialized Services**

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

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

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



# logistics

# LOGISTICS PLANNER

## **FINSA**



Sergio Arguelles Gonzalez President and CEO

#### **Service Portfolio**

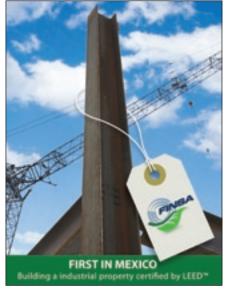
- Location Selection
- Building Selection
- Infrastructure Development (electric plants and networks, natural gas, land development, industrial water treatment and sewage)
- Construction, Design, and Engineering
- Market Studies and Analysis
- Environmental Impact Studies
- Manufacturing
- Real Estate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

#### **Product Portfolio**

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

#### **FINSA**

Ricardo Margain #444 Sur Piso 12 San Pedro, Garza Garcia, N.L. C.P.66267 Tel: +52(81) 8152-4200 Fax: +52(81) 8152-4201 www. finsa.net





# FINSA: Real Estate Developers - Developing Great Ideas

FINSA is the most important real estate developer in Mexico with strategic coverage in more than 18 markets located in Mexico, the United States and Argentina. With more than 51 million of square feet (4.7 million square meters) of developed projects serving sectors such as logistics, industrial, medical, aerospace, automotive, among others, and land reserves for future developments, FINSA satisfies the requirements of all of its customers with world-class quality, on time and cost competitive.

FINSA industrial parks excel at its state of the art infrastructure, flexibility and construction of high performance spaces under a sustainable approach. FINSA is the first company in Mexico at

building an entirely sustainable building certified by LEED (Leadership in Energy and Environmental Design). FINSA also introduced in Mexico the concept of "Automotive Clusters" with its parks dedicated for manufacturers of automotive parts, enabling the "just in time"/" just in sequence" implementation, as well as the concept of integrated development that combine housing, industry and commerce.

Since its inception in 1977, FINSA has been cultivating a customer centric service culture through a team of dedicated professionals. Today, FINSA's name is internationally recognized thanks to the continued preference from its distinguished customers and the strength of its ventures that continuously generate a portfolio of new projects with more than 50% coming from

established clients. FINSA is commercially related with more than three hundred companies, most of them in the Fortune 500.

FINSA's growth objectives consist on developing world-class integrated spaces in Mexico for the industrial sector, as well as broaden its scope to the new opportunities that the offices and commercial markets present.

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



# logistics

# LOGISTICS PLANNER

# flexSource A division of SYNNEX



**Peter Larocque** President, US Distribution SYNNEX Corporation

Managing an efficient supply chain requires high levels of expertise, talent and dedication. By touching all elements of the supply chain, our warehouse management, logistics and transportation skills are honed to a high degree.

I am excited to announce the launch of flexSource, a division of SYNNEX that delivers a rich menu of logistics services to IT and consumer electronics vendors and retailers throughout North America.

Many of our current vendor partners must use multiple companies to receive all the logistics support they require. The flexSource advantage is that we already have significant investments in all areas. This allows us to develop solutions that meet all your supply chain management needs.

And flexSource operates autonomously from our existing businesses to maintain the integrity of all data.

Let flexSource demonstrate how we can help your business by creating a logistics solution that drives higher profit. We would be proud to be your number one choice for outsourced logistics and supply chain management.



or over 25 years, SYNNEX has perfected the art of supply chain management for the world's technology industry.

Joining forces with its subsidiary, consumer electronics giant, New Age Electronics, SYNNEX now offers flexSource. flexSource will offer comprehensive fee-forservice supply chain solutions for IT and consumer electronics manufacturers and retailers throughout North America. Our solutions are designed to maximize profitability and customer satisfaction, and minimize risk.

By outsourcing your backroom operation to *flex*Source, you'll be able to focus your time, energy and resources on the things that drive your business success: creating and selling great products.

# Your flexSource solution will enable you to:

■ Realize significant savings and lower your operating costs by leveraging the economies of scale and highly-efficient logistics infrastructure of SYNNEX

- Enjoy complete control over your inventory and how it's managed, and reduce your risk while increasing your inventory turns
- Tap into SYNNEX's and New Age Electronics' expertise, resources and strategic partnerships
- Generate more business and provide exceptional customer care through our call center services
- More accurately anticipate demand with *flex*Source's patented PDSS forecasting tool
- Increase both your profits and customer satisfaction
- Rely on one partner for all your supply chain management needs

With 16 distribution centers throughout the US and Canada, *flex*Source has the ability to move your products quickly and efficiently to any destination. And *flex*Source is the only partner you'll ever need to manage your supply

chain, with core capabilities in:

- Inventory Management
- Kitting and Localization
- Call Center Services
- Reverse Logistics
- Transportation Management
- Strategic Procurement

flexSource solutions
maximize your profitability by
delivering the most efficient
and effective ways to move
IT and consumer electronics
products through the supply
chain.

To find out how flexSource can help you drive more profitability in your supply chain, visit www.flexsourceit.com or contact:

Ford Pearse, Vice President 864-349-4047 fordp@synnex.com





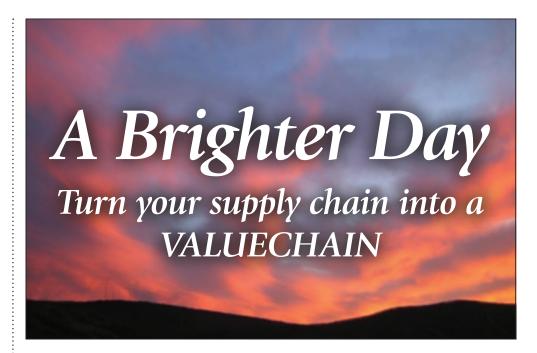
# Franzetta & Associates, Inc.



Chuck Franzetta
CEO

#### **Mission Statement:**

To be our clients' champion of quantifiable value and profitable growth



his morning you can make a phone call that will enable you to accelerate growth...eliminate waste...and go global! Call to find out how Franzetta & Associates can help you take total control of your supply chain. Let us show you how we deliver bottom-line benefits by enhancing supply chain management techniques:

- Reduced procurement and logistics costs
- Faster time-to-market
- Increased revenues from more customer-friendly operations

Our Associates have turned supply chains into value chains as C-level executives at UPS Logistics, Ryder Logistics, GE, USXpress, Mayflower, McKesson and many others. We are "hands-on" managers who know how to turn cutting-edge concepts into real-world advantages.

Make that no-risk phone call today.

#### Supply Chain Management Consulting

Fast turnaround, with concise, value-focused, practical recommendations.

#### SCM Technology

Use modern systems to compete with global companies.

#### **SCM Recruiting**

We are the absolute best resource for the top logistics, technology, sales and marketing talent.

- 20% US & Canada
- 25% Asia & Europe

Franzetta &
Associates, Inc.
PO Box 770
Boalsburg, PA 16827
814-466-9010
www.franzetta.com
Submit resumes to:
resumes@franzetta.com



# **Freightgate**



Martin Hubert CEO and President

#### Freightgate Vision:

Since 1994, the Freightgate team has developed and supported our industry leading suite of Internet solutions for the logistics community. Our unique combination of industry and internet expertise allows us to introduce our customers to new dimensions in e-logistics through products that are innovative, comprehensive and intuitive.

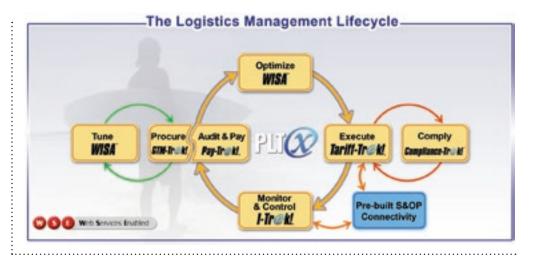
Freightgate solutions leverage Internet technology to easily increase the efficiency and manageability of supply chain processes for many of the industry's top companies.

But, more than just a software provider, Freightgate stays abreast of industry trends and innovates in a timely, logical manner to give our customers the functionality they need, when they need it, to realize their business objectives.

Freightgate strives for total customer satisfaction through our products and services. Our commitment to quality and improvement is evident in our ISO9001-2000 certification.

#### Freightgate, Inc.

15061 Springdale St., Ste. 111 Huntington Beach, CA 92649 714-799-2833 Fax: 714-799-0100 With offices in North America, Europe and Asia



#### Freightgate-aligning SaaS+Plus with customers' businesses to meet new challenges

After pioneering 3PL shipment tracking, the first multi-modal online freight exchange, and the Web-Service Enabled PLTX Platform, Freightgate continually evolves to provide its customers with competitive advantage along the entire Logistics Management Lifecycle - Procure, Optimize, Execute, Comply, Monitor & Control, Audit & Pay and Tune. Only Freightgate offers PLTX's fully modular, webservices enabled, scalable and integrated solutions, combined with SaaS+Plus - value added expertise and optional hands on management - to address the business needs of enterprises and service providers alike.

# Transportation Management

Tariff-Trek! provides a seven leg cross-modal rating and routing solution, with carbon footprint modeling, integrated booking and quotation engine, business intelligence and dynamic bottom line cost calculation.

#### **CBP & FMC Compliance**

Compliance-Trek! provides a complete compliance solution including seamless 10+2 functionality for smarter Import Security Filings, Denied Person Screening, and FMC-Trek! for integrated FMC publishing.

# Global Tender and RFQ Management

OceanTender was built with major carriers and shippers to manage complex, multi-mode freight tenders and negotiations in a simple, consistent manner. Using industry standards and "best in class" practices, shippers receive more accurate and timely carrier responses. GTM-Trek! manages received tenders and their deadlines, monitors progress, and enables automated completion based on existing or historical pricing. What If Scenario Analysis tools reveal the best mix of service, performance, routing and cost to achieve your goals.

#### Total Visibility: Inventory, PO, Shipments

I-Trek! provides collaborative inventory-in-transit visibility and shipment status information - all modes, all carriers, end to end. Lastleg-management, dashboard and event driven alerts ensure maximum control and prevent unnecessary costs like demurrage, detention and downtime. PO-Trek! naturally extends the same logic and functionality to customer PO management. PO-Trek! integrates into I-Trek! for one comprehensive view of shipment and order.

## Freight Audit and Payment

Pay-Trek! is the logical extension of Tariff-Trek!'s powerful rating and routing engine into the realm of freight audit and payment. With Pay-Trek!, shippers and NVOCCs automatically audit their freight invoices against the applicable rates – all modes, leg by leg.



# logistics

# LOGISTICS PLANNER

## **Geodis Wilson**



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

#### **Mission Statement:**

To be the best Freight Management service provider—the best for our employees, customers and suppliers.









with 5,500 people and a global network, Geodis Wilson is one of the world's largest freight management companies.

We serve our customers with integrated supply chain solutions that deliver cargo by sea and air. Our expertise, value-added services solutions and e-services enable you to streamline the flow of goods from supplier through to customer. We also make your supply chain more transparent and easier to manage.

We have in-depth knowledge of several markets including high-tech, pharmaceuticals, textiles aviation and automotive products. We also specialize in marine logistics, industrial projects and other niche markets.

Our services include air freight forwarding, export consolidations, customs brokerage, ocean freight forwarding, banking services, insurance, warehousing and distribution, third party logistics, inbound transportation, vendor management, domestic services and charters. We can handle any sized cargo, including oversized specialized cargo. We offer long term and bonded storage as well as packing, crating, pallet buildups and deconsolidation.

The backbone of our company is a self-reliant network of offices and air and ocean hubs in over 50 countries. We have a strong presence in Europe, the Americas and the Asia Pacific region. We also have offices in the Middle East and in Africa. Our reach is extended further through a network of selected agents that operate to our high standards. This ensures that we service your cargo flows efficiently and consistently across the world. Geodis Wilson is entrepreneurial and sensible. We take pride in developing pragmatic solutions to complex challenges. Our reach is global and our approach is personal. The heart of our company is a culture in which colleagues feel

like family. We believe in being consistent, efficient, honest and to the point. In addition, we are a member of IATA's Cargo 2000 (www.cargo2000.com), a quality management system for the worldwide air cargo industry.

Geodis Wilson delivers tailor-made, integrated solutions to customers enabling them to operate as 'best in class'. Geodis Wilson manages cargo across six continents by sea and air, making supply chains transparent and flexible to manage. As the freight forwarding element of the Geodis Group, Geodis Wilson grew out of the merger of Geodis Overseas, TNT Freight Management, and Rohde & Liesenfeld. In 2008 the group became part of the French rail and freight group SNCF. With its now 50,000 employees in 120 countries the group ranks among the top six companies in its field in the world, is no. 4 in Europe and no. 1 in France.



#### Geodis Wilson USA HQ 485C Route 1 South Suite 410 Iselin, NJ 08830 1-877-469-0510 info@us.geodiswilson.com www.geodiswilson.com

# Georgia Ports Authority-Port of Savannah



**Curtis Foltz** *Executive Director* 

#### **Mission Statement**

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.

#### **Georgia Ports Authority** 2 Main Street

Garden City, GA 31408

P.O. Box 2406 Savannah, GA 31402

Phone: 912-964-3811 Fax: 912-964-3869 www.gaports.com racilitating global trade through two strategic U.S. East Coast gateways, the Georgia Ports Authority is a leader in the operation of modern terminals and in meeting the demands of international business. Georgia's ports combine industry innovations with proven flexibility to create new opportunities along the entire global logistics pipeline, delivering what the market demands. Now. Because in the world of trade, we're not just keeping up, we're setting the pace.

#### Advantages: Port of Savannah, Garden City Terminal

- Port of Savannah Ranks as the 4th largest U.S. container port in volume
- The largest singleterminal container facility in the U.S. allowing for all carrier services at one terminal, higher truck productivity & lower drayage costs.
- On-terminal Customs and USDA representation
- 23 post-Panamax cranes, with an additional 8 to be added by 2015
- Largest port-proximate concentration of retail import DC's along the East Coast
- 20+ DC's within 100 miles, including Walmart, Kmart, Lowes, The Home Depot, IKEA Toys "R" Us and Target
- Over 200 additional Georgia DC's from wholesale suppliers to retailers within a 5-hour drive
- Ample amount of available land and building within 10 miles of the port
  - The most global services

among U.S. Southeast & Gulf ports

- Largest East Coast port for refrigerated container exports
- Largest exporting port for containerized forest products
- Immediate access to two major interstates... I-16 (East/West) & I-95 (North/South)
- Both class one rail providers (Norfolk Southern and CSX) with on dock rail yards
- Consistent balanced trade year after year

#### Direct-call Liner Services

45 weekly global services (current) with all major carriers and a multitude of services options from every trade lane in the world, gives you options and choices

	WEEKLY GLOBAL SERVICES CALLING:		
TRADE LANE	Savannah		U.S. East Coast
Asia via Panama	14	out of	16
Asia, India, Middle East via Suez	7	out of	10
North Europe	6	out of	10
Oceania	2	out of	2
Mediterranean	9	out of	11
Latin America	7	out of	4

For ocean and inland transit times, visit "Global Carrier Services" at www.gaports.com under "Quick Reference."

#### **Future plans**

■ Deepening of the Savannah harbor channel from a present depth of 42 feet (12.8 meters) MLW to a future depth of 48 feet (14.6 meters) MLW. Project to begin in 2010 with completion in 2014 to coincide with the completion of the Panama Canal expansion.

- Phase I instillation of ten additional reefer racks for containers transporting temperature-sensitive cargoes. Project to be completed by second quarter 2010 with additional phases of reefer racks planned to be built between now and 2016.
- Ongoing addition of rubber-tired gantry cranes (KONE). In 2010 alone, 12 new RTGs will be introduced bringing the total fleet to 83.
- Future doubling of rail trackage served by Norfolk Southern Railroad at the James D. Mason Intermodal Container Transfer Facility (ICTF) to 40,000 feet (12,192 meters), supported by 79 acres (32 hectares) of paved marshalling area.
- Future construction of a "Cargo Beltway" to accelerate commercial traffic between the terminal and major near-by interstate arteries. These limited access roads will connect direct to Interstate 16, a high profile artery for distribution centers and the primary corridor connecting the port to Atlanta. Additionally these roads will funnel terminal traffic directly to and from Interstate 95, the primary surface conduit for the U.S. Eastern Seaboard.
- The future addition of a fourth interchange gate, Gate 8.
- Paving of an additional 70 acres for container storage, within the terminal's 1,200 acre facility.



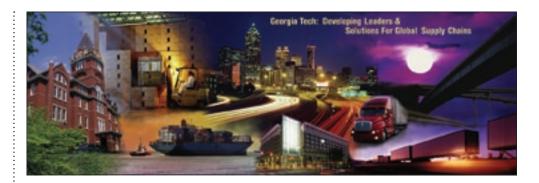
## Georgia Tech Supply Chain & Logistics Institute



Harvey M. Donaldson Managing Director

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





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

#### **Leaders in Logistics**

SCL's Premier Industry
Research Program, Leaders
in Logistics provides a
unique opportunity for select
business and governmental
organizations engaged in
supply chain practice to
interact with SCL's faculty,
students, and one another.
Annual Membership includes a
research project and education/
outreach activities. In 2010,
there are 13 members that
participate in the program.

# Supply Chain and Logistics Education

SCL offers an extensive curriculum of open-enrollment supply chain executive education courses. The

curriculum, offered in both in on-campus and online formats, includes comprehensive week-long courses in logistics, transportation, warehousing and supply chain management and more specialized courses in a wide range of topics from material handing to supply chain finance to supply chain analytics. Courses often include site visits and facility tours. Since 1992, more than 6,500 logistics professionals have attended the program with more than 600 participants earning SCL's Supply Chain and Logistics Certificate from Georgia Tech. In addition, the H. Milton Stewart School of Industrial and Systems Engineering offers a parttime Executive Masters in International Logistics (EMIL) for mid-career executives.

# Supply Chain Executive Forum

The Supply Chain Executive Forum (SCEF) provides executives from leading supply chain organizations the opportunity to meet twice a year to discuss new and compelling ways to streamline operations and enhance profitability, and integrate supply chain strategy with corporate strategy. In 2010, SCEF has more than 29 participating member companies.

## Research Centers & Sponsors

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





# The Gilbert Company



Gregg Prisco CEO

"Gilbert's strength lies in our unparalleled understanding of the dynamics of the retail sector...from origin to store... coupled with our intense desire to provide services to our customers that will allow them to realize their Supply Chain objectives while reducing costs."



#### **The Gilbert Company**

6725 Kimball Avenue Chino, CA 91708 Phone: 909-393-7575 Fax: 909-597-3647 info@gilbertusa.com www.gilbertusa.com



he Gilbert Company is a fully integrated 3rd-party warehousing, distribution and transportation service provider. Our over 2.2 million square feet of warehousing and distribution facilities are strategically located on the East and West Coast.

The company's main focus lies in servicing the retail sector from top retailers themselves, to major suppliers for those retailers. We consistently strive to develop strategies that will improve the Supply Chain process of our customers to improve speed-to-market... visibility...and cost savings.

Some of our core service offerings include:

#### Value-added Warehousing

■ Full Case Packs or Complete Pick n' Pack

- Order Processing
- Powerful EDI/ASN Capabilities and Accessibility
- Labeling/Ticketing
- Inventory Control
- Quality Control
- Returns Handling

## Vendor Consolidation/Import Deconsolidation

- Local and Regional Transportation
- PO Verification
- Multi-Shift Capabilities
- Container Drayage
- ASN Receipt and Scan Verification
- On-line Visibility

#### Retail Store Delivery

- Over 5000 Deliveries per week in Major Malls across the Country
- 99.5% On-time Delivery... most with 2 Hours or Less

- Delivery Windows
- Store Scanning to the Carton Level at Store
- On-Line Visibility

#### Transportation

- Domestic and International Air Cargo
- Truckload and Less-Than-Truckload Service
- Ocean LCL and Full Container Service
- Time Sensitive Critical Deliveries

#### IT Power

- In-House Implementation, Infrastructure and Application Teams
- State-of-the-Art Imaging System and On-line Visibility
- Full EDI Capabilities
- RF and RFID Utilization

# logistics

# LOGISTICS PLANNER

## **iGPS**



**Bob Moore** Chief Executive Officer



iGPS was formed in 2006 to bring a new level of safety, efficiency and environmental responsibility to the world's supply chain by bringing to market the first advance in pallet rental in six decades: highly engineered all-plastic rental pallets that are "lighter, stronger, safer and greener" than pallets made of wood.

In just three years of operation, iGPS' service has been adopted by a growing list of the most respected and environmentally responsible companies in the world. Since its inception, iGPS has created nearly 2,000 new jobs in the US.

iGPS' all-plastic pallet is a quantum leap forward in pallet design:

- Each pallet is 30% lighter (25 lbs) than multi-use wood pallets, removing 500-2,000 lbs of needless weight from each truckload, saving on transport expenses and reducing fuel and green house gas emissions
- Solid top deck design reduces product damage and rejected loads
- Unlike wood, does not absorb liquids and other contaminants that can breed Salmonella, Listeria and E. coli

- Impervious to insects, eliminating the need for fumigation and other toxic wood treatments
- Embedded RFID tags that enable tracking and tracing of each pallet
- Uniform size and weight ideal for automated environments
- Each pallet is 100% recyclable, making its useful life indefinite
- The end of protruding nails and splinters found on wood pallets that injure workers and damage equipment
- UL 2335 (file no. R25482) and FM 4996 fire performance certification, with a lower flash point than wood

iGPS has been built on a foundation of sustainability, recognizing that the earth's resources are finite and that businesses must adopt new approaches that protect our planet. Since its inception in 2006, iGPS has prevented

the destruction of 145 million trees that would otherwise have been used for wood pallets. In fact, an independent life cycle analysis conducted by Environmental Resources Management comparing the "cradle to grave" environmental impact of iGPS' pallet vs. wood alternatives has confirmed that we are fulfilling our pledge. The analysis found that iGPS' pallet has dramatically less environmental impact than wood platforms on every measured dimension, including global warming (65% less), ozone layer depletion (91% less) and ecotoxicity (75% less).

In addition to the above benefits, companies that adopt iGPS consistently experience dramatic systemic savings versus wood pallets resulting from lower transport costs, reduced equipment downtime, fewer rejected loads, the end of "lost pallet charges," and lower administrative expenses.

#### iGPS

225 E. Robinson St. Suite 200 Orlando, FL 32801 Telephone: 1-800-884-0225 Email: info@igps.net www.igps.net



## **InMotion Global TMS**



Tim James Higham President and CEO

- InMotion Global TMS shocked the logistics industry and garnered extraordinary press attention with their innovative pricing model and fully hosted web-based Transportation Management System as easy to use as e-mail or surfing the web.
- This company is different.
  As part of Interstate Logistics
  Group, InMotion Global
  TMS has been praised
  with re-defining the TMS
  concept and pioneering the
  "Software Plus Services"
  model that has been evolving
  from the "Web 2.0" world.
- The comprehensive offering includes paperless workflows, electronic carrier settlement, real-time verification of insurance and authority, Internet tendering, EDI, graphical reporting, collaboration web-portal and thousands of other features.



Saint Petersburg, FL 33701 800-990-8283 www.inmotionglobal.com



nMotion Global TMS is a "different" company to say the least. You won't find stodgy offices located in a neutered office park. You won't find dull personalities who remind you of your cousin Walter. What you will find is a buzzing and growing company based in the trendy downtown district of Saint Petersburg, Florida, a mere stone's throw from Tampa Bay.

From the moment you walk into the office building you can feel the positive vibe of fresh thinking, new ideas, and an energetic team. The glass-walled offices, heart of pine floors and flat screen TV's provide an open modern space, ideal for the creation and cultivation of cutting-edge technology and services.

The InMotion Global TMS technology, which has led the way in the "Web 2.0" world for several years, is distinctly different than other TMS offerings. From the ground up, it is based on ASP.NET technology and showcases several features

and functions rarely seen in any TMS system. The system is fresh to look at, easy to use, and it literally takes 15 minutes to get a new client up and running. The system includes a web-based collaboration portal, LoadLink, which allows clients to seamlessly connect their logistics operation with their carriers, suppliers, customers and staff.

InMotion Global TMS sent shockwaves through the logistics industry by announcing a flat pricing model of \$1 per load with no other fees, establishing itself as the "Salesforce.com" of the TMS world. Their success has allowed InMotion Global TMS to introduce the lowest cost online TMS with the highest feature set available.

The team at InMotion Global TMS can do this because they are in an

enviable position - they are 100% debt free and have been profitable since they opened their doors - something that is important to know when selecting a vendor today. Moreover, they are part of the highly respected Interstate Logistics Group, encompassing leading 3PL and capacity providers. Their success has not gone unnoticed, in 2009 InMotion Global received numerous awards and recognition including: Inbound Logistics Top100 Logistics Company, Food Logistics FL100 and the fastest growing logistics company in Florida on the Inc. 5000.

With such a solid foundation, we found InMotion Global TMS to be a "must see" proposition. It is slick, inexpensive, and will make any decision-maker look like a logistics superhero when review time comes around.



# **Institute of Logistical Management**



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

#### **Courses Offered**

Distance Learning and Online

#### Now on:

- Twitter
- Facebook
- MySpace

#### **Additional New Sites:**

www.MyLogisticsCareer.com www.teachmelogistics.com



"ILM puts the Logic in Logistics."



#### **Institute of Logistical** Management

315 W. Broad Street PO Box 427 Burlington, NJ 08016 609-747-1515 888-ILM-4600 Fax: 609-747-1517 info@logisticseducation.edu www.logisticseducation.edu





#### **Practitioner Track**

**Certified Logistics** Practioner (CLP) - 6 courses (4 core and 2 electives)

**(SCP)** – 5 required courses **Logistics Practitioner (LP)** – 5 required courses **Motor Carrier Practitioner** 

**Supply Chain Practitioner** 

(MCP) – 4 required courses

#### **Certification Track**

Transportation and Logistics Certification -3 required courses

**Transportation** of Dangerous Goods Certification - 3 required

**International Logistics Certification** – 3 required

Specialized Certification -2 required law courses

- Earn any one of (8) eight Professional Career Tracks
- Very flexible program, anywhere, anytime
- Recommended academic credits - we bring the resources of the school to the student
- Open Enrollment with very cost effective pricing
- No prerequisites required
- Students on five continents
- Council of Supply Chain Management Professionals
- DANTES Affiliated
- Listed in ACE Directory of Accredited Institutions of Postsecondary Education
- Accredited Member Distance Education and Training Council
- Approved for Veterans Benefits and Montgomery

- Certified Claims Professional - CCPAC
- Licensed by the State of New Jersey
- DETC Recognized by US Secretary of Education
- Oldest Logistics Distance Learning School in the World!
- Course work Articulated with the University of Phoenix, and other leading degree-granting colleges and Universities

#### **Faculty**

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

# **Interpuerto Monterrey**

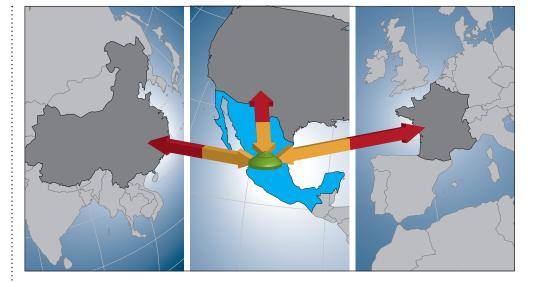


Jorge Garcilazo CEO Interpuerto Monterrey

"We understand and appreciate the NASCO vision of a secure, streamlined, safe, efficient, and environmentally advanced SuperCorridor through the heartland of North America. That's exactly what we need to support and strengthen muchneeded additional commerce, investment and job creation in our three nations.

"Interpuerto Monterrey is an integrated logistics service center to be run by private companies but with the full support of the public sector to operate a leading-edge multimodal transportation facility with a development area of 3,088 acres (1,250 hectares).

"We're going to have our own modern internal Mexican Customs facility and will feature an ultra-modern industrial park focused on serving the needs of automotive, aerospace, hi-tech electronics makers and every kind of distribution service providers."



Interpuerto Monterrey is a private real estate and logistics developer that, with the support of the federal and state government of Mexico, plans to launch a multi-modal global logistics hub that will operate as a public terminal in Northeast Mexico. The projected launch is scheduled for fall 2010.

Interpuerto Monterrey's conceptual master plan includes:

- A rail line connection operated by Ferromex to Piedras Negras (linked to Eagle Pass, Texas).
- A rail line connection operated by KCSM to Nuevo
  Laredo (linked to Laredo,
- A steel terminal for products such as rolls, rods, and tubes, with a yearly capacity of 400,000 tons.
- A warehouse yard for storage and handling of commodities including forest and mineral products.
- An intermodal terminal with the capacity to handle sea and land containers via all transportation modes.

- A grain terminal with 18 silos, providing a capacity of 8,000 metric tons each, or 144,000 metric tons annually.
- An automotive terminal with the capacity to handle up to 6,000 cars simultaneously. Operations will be supported by state-of-the-art technology.
- A petro chemical warehouse that applies the highest quality and security standards.

Interpuerto Monterrey will also provide:

- Transportation and Logistics: A specialized and secure yard for transportation equipment interchange such as rail cars, trucks and containers complying with the C-TPAT, BASC requirements, among others.
- Distribution Center for Food Supplies: Valueadded services (import/export,

packaging, aggregation, disaggregation, cold storage) for perishable products.

- Hotel and Office Services: The right infrastructure of hotels, offices, restaurants to the area's economic development.
- Industrial Park: An ultramodern and green development in full compliance with the latest manufacturing and distribution trends.
- Free Trade Zone: Customers can use the FTZ to gain financial, tariff and tax benefits.
- Binational Customs
  Area: A concept that signals
  the future for international
  commerce operations in
  the NAFTA region, allowing
  pre-clearance of products
  in compliance with all
  security regulations.





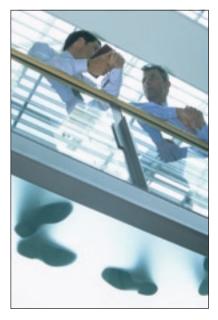
# **Intramerica Real Estate Group**

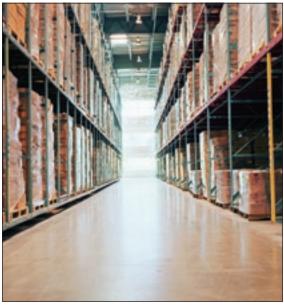


Fernando Garza General Manager

#### Mission Statement:

To be recognized as Mexico's premier investor and operator of industrial properties, delivering world-class property management, comprehensive solutions and value added services to the diverse industry needs of our tenants.





#### Intramerica, your property solution in Mexico

Intramerica Real Estate Group, a wholly owned subsidiary of GE Commercial Finance Real Estate, is a leading real estate investor in Mexico. We are one of the largest owners and operators of industrial real estate in Mexico with 16MM sq. feet in properties for lease or sale in 19 locations strategically located in the Central, North, Northeast and Northwest regions of Mexico: Tijuana, La Paz, Mexicali, Nogales, Los Mochis, Chihuahua, Ciudad Juarez, Ascención, Durango, Nuevo Laredo, Reynosa, Matamoros, Monterrey, Saltillo, Queretaro, Mexico City, Puebla, Guadalajara and Villahermosa.

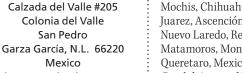
We currently own and

operate nearly 160 properties with a portfolio value exceeding \$715MM. With headquarters in Monterrey and offices and staff in every city where we operate, we are capable of offering a number of value added services to complement your operational requirements while providing the real estate support you need. By leveraging a longstanding partnership with one of Mexico's leading park management and construction firms, we are ideally positioned to offer the best alternative to manufacturing and logistics businesses looking to establish

or expand operations in Mexico.

Our team combines extensive real estate expertise with a background in industrial management, which enables us to uniquely understand our tenants' operations and contribute to their success in innovative ways.

Our clients include more than 250 U.S., European and Asian companies participating in industries such as third party logistics, aeronautics, automotive, electronics, food and beverage, medical, metal-mechanic, plastics, telecommunications, and warehousing.



Phone: +52 (818) 153-6430

**Intramerica** 

**Real Estate Group** 

www.intramerica.com.mx





# J.P. Morgan's Freight Payment and Audit



**Daniel Cotti** Product Executive, Global Trade

#### **Mission Statement:**

J.P. Morgan helps companies optimize working capital and mitigate cross-border risk by driving operational efficiencies and ensuring secure cash flow through corporate global supply chains.

J.P. Morgan is where you'll find the future of Trade.

# J.P.Morgan

J.P. Morgan Freight Payment and Audit Group

45025 Aviation Drive
Suite 150
Dulles, VA 20166
Phone: 703-661-9006
Fax: 703-661-8638
crossborder.management@
jpmchase.com
www.jpmorgan.com/fpa



J.P. Morgan's Freight Payment and Audit solution is an electronic global payment and transportation management solution that simplifies and streamlines single or multicurrency invoice payments while delivering visibility to freight operations. Using our streamlined payment mechanism to pay transportation carriers in their desired currency, clients pay carriers at the time payment is due – there's no need to pre-pay or subject funds to a waiting period. In addition, a centralized repository of carrier and supply chain data facilitates trend analysis thereby improving overall transportation and financial management processes.

#### **How it Works**

Utilizing a centralized database holding your carrier-specific data, J.P. Morgan will review all freight bills for

accuracy, match the invoice to the appropriate transportation-related documents, and allocate to the specified line item for accounting purposes. Then, J.P. Morgan will seamlessly pay freight bills on time with a direct and instantaneous debit from your account thereby generating opportunities to maximize program incentives and optimize your cash flow. Or, if actual payment is not an existing need, J.P. Morgan will remit the approved payment file directly to you for payment. In addition, J.P. Morgan can analyze freight bill data and other information housed in the centralized database to pinpoint supply chain efficiency opportunities.

#### **Benefits**

The end result of the J.P. Morgan Freight Payment and Audit solution is that clients realize better control of global transportation expenses by driving cost savings, facilitating cost allocation and uncovering supply chain efficiency opportunities.

# Working Capital Optimization

- Eliminate processing of paper invoices and paper check payments
- Freight bill audit to reduce payment and duplication errors
- Avoid late fees and balance due invoices for global payables
- Access credit facilities to finance transportation expenditures
- Instant freight bill payment obviates the need to submit funds days in advance of actual payment.

#### **Risk Mitigation**

- Improved security to eradicate fraud opportunities
- Pre-audit for rates, liability and service performance, duplicate billing
- Centralized global payment solution managed by a trusted and secure financial partner

#### **Supply Chain Efficiencies**

- Automated matching of freight bill (transportation invoice) to carrier documents
- Access to analytical tools that allow more informed supply chain decisions
- Visibility into global transportation data including actual expenses, freight bill rates, audit/coding logic, and carrier service level agreements
- Detailed reporting to identify trends and pinpoint inefficiencies such as tracking vendor service level agreements

# **Jacobson Companies**



**Brian Lutt**President and

Chief Executive Officer

#### **Our Vision**

Our vision is to be the best at managing value added supply chains, continuously improving operations and driving reliability in the flow of our customers' goods within the world's economy.

#### **Our Mission Statement**

Our mission is to provide best in class supply chain services and create significant value by:

- Delivering competitive advantage for our Customers while delivering strong returns for our shareholders
- Providing opportunities for our Employees
- Driving Safety in our workplaces
- Promoting sustainability and protection of our Environment



#### **Jacobson Companies**

3811 Dixon Street
Des Moines, IA 50313
800-636-6171
Fax: 515-265-8927
Stan.Schrader@jacobsonco.com
www.jacobsonco.com

# Wedo;

#### What can we do for you?

When it comes to supply chain management, the answer is:

# Leadership, Innovation and Quality Solutions

In everything we do:

- Warehouse Operations and Management
- Total Freight Management
- Full Truckload & Dedicated Transportation Solutions
- Contract Packaging & Manufacturing Services
- Total Staffing Solutions and Temporary Services

Jacobson takes customer service to a higher level by growing our capabilities and strategic locations. With locations coast-to-coast we offer solutions that optimize cost and service on a local, regional and national basis. In addition, Jacobson will soon be offering dedicated international service!

We don't provide cookiecutter solutions. We analyze every opportunity, every challenge to provide a custom solution that works best for you.

#### **Continuous Improvement**

Our exceptional people are the cornerstone of Jacobson's Can Do service. They are experts in their fields. They are never satisfied with the status quo, and always look for ways to drive cost out of the supply chain while working to improve our service.

From the beginning, we've hired only the best and brightest. The most committed. Every member of our team is empowered to create and implement client-centered solutions. Our team structure means good ideas can come from anywhere within the company.

#### You need solutions now. You get them now.

We provide world-class technology as the backbone of our solutions and service. Integrating systems and providing real-time information helps reduce cost by moving your products to market as efficiently as possible.

Our Can Do culture is rooted in customer service, flexibility and innovation. It's been that way since the Jacobson organization was launched over 40 years ago. Ours is a rich tradition of redefining service for the supply chain management industry.

This commitment to quality customer service led Jacobson to become the first third-party logistics provider to be certified to ISO Quality Management System standards!

Today, our Quality
Management System not
only serves as the foundation
of our on-going Continuous
Improvement in day-to-day
procedures, it also serves as
the cornerstone of Jacobson's
solution development, and
project management.

This process driven approach to problem-solving helps us exceed our customers' expectations, as we tackle service and cost issues within their supply chains.

#### Why Jacobson?

When you go with Jacobson, you quickly realize you've made the right decision. The relationships we develop with our clients are built on trust and mutual respect, with open, honest communication.

When we ask... "what can we do for you?" ...we're not just making conversation. We really want to the best way to serve you, so you can focus your resources on your mission.



# Joplin Area Chamber of Commerce



Rob O'Brian President

## The Mission of the Joplin Area Chamber of Commerce:

To improve the economic prosperity and quality of life in the Joplin region; and to be the principal advocate for, and provider of services to, its business community.

Adopted 1992



#### Joplin's Logistics Advantages:

- 670-acre Distribution Park adjacent to I-44 and new interstate grade U.S. 71 (future I-49 corridor)
- Rail-served sites up to 1,500 acres
- More than 50 trucking companies
  - Excellent highway access
- Available sites and buildings
  - Low operating costs

#### **Access to Success**

If easy access to U.S. and North American markets, low operating costs and skilled employees are important to your business, then Joplin, Missouri offers a number of dynamic opportunities for success.

Joplin sits astride interstate and Federal highway corridors running from coast to coast and from Canada to Mexico. The 670-acre Crossroads Business and Distribution Park is located adjacent to I-44 and new interstate grade U.S. 71 (future I-49 corridor).

Also, more than 50 trucking companies are located in the area.

Major Class I rail lines offer coast-to-coast and country-to-country connections. The community has up to a 1,000 acre site served by rail. Commercial and freight flights are also available at Joplin's regional airport.

While the Joplin metropolitan area comprises 157,000 people, the three-state market area encompasses more than 450,000. The labor pool of more than 220,000 people gets high marks for its productivity and quality of work. The excellent highway system makes it easy for businesses to access this talented labor market.

The workforce is enhanced with training opportunities at Missouri Southern State University, Crowder College, Pittsburg State University and Franklin Technology Center. All of these institutions offer standard and customized training in a wide variety of skills.

Along with a skilled workforce, companies locating in Joplin find that overall operating costs are among the most favorable in the U.S. Utility and transportation costs are low. Local property tax rates are among the lowest in the country and state corporate tax rates are modest. Wage rates are very favorable, particularly given the strong work ethic of area residents.

Overall, Joplin, Missouri offers an ideal location for companies that need access to U.S. and North American markets, quality labor, available sites and buildings, low operating costs and a community with a high quality of living. Companies such as General Mills, Leggett & Platt, Owens Corning and CFM Home Products are successful in Joplin. Let us help you successfully meet your logistics needs as well.



## The Joplin Area Chamber of Commerce

320 East 4th Street Joplin, MO 64801 417-624-4150 Fax: 417-624-4303 robrian@joplincc.com www.Joplincc.com

# Kane is Able, Inc.



Eugene J. Kane, Sr. Chairman

#### A Focus on CPG Logistics

Kane Is Able is a third-party logistics provider that helps consumer packaged goods (CPG) companies efficiently distribute goods throughout the U.S. Our integrated warehousing, packaging, and transportation services have been specially designed to meet the needs of CPG manufacturers.



Kane is Able, Inc. Stauffer Industrial Park Scranton, PA 18501-0931 888-356-KANE (5263) info@kaneisable.com www.kaneisable.com



#### History

In 1930, Edward Kane traded his car for a used truck to provide local hauling to valley regions of Northeast Pennsylvania. That was the beginning of Kane Freight Lines. Today, Kane manages a truckload fleet of 200 power units and 925 trailers and operates 8.5 million square feet of distribution center space, with facilities in every region of the U.S. The company remains family-owned and professionally managed.

#### Customers

Our customers include some of the world's most respected consumer product companies and retailers, including Hershey's, Kimberly-Clark, Kraft, PepsiCo, Procter & Gamble, Topps, and Walmart.

#### **Services**

**Distribution Center Management.** At Kane DCs, we configure and package goods based on the exact requirements of your retail customers. Facilities are FDA-compliant and consistently achieve superior ratings from

the American Institute of Baking. Other features:

- Flexible space/labor to manage seasonal spikes
- Full-featured, RF-enabled WMS
- Basic to highly automated picking processes

#### **Contract Packaging.**

Packaging services integrate with warehousing and transportation to create a single-source distribution solution. Modern equipment includes cartoners, checkweighers and shrink wrapping machines to meet your simple and complex packaging needs.

Transportation. Our regional truckload service provides on-time, overnight delivery service to Northeast states for ambient, refrigerated and frozen products. In addition, Kane services nationwide deliveries throughout the lower 48 states and Northeastern Canada. Specialized services:

- Cross-docking
- Northeast store delivery
- Load consolidation

#### Information Systems/ Technology

- Support for all common electronic data interchange (EDI) formats, including advanced ship notices
- Full-featured warehouse management and transportation management systems
- Web access to inventory and order status in real time
- In-house MIS team to support your needs 24/7

## Collaborative Distribution

Kane has pioneered the development of collaborative distribution – a new model of distribution in which small and mid-sized CPG companies work together to share warehouse space and overhead, consolidate shipments, and reduce their carbon footprint. In this model costs and energy use are drastically reduced. Learn more at www.kaneisable.com/codegreen.



# **Kelron Logistics**



Geoff Bennett

President



Keith Matthews Executive Vice President

#### Vision

Working together to be a leading provider of customerdriven Transportation and Logistics solutions.

#### Values

- Integrity
- Teamwork
- Commitment
- Respect
- Empowerment
- Accountability
- Innovation
- Open Communication
- Excellence
- Safety



#### **Kelron Logistics**

1355 Meyerside Dr. Mississauga, ON L5T 1C9 800-668-3785 kmatthews@kelron.com www.kelron.com







Kelron leverages advanced technology, a dedicated team of highly qualified professionals and a proprietary Supplier Quality & Compliance Program to help companies break through their transportation performance and efficiency barriers.

We provide service to companies of all types and sizes, and are proud of our customer base that features leading organizations across a wide range of industry sectors.

Kelron offers a complete range of fully integrated solutions including Transportation Management, Dedicated Capacity and On Demand Transportation, Private Fleet Network Service, Warehousing/Distribution and Planning and Consulting.

# Intelligent Transportation Solutions to Fit Every Situation

Kelron's combined expertise in both Transportation Management and various other transportation and distribution services provides distinct advantages and flexibility unlike any other company. Load Planning, Freight Consolidation, Pool Distribution, Yard Management, Mixing Centers and Reverse Logistics are just some of the Transportation Management solutions we've designed, implemented and executed to help companies extend their reach and maximize

effectiveness in serving markets throughout North America. Our Dedicated Capacity, On Demand and Private Fleet Network services are also ideal when shipping various other types of orders, maintaining high service standards for goods traveling in non-core lanes and in allowing companies to reduce the number of suppliers they must deal with.

# Improved Management Through Technology

Kelron provides complete functionality and visibility throughout the entire supply chain. At the front end, our dynamic routing software will ensure every shipment is routed in the most efficient and cost-effective manner possible. Our web-based order management system will then allow you to quickly and easily monitor and track shipments and ensure your dock operations are functioning at peak efficiency.

At Kelron we continually invest in technology to ensure that access to critical information is available at all levels within your organization when and where you need it. Fully secure and manageable access will also be provided to your customers, taking service and convenience to an all-time high.

# Dependable and Reliable Transport

Kelron provides you with absolute service reliability

and dependability through our unique Supplier Quality & Compliance (SQC) Program.

Our SQC program includes a stringent due diligence process and documented performance requirements contract to clearly define the obligations and responsibilities of all suppliers used on behalf of our customers. A company will only become a Kelron SQC supplier after our high standards have been met. This provides our customers with assured performance quality, safety and regulatory compliance.

#### The Bottom Line

Working with Kelron will provide your company with several direct and measurable financial benefits including greater fixed and working capital efficiency, and most importantly, profitable growth – all with no upfront capital investment.

Additional benefits include increased order fill rates, reduced order cycle times, less facility congestion and a reduction in the management time necessary to operate your supply chain. This means you will have more time to focus on what's most important - growing your core business.

Our demonstrated capability as a leading logistics provider is illustrated through a number of distinguished industry rankings, including Inbound Logistics "Top 100 3PL Providers". We also maintain active memberships in a number of leading business associations, and have embraced several industryspecific logistics best-in-class operating models, such as the SmartWay environmental stewardship initiative and TIA's Performance Certified designation.

# **Kenco Logistic Services**



Gary Mayfield Chairman and Chief Executive Officer

#### Mission Statement:

The Mission of Kenco Logistic Services is to enable our clients to increase their market share and profitability by leveraging our focus on operational excellence within the North American supply chain.

As a privately-held corporation, we are committed to a corporate culture that promotes ethical standards and respect for our customers, suppliers and employees. Our culture combined with a relentless pursuit of innovation and excellence enables us to exceed our customer's expectations while enhancing shareholder value.

#### **Kenco Logistic Services**

PO Box 11027 Chattanooga, TN 37401 Business Development: 423-643-3401 Toll Free: 1-800-758-3289 Fax: 423-643-3500 info@kencogroup.com www.kencogroup.com



For over 60 years Kenco Logistic Services has guided some of the most demanding supply chains in the world. We are committed to providing the highest level of quality at the most competitive rates in the following areas:

#### Warehousing

Kenco operates over 100 facilities in 32 states and Canada totaling over 25 million square feet of warehouse space. Our Contract Warehousing Division manages over 80 facilities for many industries including pharmaceutical, automotive, food, textile, and appliance, while our Shared Warehousing Division offers over four million square feet of multi-client space in the United States.

#### **Transportation**

Companies rely on Kenco for innovative solutions that lower transportation costs, improve customer service, and reduce order cycle times. Our transportation services include dedicated fleet management, rate negotiations, contract management, freight payment, supply chain modeling, and transportation management systems, as well as local, regional, and long-haul transportation.

#### Value Added Services

At Kenco, we perform services that go far beyond the receiving and storage of freight. Site optimization and selection, sequencing, shipping crate assembly, raw materials management, product testing, corporate mailroom management, vendor managed inventories, and regulated pharmaceutical destruction are just a few of the value-added services we perform.

#### **Real Estate Management**

With our nationwide presence and more than sixty years of experience, we can meet all of your real estate requirements. Our services include: facility management, warehouse design, retrofitting for special needs, construction management, and aggressive space management.

#### **Information Systems**

We provide a combination of several powerful tools that can help you manage your information, workforce, space, and time. For over 20 years we have implemented our proprietary Warehouse Efficiency System (WES) or integrated with in-house and tier-1 systems, like Manhattan Associates and Red Prairie.





# **Landoll Corporation**



**Don Landoll** Founder and CEO

#### Mission Statement:

Landoll Corporation is a leader in innovative design, world class manufacturing, and global marketing of quality products and services for Agriculture, Transportation, Material Handling, OEM, and Government.

Our primary objectives are ensuring total customer satisfaction by continually improving quality and value in our products and services, providing employees an environment that encourages developing personal and professional abilities and being an asset to our community through growing quality employment and local leadership, while providing respectable return on investment.

We will ensure fulfillment of this mission through our commitment to the values of quality and integrity.





andoll Corporation,
which celebrated its 46th
anniversary in December
2009, is located in Marysville
KS. Landoll is a diverse
and vertically integrated
manufacturer of products

for the Material Handling, Transportation, Agriculture and specialty OEM and Government markets.

The Material Handling Division manufactures forklifts that operate in aisles as narrow as 56 inches with lift heights to 30 feet and capacities from 3,000 to 12,000 lbs. The Narrow Aisle Forklifts include the original and popular Bendi front articulating forklift that has been converted to AC, as well as the Tier III-compliant IC truck.

Landoll is the manufacturer of the highly reputable Drexel SwingMast line of Very Narrow Aisle trucks. Both the Bendi and Drexel SwingMast forklifts provide maximum utilization of storage space by reducing aisle sizes while still performing all the jobs of a front loading forklift. This includes loading and unloading trailers, going from the dock to the rack without staging, climbing ramps and working in a variety of applications.

Landoll Corporation provides a wider range of solutions to those customers wanting to minimize storage aisle sizes, and maximize productivity and equipment utilization. Innovative new designs and continuous product improvements keep Landoll in its position as a leading provider of these narrow aisle forklifts. Landoll distributes and supports its forklift line through over 100 independent dealers worldwide.



For more information regarding our forklift products, contact: Ed Campbell 540-582-3000 ed.campbell@landoll.com



# Landstar System, Inc.



**Henry Gerkens** *Landstar President & Chief Executive Officer* 

Landstar is a worldwide, non-asset based provider of integrated supply chain solutions delivering safe, specialized transportation, warehousing and logistics services to a broad range of customers utilizing a network of agents, third-party capacity owners and employees.





#### Landstar System, Inc.

13410 Sutton Park Dr., South Jacksonville, FL 32224 Toll Free: 866-439-1407 iblrequests@landstar.com www.landstar.com Landstar provides supply chain solutions and complete global and domestic transportation services. Through our unique and vast network of independent transportation and warehouse capacity providers and independent sales agents, we have the flexibility and experience to meet any supply chain challenge.

#### **Supply Chain Solutions**

- Advanced Technology Solutions
- Integrated Solutions
- Outsourced Logistics
- Supply Chain Engineering
- Software-as-a-Service (SaaS)
- Warehousing

#### **Transportation Services**

- Air or Ocean Freight
- Rail Intermodal
- Border Crossing
  - m 11 1 Tm
- Truckload or LTL
- Customs Brokerage
- Heavy Haul/Specialized
- Expedited
- Project Cargo

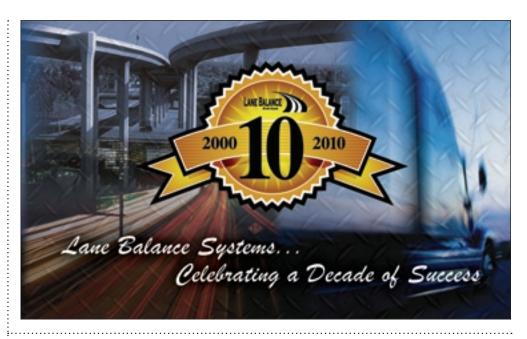


# **Lane Balance Systems**



Jeff Owen President

The mission of Lane Balance Systems is to provide quality business solutions to our customers through collaborative business partnerships based on our core principles of quality and excellence.



ince opening its doors for business a decade ago, Lane Balance Systems has evolved from a small startup company to a thriving business. The company offers truckload brokerage for dry van, flatbed, specialized equipment and oversize permitting truckloads; as well as the expansion into dedicated operations with Lane Balance Systems' own equipment. In addition, Lane Balance offers private fleet utilization management and carrier partnerships to improve capacity and reduce empty miles.

"I envisioned creating a company to assist our clients in addressing issues with capacity, pricing stability and working with their carriers to reduce empty miles through synergies with other clients," says Jeff Owen, President of Lane Balance Systems. "What we started 10 years ago has steadily grown into a business far exceeding

anyone's expectations. We are all extremely proud of our accomplishments, and as we celebrate this milestone anniversary, we extend deep gratitude to our customers and partners in business who helped get us here."

Lane Balance Systems takes great pride in the collaborative business partnerships they establish with clients. The company focuses on learning and truly understanding not only their clients' business processes, but the expectations of their clients' customers as well.

Lane Balance Systems' expansive network of shippers, private fleets, and carrier partners allows the company the ability to offer quality business solutions and sustainable economic value for all parties involved.

#### **Client Services:**

Strategic Capacity Fulfillment

- Asset-based Dedicated Truckload
- Specialized Equipment
- Truckload Consulting/ Analysis
- Private Fleet Capacity Optimization
- 24x7 Coverage & Customer Service
- Real-time Web Information Systems

## Services for Fleet and Carrier Customers:

- Freight Procurement
- Strategic Capacity Allocation
- New Market Sales and Management

With Lane Balance Systems, you're more than just a customer. You're a collaborative partner with an organization committed to quality, excellence and success. Let our network be your solution.

Lane Balance Systems – your true collaborative partner.



#### **Lane Balance Systems**

3169 Professional Plaza Germantown, TN 38138 Phone: 901-753-9599 Toll Free: 800-877-9966 Fax: 901-753-9627 www.lanebalance.com

# logistics

# LOGISTICS PLANNER

### **Lansdale Warehouse**



W. Paul Delp President

### **Mission Statement:**

Lansdale Warehouse Is Committed to Excellence and Customer Satisfaction.

The Lansdale Warehouse Company provides premier warehouse and distribution services in a safe and secure environment for customers' goods at a reasonable cost.

Our "quality management" atmosphere engenders an entrepreneurial attitude that ultimately translates into "100% customer satisfaction through a 'zero defectives' process."

Continuous improvement attitudes ensure dependable customer service. Employee participation, honest communication, and a clearly defined understanding of our customers' needs support our successful process.

### **Lansdale Warehouse**

Dave Emery
Vice President of
Business Development
1330 N. Broad St.
Lansdale, PA 19446
Phone: 610-721-4222
Fax: 215-855-8676
dave.emery@
lansdalewarehouse.com
lansdalewarehouse.com



In less than two hours
Lansdale can turn an
e-order for paper rolls into a
40,000 lb. just-in-time delivery.

Impossibly tight deadlines..."Just-in-Time" contract penalties...complex fulfillment requirements... and paperwork. Lansdale Warehouse solves these worries with cost-effective solutions so customers can concentrate on more profitable activities.

Lansdale Warehouse, established in 1958, is family owned and operated. With over 500,000 square feet and six locations of warehouse space, the Company furnishes comprehensive logistical services in a public and contract environment for both national and international customers who require access to the Eastern United States markets. The Company is ISO 9002 certified, has pharma returns capabilites, and handles products from paper, food, consumer/industrial products, pharmaceuticals, confectionary and trusses.

### **Accuracy Rates**

The Company proudly touts its 99.8% accuracy rates on

shipments and fulfillment with current inventory, order and delivery information available to its customers 24/7. Shipping order lead times are reduced, paperwork is eliminated, and fewer errors are incurred.

### **Customer Service**

The Company is focused on customer service. When a competitor recently had an emergency situation, they called Lansdale. It was Sunday, and a load of paper with rolls that weighed 6,000 pounds each, were 45" in diameter and 95" high had broke loose and damaged a trailer. The delivery schedule was tight. Lansdale sent a truck and a roll clamp to transfer the load of rolls and make the scheduled delivery in Kentucky. It's really about knowing what to do, and being able and willing to do it.

### **Service Features**

Services include Lansdale's Accuplus computer system to coordinate inventory and delivery details 24/7 using RF and Bar coding technology, e commerce, JIT, EDI, vendor managed inventory, contract

pack fulfillment, pick & pack, reverse logistics, local cartage TL & LTL, dry vans & flatbeds, reverse logistics with 60 truck doors and equipment using GPS technology. Lansdale is a "CSX Premier Provider" with 20 rail doors for intermodal and transloading.

In addition, all of the company's facilities provide:

- Climate-controlled environments with advanced sprinkler, fire prevention and security systems.
- Specialized rack storage.
- A wide variety of material handling equipment.

### **Affiliations**

Lansdale Warehouse Company is affiliated with WERC, CLM, IWLA, The American Trucking Association, and Pennsylvania Motor Truck Association.



## Laufer Group International Ltd.



Mark Laufer
President

The Laufer Group, headquartered in New York City, has offices in Atlanta, Boston, Kansas City, Long Beach, and Seattle. For more information about how we can put our 60 years of global logistics management experience to work for you, call us or visit our website today!



aufer Group International was established in 1948 as a Customs Broker. For over 60 years, Laufer has been providing global logistics management solutions for the smallest of companies to the largest of corporations.

We specialize in providing client-specific programs to improve supply chain visibility, control, and flexibility.

### Ocean

Laufer Group International moves significant volumes in the major global trade lanes.

To both support this volume and offer unparalleled service flexibility and price options to our customers, we contract directly with multiple global and niche carriers. This enables us to structure client-specific programs to satisfy unique seasonal pricing, volume, or transit requirements throughout the year. In addition, having strong carrier partnerships enables us to minimize our customers' exposure to risk by having the tools and market strength to navigate through market and supply chain disruptions.

### **Customs Brokerage**

We have comprehensive customs brokerage and international trade consulting services.

- 10+2 data management and filing
- Pre-clearance of cargo
- C-TPAT consultation
- FDA food specialists
- ■Online 7501 visibility, both current and archived files
- Document imaging

### **Visibility Tool**

Peer Plus<sup>™</sup> is our on-line supply chain visibility tool. Peer Plus<sup>™</sup> was established to give our customers access to realtime information. You have the ability to control what you see and how you see it. Peer Plus<sup>™</sup> allows you to view online information regarding your:

- Air shipments, with key event tracking
- Customs entries
- Detailed tracking
- EDI purchase orders to SKUlevel detail
- Booking activity
- Warehouse entries
- "10+2" filings and audit capabilities
- Export event tracking

### **PO** Management

Laufer Group International offers a comprehensive Purchase Order Management System. From initial order placement through to final delivery, we offer real time event based PO management. PO data can be transmitted to us via standard EDI protocols, and is made visible via our secure web based freight management tracking system.

- Vendor management and compliance
- PO/Vendor consolidation
- Quality control
- Real-time event tracking at PO level
- Reporting available via www.laufer.com
- $\blacksquare$  Booking / loading updates
- Auto alerts
- D/C bypass programs

### **Continued Expansion**

In 2009 Laufer expanded by opening offices in Boston, MA and Atlanta, GA. We continue to look for strategic opportunities to expand in markets that fit our core strengths. This expansion represents our commitment to that goal, and we are confident our people, systems, and commitment to quality will allow us to grow our brand and market share in these important regions.

### Laufer Group International Ltd.

20 Vesey Street, Suite 601 New York, NY 10007-2913 Phone: 212-945-6000 Fax: 212-385-6763 www.laufer.com

## LeSaint Logistics



Jeff Pennington
President

### Mission:

LeSaint Logistics provides the highest value integrated third party supply chain solutions with an unsurpassed level of customer satisfaction.

Our work environment provides an opportunity for growth, participation and open communication so that we can attract and retain the highest quality individuals.

We are socially responsible and actively contribute to our communities.

### **Key Markets:**

- Chemical
- Retail
- Pharmaceutical
- Beverage

### Engineering Retail Logistics Solutions:

- Vendor Compliance
- Port Services
- Warehouse Management
- Inventory Management
- Transportation
- Reverse Logistics

### **LeSaint Logistics**

868 W. Crossroads Parkway Romeoville, IL 60446 1-877-KNOW3PL Fax: 815-293-1095 www.lesaint.com/end2end



## Put LeSaint Logistics 3PL KnowHow™ to work for you.

These days, achieving competitive advantage is all about effectively managing the complexities of your supply chain. Knowing when to outsource your logistics so you can focus on your core competencies may be the most critical decision you make. As a nationally recognized 3PL provider, LeSaint Logistics has the know-how, flexibility and service performance levels to power your supply chain with intelligent solutions that streamline efficiencies and boost your bottom line.

## Delivering value at every point in your supply chain.

LeSaint has a proven track record of designing, implementing and managing sophisticated supply chain solutions. From warehousing and transportation to information technology and fulfillment, our experienced team of logistics experts can manage your entire network or any facet of it.

### LeSaint Integrated 3PL Services.

- Supply Chain Management
- Warehouse Management

- Transportation 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 solutions for you, while measuring and monitoring the key performance indicators that are critical to your business. Most of our customers have multiple manufacturing facilities, distribution points and suppliers, as well as high

inventory turns and hundreds or thousands of different products or parts to handle.

## LeSaint TechKnow™ adds visibility and control.

LeSaint TechKnow<sup>™</sup> adapts best of breed third-party information technology systems to provide management and reporting throughout the supply chain, with the accountability and visibility you need to streamline your logistics processes. Our WareTech™ manages all your inbound and outbound shipments, fulfillment and inventory control. For real-time reporting, count on our WareTech™ Portal, providing web-based order and inventory status, customized reporting and email alerts. Our TransTech<sup>™</sup> solution manages your entire transportation processes, 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.



## Logistic Dynamics, Inc.



**Dennis Brown** *CEO and President* 

#### Mission Statement:

LDI's mission is to provide innovative, practical and top-quality logistic services that offer our customers a competitive advantage. We are dedicated to adding value for clients, associates and business partners by committing to what we can deliver and delivering on what we commit.

## Freight Broker Agent Opportunity

- Excellent commission plan
- $\blacksquare \ \, \mathsf{Advanced} \, \mathsf{software} \,$
- Nationwide medical
- Corporate assumes credit risk
- Work from home or office
- Debt free / Excellent credit
- Unsaturated Agent network
- Dedicated Agent support
- Sales leads provided

Visit logisticdynamics.com for more information.

## Logistic Dynamics, Inc. (LDI)

1140 Wehrle Drive Amherst, NY 14221 Toll Free: 1-800-554-3734 Phone: 716-250-3477 Fax: 716-817-2220 www.logisticdynamics.com



## "On Call" Extension of Your Company

Logistic Dynamics, Inc. (LDI) partners with manufacturers, distributors and shippers of all sizes to provide customized transportation management solutions to meet their specific needs. Our experienced staff of logistics professionals become an "On Call" extension of your company and is dedicated to getting our customer's freight delivered on-time, in good condition with no problems.

### Customized Service Approach

Our commitment to providing the best service for our customers starts by taking the time to learn and understand our customer's freight needs. From there we leverage our network of 30+ operations centers, 12,000+ carriers under contract and our proprietary transportation management solutions to reliably and cost effectively serve our customers.

## Delivering Beyond Expectations

Our highly trained and experienced staff is available 24/7/365 to manage, monitor

and track every shipment from beginning to end. They take pride in the role they play in our customer's supply chain and treat the freight as if it were their own. "Our people are trained and systems designed to be proactive versus reactive when it comes to handling service related issues, unlike most companies," said Dennis Brown the CEO.

### LDI Understands Technology

LDI understands technology and has invested heavily for the future. State of the art communication software including telephony, fax, internet and email are just a few enhancements our operations centers employ to grease our customer's supply chain wheels. Our proprietary transportation management software (TMS) is in a class of its own and makes us more efficient than 99% of the market.

Managing logistics is a difficult and sometimes thankless job. With the growing shortage of quality drivers, volatile fuel prices and asset based carriers going out of business everyday, isn't it time to let our staff of experienced professionals make your job easier?

Visit our website today at www.logisticdynamics.com or call us at 800-554-3734 to find out more about what we can do for you.

### Benefits:

- We specialize in freight management services
- Serving U.S./Canada/ Mexico
- Experienced & dedicated logistic professionals
- Responsive & reliable customer service
- Innovative & proprietary logistics technology
- 12,000+ service minded carriers under contract
- First Advantage Gold Book Member
  - Dept. of Defense Approved
  - TIA/P3 Member

### Services:

- Dry Van
- Reefer
- Temperature Control
- Flatbed
- Step Deck
- Specialized RGN's
- Over Dimensional
- Expedited
- Partial Truckload
- LTL
- Intermodal Rail



## Lynden



Jim Jansen CEO

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

Lynden began with a clear mission: put the customer first, deliver quality, and be the best at what you do.

Today, Lynden's service area has grown to include Alaska, Washington, Western Canada, with additional service extending throughout the United States and internationally, via land, sea and air. Our mission remains the same. Complex transportation problems can be solved in the hands of the right people, with the right tools and the right experience.

### Lynden

6441 South Airpark Place Anchorage, AK 99502-1809 1-888-596-3361 Fax: 206-243-8415 information@lynden.com www.lynden.com



ver land, on the water, in the air – or in any combination – Lynden has been helping customers solve transportation problems for almost a century. Operating in such challenging areas as Alaska, Western Canada and Russia, as well as other areas around the globe, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing.

The combined capabilities of the Lynden companies includes truckload and 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, trade show shipping, remote site construction, sanitary bulk commodities hauling, and multi-modal logistics.

Lynden offers customers sophisticated technologies, including a suite of e-commerce services; to capture data and translate it into information that helps you with every aspect of your freight and logistics. EZ Shipping lets you book your

shipments on line, including the printing of necessary forms and labels. EZ Tracing provides the visibility you need from origin to destination with the ability to view signed delivery receipts and other documentation. EZ Reporting allows customers to specify what type of information and date ranges they would like to see in spreadsheet data reports, with links to shipment documents. EZ Invoicing sends you email notification that your latest invoices are ready in PDF format.

The Lynden family of companies delivers a completely integrated freight transportation package. Our people have the knowledge to quickly respond and solve your multi-modal transportation problems. From origin to destination, over any terrain, managing freight movement, as well as the flow of information, Lynden provides innovative solutions to meet your unique needs, keeping you in control while providing you with services no other company can match.

Proudly Serving Alaska for Over 50 Years.





## LynnCo Supply Chain Solutions, Inc.



Wendy A. Buxton
President

### VISION

LynnCo reflects a vision of advancing the logistics industry with innovative supply chain services, integrity, and high ethical standards.

#### MISSION

LynnCo specializes in providing unique logistics solutions powered by collaborative technology that creates value for our client's supply chain while reducing operating cost, and simplifying operations.



### At LynnCo every client is treated like they are the only client.

ynnCo Supply Chain Solutions is a logistics service provider that will improve efficiency of your delivery cycle, from order to product delivery. LynnCo was founded in 1991 by Lynn Fritz and is located in the Heartland of America, Tulsa, OK. At LynnCo every client is treated like the only client and is assigned their own team of logistics management professionals.

### The LynnCo Advantage

- Affordable & customized technology tools
- Unsurpassed knowledge of the industry
- Personal attention to the details of your business
- Improved visibility/control of critical logistics
- Operating cost reductions 30%+
- Transportation savings of 20%–30%+
- Reduced inventory costs

- Improved order fill rates
- Consistent on-time delivery

## Lean Logistics and Strategic Planning

- Lean Logistics Application
- Logistics Network Design
- Transportation Optimization
- Carrier Contract Negotiation
- Collaborative Communication Strategy
- Logistics Process
   Standardization

### **Tactical Execution**

- Order to Delivery Visibility
- Dedicated Account Management
- Proactive Shipment Verification
- Carrier Contract Management
- Load Planning/Optimization
- Transportation Execution
- Part Level/Shipment Tracking
- Freight Audit and Payment
- Proactive Event Management
- Key Performance Metrics

### Specialized Shipping

- Expedited
- Permit
- Over-dimensional
- Specialized equipment freight

### LynnCo's 5 Step shipSMART Program

LynnCo's 5 step shipSMART program has a proven record of achieving year-over-year savings and significantly improving control and visibility of your logistics activities.

- Order Management
- Transportation Management
- Financial Services
- Continuous Improvement
- SuiteEdge<sup>™</sup> Technology

Teaming with LynnCo creates a partnership where operating excellence, technology, and quality customer service create bottom line results.



## LynnCo Supply Chain Solutions Inc.

2448 East 81st Street Suite 2600 Tulsa, OK 74137 866-872-3264 www.lynnco-scs.com

# logistics

# LOGISTICS PLANNER

### **Maersk Line**

#### **Our Vision**

From the first Maersk Line voyage in 1928, which carried Ford Motor company car parts and general cargo to today, Maersk Line's business philosophy of 'constant care' guides all business practices. Whether it is care of the environment, effective and innovative service offerings, employee health and safety, or business values - high ethical and law-abiding standards, Maersk Line strives to deliver superior care and value to your ocean supply chain.



## Global resources and reliable service

Whether you are an importer of toys from China or an exporter of cotton to India, you require a strong, global ocean transport partner that reduces supply chain risk and costs with stable, reliable service. Maersk Line delivers industry-leading schedule reliability and an unmatched global service network that penetrates the world's major ports and local markets directly and via dedicated feeder networks.

Your global cargo will receive the highest level of local customer support from 325 Maersk Line offices located in more than 125 countries worldwide. A total of 22,000 Maersk Line employees are in place to assist you from bookings to billings. Know that you'll have the depth of coverage, resources and response you require for optimal ocean supply chain execution.

## E-commerce tools to increase efficiency and data accuracy

The adoption of e-commerce to process your ocean shipments is critically important to increasing efficiency, cost savings and visibility to your shipments.

Maersk Line delivers a suite of flexible, easy-to-access e-business solutions providing a faster, more efficient documentation process that will help improve data accuracy and reduce the time spent rekeying data.

Access Maersk Line
e-business online at
www.maerskline.com, via EDI
or XML, system to system
connection – for large volume
shippers, or via INTTRA,
inttra.com – for shippers
requiring standardized
processing across a multicarrier network.

### Sustainability

Evaluating, developing and implementing environmentally safe practices in pursuit of a healthy, green, sustainable future is critically important to the Maersk Line organization. This focus on constant care of the environment is a deeply ingrained core value from founder, Mr. A.P. Moller, and shapes all business practices.

To minimize the impact of business activities on the environment, Maersk Line carefully evaluates how it uses the earth's resources, optimizes operations and implements programs to ensure the proper handling of waste streams. For more information, please visit www.maerskgreen.com.



### Maersk Line

2 Giralda Farms Madison Avenue Madison, NJ 07940 Phone: 973-514-5000 Fax: 973-377-7216 usacplcom@maersk.com



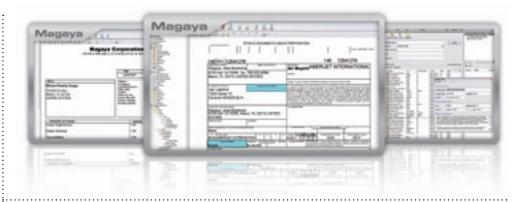
## **Magaya Corporation**



Jesus David Rodriguez President

### **Logistics Software Products**

- Magaya Cargo System
- Magaya WMS
- Magaya Supply Chain Solution
- Magaya Commerce System



With Magaya software, logistics companies can receive and act on all cargo transactions electronically, without paper. Magaya software products are completely integrated, covering business procedures from sales to logistics transactions to accounting.

Magaya software is built on the award-winning Magaya Network, which provides the infrastructure for businessto-business communications between logistics companies such as origin and destination agents and business-toconsumer communications such as logistics companies and their customers. The software can be customized to specific needs, provide a connection with other Magaya users, and transfer shipment documentation over the Internet, eliminating redundant data entry. Customers have 24-hour access to their inventory and cargo status through the online tracking system. The complete software program is available for a free download and 30 days of free technical support.

Over 1,200 companies worldwide in over 54 countries have chosen Magaya software to run their logistics business. Magaya customers include freight forwarders, consolidators, warehouse providers, cargo airlines, shipping lines, NVOCCs, export/import companies, wholesalers, and distributors.

Magaya logistics software products include:

- Magaya Cargo System: Create Warehouse Receipts, Bookings, Pickup Orders and more operations transactions with a few clicks. Automate charges. Automatically include charges into invoices and other accounting transactions.
- Magaya WMS: Control the movement of cargo arriving to the warehouse and the storage of it with handheld scanners and barcodes to speed up receipt and reduce errors. Maintain up-to-theminute records of inventory to offer customers a Just-In-Time inventory strategic advantage.
- Magaya Commerce System: Designed for wholesalers, distributors, importers, exporters and traders, the

Magaya Commerce System features include Inventory Control, Purchase Orders processing, Sales Orders processing, Pickup and delivery of merchandise, Accounting, and a complete Warehouse Management System – everything in one application.

■ Magaya Supply Chain
Solution: The Magaya Supply
Chain Solution covers the
complete logistics process to
deliver the merchandise from
seller to buyer. Magaya Supply
Chain Solution includes all
the functionality from the
Magaya Commerce System,
Magaya WMS and the Magaya
Cargo System. It covers both
the sales process and the
purchasing process.

Magaya also offers additional plug-ins for additional customization of the software.

Magaya Corporation has been developing logistics software solutions since 2001. In 2009, Magaya experienced record growth. Download a 30-day free trial of the full software to see why Magaya software is fast becoming the choice of the logistics industry.



### **Magaya Corporation**

8725 NW 18 Terrace Suite 209 Miami, FL 33172 Phone: 786-845-9150 info@magaya.com www.magaya.com



## **Mallory Alexander International Logistics**



Neely Mallory III President

### **Mission Statement:**

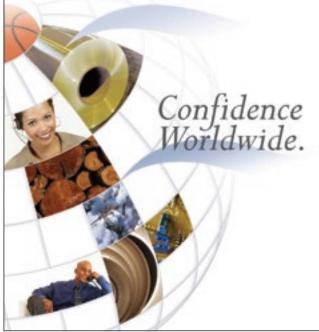
Every day, Mallory Alexander International Logistics creates innovative logistics solutions, tailored quality services and leading-edge technologies, delivered by the best professionals in the business to enhance the value of our customers' products and services.



Your biggest challenges are and warehouses at strategic U.S. locations. As a financially Mallory Alexander has the stability and commitment necessary to develop longterm relationships in global

Rely on Mallory Alexander

- Higher customer



met with creativity, supported by our offices around the world secure, privately held company, commerce.

for superior supply chain performance around the world. Our commitment to you:

- Better service
- Increased efficiency
- satisfaction

### Experience

Our proud tradition of innovative logistics solutions is built on a solid foundation established in 1925. Since then, we have carefully engineered a full-service supply chain management company that provides services in all modes of transportation, transportation management and lead logistics. We combine flexible and efficient information systems with a staff dedicated to your satisfaction.

Understanding that no two businesses are identical and each has its own unique challenges, Mallory Alexander partners with customers to develop customized business solutions that fit their particular needs, while ensuring that their corporate goals are met. Value added services such as customs brokerage, white glove delivery,

fulfillment and repackaging services, along with a select team of dedicated employees, clearly distinguish Mallory Alexander from other third party logistics providers.

### **Expertise**

Mallory Alexander is known for passion and commitment. We find ways to enhance service to your customers, while shortening your cash cycle times and boosting overall profitability. 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

### Excellence

Our commitment to your success requires nothing short of excellence. Mallory Alexander is fully licensed, ISO9001:2000 and C-TPAT certified. We are a winner of the President's E-Award for Exporting Excellence. Leading industry publications and consultants recognize us as a top provider of international logistics solutions.

Most importantly, we are proud of the loyalty we share with our customers. Let us demonstrate that Mallory Alexander International Logistics sets the standard for logistics excellence, giving you Confidence Worldwide.



Confidence worldwide

### **Mallory Alexander International Logistics**

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



## **Management Dynamics**

### **Powering Global Trade®**



James Preuninger CEO

Management Dynamics is setting the standard for on-demand Global Trade Management (GTM) solutions for Global 2000 importers, exporters, and logistics service providers.

With over 20 years of experience working with some of the world's largest and best-known companies, we combine an expansive trading partner network, enterprise-class software and specialized trade content to provide dramatic improvement to the performance of your global supply chain. Our global trade solutions synchronize information among trading partners, optimize supply chain execution decisions, and streamline import and export processes to ensure regulatory compliance and minimize cost and risk involved in cross-border transactions.

### Management Dynamics Inc.

One Meadowlands Plaza
East Rutherford, NJ 07071
Tel: 201-935-8588
Fax: 201-935 5187
Solutions@
ManagementDynamics.com
www.Management
Dynamics.com



C ince 1990, Management Dynamics has been developing and delivering software and related content and services for global trade management (GTM). We help our customers synchronize the flow of information among trading partners, optimize supply chain execution decisions, and streamline import and export processes to ensure regulatory compliance and minimize cost and risk involved in cross-border transactions. Our time-proven solutions are used by more than 14,000 global users at some of the world's most successful 3PLs, carriers, manufacturers, retailers and high technology companies.

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

## Supply Chain Visibility & Performance Management

Our supply chain visibility solution integrates all order, shipment and inventory information to give you a complete view of operations to a SKU level. We also offer performance management tools that collect this mountain of operational data to power the dashboards and scorecards that you need to continuously improve your processes.

### **Trade Automation**

We fully integrate and automate export, import and trade agreements processes. Our trade compliance solutions are deeply integrated with Global Trade Content to improve efficiency and accuracy of decisions related to calculating landed cost, classify products, screening for restricted parties, managing

licenses, complying with import/export controls and producing documentation.

### **Trade Portals**

Trade Portals extend our Global Trade Management (GTM) solutions to your trading partners. Improve process execution through collaboration by soliciting suppliers to provide FTA certificates, coordinating purchase orders and managing ship windows with suppliers, or planning origin operations with our logistics provider partners.

### International Transportation Management

Our solution enables you to manage sea freight and airfreight transportation, saving companies over 8 percent in total freight spend. This level of benefit is realized by automating the process to optimize your annual tender, centrally manage approved carriers, routes and rates, optimize carrier selection, and audit freight bills.

### **Global Trade Content**

Our GTM solutions are all integrated with Trade Content to provide the highest levels of automation and accuracy. We cover over 122 countries today, with comprehensive coverage of harmonized tariff schedules, standard and preferential duty rates, regulatory controls, denied party lists, documents, quotas, and much more.





## MercuryGate International, Inc.

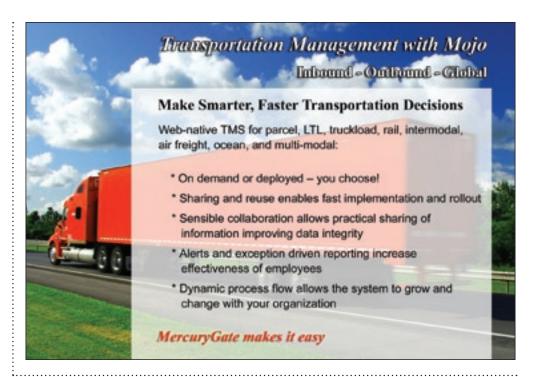


Monica Wooden CEO

"MercuryGate started out with a simple mission. We wanted to deliver one transportation solution that provided immediate value to transportation professionals across the brokerage, 3PL and shipper sectors. We have achieved that goal. Since 2001, we have been delivering high value transportation solutions that are creating immediate results for our clients."



MercuryGate
International, Inc.
1654 Old Apex Road
Cary, NC 27513
919-469-8057
sales@MercuryGate.com
www.MercuryGate.com



transportation solutions that allow shippers, third party logistics providers and freight brokers to plan their transportation, execute their freight movements, and analyze the performance of all involved.

In addition to providing best of breed transportation features and functions, the MercuryGate solution is architected from the ground up to support both site-centric and SaaS deployment models while providing ease of integration to your systems and your customer systems. These solutions are highly scalable and configurable to the unique requirements of customers in targeted markets.

MercuryGate's TMS with Mojo helps you find ROI and profits hidden in your operations with capabilities that include:

- Inbound, outbound and continuous move optimization and visibility across all modes: Parcel, LTL, TL, Rail, Intermodal, Air Freight, Ocean and Multimodal even parcel execution
- Fastest optimization engine in the market – built from the ground up as a transportation solution
- Tracks and optimizes global multi-leg movements and electronically files SED's and 10+2 data with US Customs
- Supports diverse freight management models including buy/sell, management fee, gain-

share and ability to optimize moves across customers and allocate costs based on configurable rule sets

- Provides rating and execution tools for brokerage businesses (regardless of mode) from a small sales force to a nationwide agency model
- Built-in carrier and customer invoicing and freight audit capabilities
- Powerful access to data with analysis tools to mine information and provide operational, tactical and strategic reporting
- Un-paralleled abilities to quickly on-board new clients and configure unique business processes – and adapt these processes as clients change

## MOL (America) Inc.



Noboru Kitazawa President, CEO & Chairman MOL (America) Inc.

### **MOL Corporate Principles:**

As a multi-modal transport group, we will actively seize opportunities that contribute to global economic growth and development by meeting and responding to our customers' needs and to this new era.

We will strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards.

We will promote and protect our environment by maintaining strict, safe operation and navigation standards.

### MOL (America) Inc.

North America Headquarters 700 East Butterfield Road, Suite 150 Lombard, IL 60148 USA Phone: 630-812-3700

U.S. Regional Offices Atlanta: 678-855-7700 Chicago: 630-812-3700 Edison: 732-512-5200

Edison: 732-512-5200 Long Beach: 562-983-6200

Toll Free: 800-OK-GATOR www.MOLpower.com



OL is recognized as one of the world's leading providers of global liner and logistics services. By offering a wide-range of service options, MOL has the flexibility to respond quickly to global market forces, giving customers the power to maintain the production and delivery schedules of their increasingly complex, multi-sourced supply chains.

MOL's wholly-owned North American subsidiary is MOL (America) Inc. (MOLAM). MOLAM employs 400 transportation professionals in four U.S. regional offices and 26 sales offices throughout the United States, Canada and Mexico. In addition to MOLAM, MOL's North America logistics network includes the whollyowned subsidiaries of TraPac, Inc., MOL Consolidation Service, Ltd. and MOL-IT.

Headquartered in Tokyo, Japan, MOL is the world's largest multimodal shipping company. Founded in 1884, MOL's business diversity makes it one of the world's most financially solvent transportation companies.

### **Global Services**

MOL, along with its alliance partners, operates weekly Asia-North America, EuropeNorth America, Americas and Asia-Europe Services. MOL also has one of the industry's most extensive intra-Asia service networks with sailing schedules synchronized to its mainline services.



### **NASSTRAC**



Eric Morley 2010 NASSTRAC President Director of Transportation, Best Buy Company



Joe Estrella
2010 NASSTRAC
Vice President
Director of Transportation &
Logistics Network,
CVS/Caremark

### **Mission Statement:**

NASSTRAC provides education, advocacy, connections and solutions to transportation, logistics, and supply chain professionals who manage freight across all modes.





hether you manage freight via truckload, LTL, rail, ocean or air, you'll find value in NASSTRAC. When you belong to this industry association, you become part of a community where transportation and logistics professionals across diverse industries turn to advance their careers. You'll find:

- Information to stay current and competitive
- Education to deepen your expertise
- Collaboration to fuel your creativity

### Transportation: What we're about

Solutions, best practices, information, and industry connections. NASSTRAC is your premiere resource for all these and more. In fact, we've been providing education, advocacy, and value to shippers and carriers since 1952. As a member, you'll benefit in these key areas:

■ Education. Through various conferences, seminars, and online webcasts, you'll remain productive, improve





your skills, and increase your knowledge of the industry. To find a schedule of events, visit www.NASSTRAC.org.

- Advocacy. Stay on top of legislative developments and NASSTRAC's position on regulatory issues impacting shippers and carriers, such as hours of service, security requirements (10+2), West Coast clean air issues, and more. In addition, members have access to NASSTRAC's Legal Counsel, John Cutler, whose firm has decades of experience and depth in transportation shipper law.
- Connections. Build your industry network and critical relationships with transportation decision-makers and providers of logistics services.
- Solutions. Find transportation solutions from a variety of sources, ranging from articles, case studies and white papers in our Online Resource Library to online presentations and Shipper Yellow Pages.

### Who Belongs?

Key decision-makers at all levels are involved in this association, ranging from Manager and Director of Transportation to Vice President of Logistics or Supply Chain Management. In addition, CEOs and senior management from the nation's leading carriers, 3PLs, and technology innovators also belong.

NASSTRAC primarily serves manufacturing, retail, and wholesale/distribution in a broad range of industries, including consumer goods, food and beverage, health and personal care, pharmaceuticals, medical devices, apparel and footwear, electronics, agriculture, home furnishings, and government.

## Be Part of Something Important

When you're a member of NASSTRAC, you're part of a worthwhile industry association. We're a leader in education. An advocate in Washington. Your connection to the industry.



### NASSTRAC, Inc.

9382 Oak Avenue Waconia, MN 55387 Voice: 952-442-8850 x208 Brian2008@NASSTRAC.org www.NASSTRAC.org

Contact: Brian Everett Executive Director



## **Nebraska Public Power District**

NPPD's Economic Development Team provides confidential plant location assistance.

We will help you with:

- Community Information
- Available Buildings
- Available Sites
- Customized Research
- Site Visitation
- State and Local Incentives
- Online Services

sites.nppd.com



### **An Economic Advantage** to Businesses

Most businesses understand that electricity plays a critical role in operations, whether it is in lighting a 150,000 square foot warehouse or keeping a conveyor belt moving. The Nebraska Public Power District (NPPD) understands this, too.

That's why NPPD - a public power utility with a chartered service territory covering 91 of Nebraska's 93 counties - promises to "safely generate and deliver low cost, reliable energy and provide outstanding customer service." It is NPPD's obligation to provide the power that will meet customers' current and future needs at a cost that keeps money in their pockets.

As a not-for-profit utility, NPPD generates power using a mix of fuel resources, such as coal, nuclear, wind, gas, and hydro, to keep electric rates as low as possible. In fact, Nebraska's industrial rates are significantly lower than the U.S. average.

### **A Central Hub for Business**

Nebraska, located near the geographic center of the nation, offers manufacturers strong regional markets, a strategic supply chain location, and quick and easy access to all parts of North America. Nebraska's transportation routes allow for more efficient and timely delivery.

The 482-mile stretch of Interstate-80 in Nebraska links the East Coast to the West Coast. Within one day, goods shipped by truck reach 26 percent of the U.S. population; add a second day, and the percentage skyrockets to 91 percent. In addition, the nation's two largest rail companies - BNSF Railway Company and Union Pacific Railroad - serve Nebraska. Union Pacific has its headquarters in Omaha and maintains Bailey Yard in North Platte, the largest rail freight car classification yard in the world.

### Resourceful

Look for yourself on NPPD's nationally recognized database - sites.nppd.com developed specifically to assist you in your search. Along with an integrated Geographic Information System, the database provides economic and demographic information for specific counties or communities within seconds. Spatial mapping allows instant information regarding the area.

Other information available online or from NPPD's Economic Development Team includes community facts books, profiles and available sites and buildings. Industry profitability studies or customized and confidential research can be provided.

Finally, NPPD's Economic Development Team is well acquainted with the state's tax incentive programs. The team can assist you in understanding the benefits and guide you through the application process.



### Nebraska Public **Power District**

PO Box 499 Columbus, NE 68602-0499 800-282-6773, Ext. 5534 402-563-5534 Fax: 402-563-5090 Email: dghall@nppd.com sites.nppd.com

## **Netherlands Foreign Investment Agency**



Minister Frank Heemskerk Dutch Minister for Foreign Trade

### **Mission Statement:**

The Netherlands Foreign Investment Agency (www. nfia.com) facilitates direct investments of foreign companies in the Netherlands through its network of offices in North America, China, Japan, Taiwan, Singapore, Malaysia, Korea, India, the Gulf Region and the United Kingdom. As a government agency, the NFIA provides information and practical assistance free of charge. All its services are provided on a confidential basis. These include providing insight and data with regard to site selection and logistics strategies; intensive, personal guidance on such matters as available incentives, permit procedures and tax structures. The NFIA has U.S. offices in Atlanta, Boston, Chicago, New York City (headquarters office) and San Francisco.

### — Netherlands— Foreign Investment — Agency—

### **NFIA**

North American Headquarters One Rockefeller Plaza 11th Floor New York, NY 10020 Tel: 212-246-1434 Fax: 212-246-9769 info@nfia.com www.nfia.com







"Establishments of foreign companies in the Netherlands contribute to our economic growth, are good for substantial direct and indirect employment, reinforce the strength of Dutch innovation, keep the Dutch business community sharp and connect our country to international business networks."

- Frank Heemskerk, Dutch Minister for Foreign Trade

Despite worldwide recessionary pressure, the Netherlands has maintained its status as one of the world's premiere business partners, serving as a "gateway to Europe" for more than 6,000 foreign companies. Six key reasons explain its continued success:

■ Strategic geographical position to service markets within the European Union, Eastern Europe, the Middle East and Africa

- Pro-business outlook that is engrained in the Dutch culture, along with a stable political environment
- Superior logistics and technology infrastructure
- Highly educated, multilingual and flexible workforce
  - Favorable fiscal climate
- Enviable "quality of life" attributes

The Netherlands is a small country (about the size of the state of Maryland). Its largest city (Amsterdam) has a population of three-quarters of a million people. And yet, it commands a central position on the world stage of economic growth and technological innovation. According to the report of the Economist Intelligence Unit for the years 2008-2012, the Netherlands places eighth in the rankings for "global business environment," applied to the world's largest 82 economies that account for more than 98% of global output, trade and FDI.

Approximately 10% of the Netherlands' GDP is generated by logistics activities. Among the highlights of its world-class logistics infrastructure are the Port of Rotterdam (PoR), the number one container port in Europe and ranking third worldwide on a total tonnage basis. PoR increased its cargo throughput by 2.7 percent in 2008. Together, the Dutch ports claim a 45% market share in Northwestern Europe. Amsterdam's Schiphol Airport is in third position among Europe's cargo airports and is fifth in number of passengers. The Netherlands is unrivalled in its convenient combination of sea and airport locations and excellent multimodal hinterland connections.

NFIA's pro-active approach in the marketplace is to provide specific business solutions for prospect companies. These include all the links in the corporate supply chain: European headquarters and distribution centers; logistics services; shared services centers; research and development; manufacturing; marketing and sales; and customer care centers.

The Netherlands sees its mission as adding value and economic competitiveness. To those ends, innovation and sustainability will predominate. Correspondingly, the focus will be more intense on key technologies and industries - among them, nanoelectronics, embedded systems, mechatronics and robotics. In addition, the NFIA will support a range of activities where the Netherlands offers strong propositions that create high value - namely, sectors such as the food industry, health care, chemicals and energy.



## **New Breed Logistics**



Louis DeJoy CEO

During our 41 year history we've continually strived to define what it means to be a new breed of 3PL.

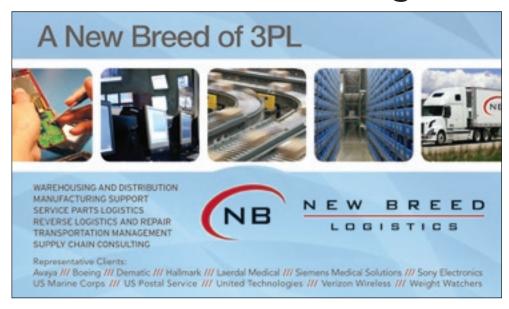
Our use of applied technology, focus on operational excellence, and people—empowered by a culture that rewards innovation and originality—bring new levels of visibility and control to supply chains that support warehousing and distribution, manufacturing, returns, repair and refurbishment, critical service parts networks, and materials management and procurement.

Our investment in clients' success, and collaborative relationships with those clients, build trust and confidence in partnerships that create immediate results and lasting value.

I invite you to learn more about what a new breed of 3PL can do for your supply chain.



New Breed Logistics 4043 Piedmont Parkway High Point, NC 27265 866-463-9273 info@newbreed.com www.newbreed.com



We define what it means to be a new breed of 3PL:

Process engineering and information systems lead the way. Logistics outsourcing is not about replacing name tags at outsourced facilities. It's working smarter across the entire supply chain to achieve the highest levels of performance, at the greatest overall value for our clients. For that, you need talented resources to simplify and automate processes. And you need systems to analyze, access, and manage critical supply chain information - systems that are in-place and quickly deployable. Our people, operations and use of applied technology make all the difference.

We thrive on large, complex operations. We have the resources and capabilities to handle any challenge. From distribution center operations and transportation management to highly sophisticated and technology-focused solutions

for reverse logistics, repair and refurbishment, service parts management, manufacturing support, materials management and procurement, and supply chain consulting, our combination of expertise, resources and technology allow us to provide complete visibility and improved levels of control over operations.

We're as big as you need us to be, but never overlook the smallest details. We manage millions of square feet of warehouse space across more than 50 distribution centers and employ more than 7,000 people. Our strength lies in developing and implementing comprehensive solutions for complex, high-volume, high-velocity, and high-value supply chain operations.

We meet the requirements. But we want to set the standard. New Breed operations conform to all the requirements of ISO 9001:2008, AS9120:2002, and ISO 14001:2004 standards for logistical warehousing, transportation management, distribution, returns processing, repair, and remanufacturing services. But at New Breed, simply meeting the standard is never enough. We demand and expect more of ourselves, because we know you demand and expect more of us – and you should.

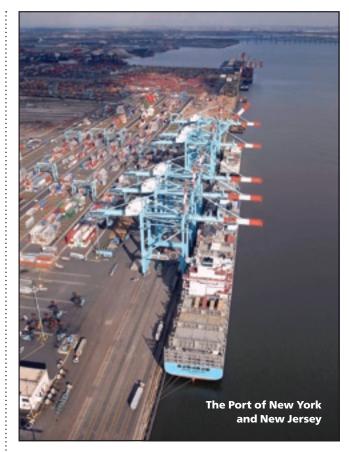
We invest in our clients' success. New Breed believes in long-term, collaborative client relationships and prudent risk sharing in pursuit of creating sustained value. We invest in labor and capital to support client solutions because we believe that if our clients succeed, so do we.

We are ready to partner with you. Visit www.NewBreed.com to learn more about why some of the world's most respected organizations rely on New Breed, or contact us today to discuss what we can do for you. Discover for yourself why we are a new breed of 3PL.

## The State of New Jersey

### **Programs and Services:**

- Site Selection Analysis
- Permitting and Regulatory Facilitation
- State Program Coordination
- Export Assistance
- Financing, Loans and Loan Guarantees
- Incentive and Tax Credit Programs



Situated at the heart of the Northeast Corridor, New Jersey gives you access to more than 100 million consumers located within a 24-hour drive. Our transportation resources keep you linked to the global economy, allowing you to quickly ship via air, water, land and rail.

### The Company We Keep Keeps Getting Better

Expansion Management
Magazine recently ranked New
Jersey #1 in the U.S. in terms
of transportation, warehousing and highway connectivity
as well as #2 in the U.S. for railroad service. So, it's no accident
that many prestigious and
profitable brands have major
warehousing and distribution

facilities in New Jersey.

Further, New Jersey has a wide range of logistics companies calling the Garden State home including Jevic Transportation, New Century Transportation and National Retail Systems.

### New Jersey's Centralized Location

In a global economy where access is everything, New Jersey's centralized location can help position your business for success.

New Jersey is one of the nation's most strategically relevant locations for business, as well as a gateway for international trade.

Our well-developed transportation infrastructure,

proximity to the national market, and extensive warehousing and distribution capabilities literally give New Jersey access to the world.

- The state boasts major port facilities in Newark and Elizabeth, and on the Delaware River, in Camden, Gloucester, and Salem; two major international airports (Newark-Liberty, and Atlantic City); miles of rail lines; and a highway system that connect ports of entry to intra- and inter-state markets.
- Northern New Jersey ranks #3 in the U.S for best waterborne commerce and Southern New Jersey ranks #4.
- More than 620 million tons of freight – valued at over \$850 billion – move through New Jersey's ports every year.

## Financial & Incentive Programs

Every business has different needs. And to best meet your unique needs for warehousing and distribution, New Jersey has a wide range of financial and technical support programs available to you including:

- Low-cost bond financing for remediation costs
- Incentive grants for job creation
- Rebates and low-cost financing for renewable energy systems, equipment and technologies
- Reimbursement for Brownfields cleanup costs
  - Workforce training grants
- Regulatory assistance to secure project permits and approvals

For more information about New Jersey's advantages, site selection services or for a customized proposal of New Jersey's financial and incentive programs, call 1-866-534-7789.



THE STATE OF NEW JERSEY

The State of New Jersey 1-866-534-7789 www.NewJerseyBusiness.gov

## **Nexus Distribution**



**Dean Hansen** Chairman & CEO



Will Hansen Principal

### The Nexus Way: Value-Added Exchange

We will honorably serve Customers, adding value in every exchange, at every interface.

### **Providing Solutions**

We will formulate and execute creative solutions that allow Customers to gain marketplace advantage, deliver superior service, and make wise investment across their supply chains.

### Continuous Improvement

We will uphold standards of excellence, never ceasing to document, evaluate, and improve.

### **Nexus Distribution**

3555 Salt Creek Lane Suite 100 Arlington Heights, IL 60005 Sales: 800-536-5220 sales@teamnexus.com www.nexusdistribution.com



exus is a 3rd Party Logistics Provider offering customized warehousing solutions and multi-modal transportation services. With 30 years of experience, Nexus offers cost-effective supply chain solutions that allow customers to achieve strategic objectives and focus on core business processes. We are differentiated by our dedication and flexibility to provide competitive services that promote the growth of our customer organizations, with customers ranging from midsized to Fortune 500 companies.

### Warehousing/Logistics

Nexus warehouses are located in Chicago, IL; Allentown, PA; and Atlanta, GA. Our expertise in inventory management and applications of supply chain technology provide the logistics advantage organizations need to survive in today's ever-changing market. Whether capacity requirements are large or small, Nexus ensures the seamless flow of product with quantifiable inventory accuracy levels of 99.9%.

### **Special Services**

- Cross Docking
- Labeling
- Packaging
- Kitting
- Light Assembly
- Consolidation
- Seasonal Storage
- Diversions
- Order Fulfillment
- Heavyweight

### **Transportation Services**

Nexus offers multi-modal transportation services and up-to-the-minute shipment tracking. Our private fleet provides next-day delivery to the 29 states surrounding our 3 regional locations. The Nexus Fleet is complemented by core carrier partnerships and Freight Management professionals that proactively respond to our customers' changing market environments and service requirements.

- Local and Over-the-Road
- Same-day Delivery
- Load Consolidation
- Dedicated Lanes
- TL and LTL
- Rail Intermodal
- Emergency/Expedited
- Drayage

- Tracking & Tracing
- On-line Reporting
- Transloads
- Diversions

### **Logistics IT Services**

Warehouse Management (WMS) and Transportation management (TMS) Systems are integrated real-time across each of our distribution centers.

- RF Scanning
- Bar Coding
- Custom Programming
- On-line Reporting
- EDI (Electronic Data Interchange)
- Client System Integration

## On Time. Real Time. Every Time.

Our strategic locations and services connect you to the customers and destinations you need to reach, on time, everyday. Tell us where you want to be and we'll take you there.



# logistics

## LOGISTICS PLANNER

### $\mathbf{NFI}$



Sidney R. Brown Chief Executive Officer

#### Mission

We free each of our customers to focus on their core business by managing commerce and "delivering the goods."
Our people make our solutions seamless through their uncompromising commitment to excellence and their can-do spirit.

#### Values

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





ounded in 1932, NFI offers a variety of supply chain services to help businesses manage, grow and succeed in today's marketplace. NFI is one of the largest privately held third party logistic providers in North America.

### ■ NFI Logistics:

We combine decades of transportation and warehousing expertise with industry-leading technology and award-winning customer service so that we can provide the best logistics solutions for your business.

are experts in warehousing solutions and can store and distribute your product in our millions of square feet of contract and public

warehousing space. We adapt to your inventory system, you don't have to fit into ours. We offer a full range of EDI interfaces and leading edge WMS software systems as well as value-added services.

■ NFI Transportation/
Over The Road: Local, regional and OTR service available for your truckload needs. On-time performance, 24 hour friendly customer service and the ability to track shipments on-line. EPA SmartWay Transport Partner.

■ NFI Transportation/
Dedicated: Fleets dedicated exclusively for your products. Completely tailored solutions. We take the worries out of managing the fleet so you can concentrate on running your business.

■ NFI Intermodal: We get your products there by rail quickly, seamlessly and in a "greener" way. NFI RoadRail" combines the best abilities of all our transportation modes to deliver service, savings and customized solutions for your most complex shipping needs.

million square feet owned and managed across North America. We can build-to-suit or find you the perfect location to lease. We build the best warehouses in the country because we know what it takes to operate the best warehouses in the country.

NFI is your one-stop resource for integrated supply chain solutions.



### NFI

1515 Burnt Mill Road Cherry Hill, NJ 08003 1-877-NFI-3777 contactus@NFlindustries.com www.NFlindustries.com



### **nVision Global**



Luther M. Brown Founder & CEO

#### **Mission Statement:**

nVision has evolved as one of the fastest growing Global Freight Audit, Payment & Logistics Management solution providers in the industry through two simple underlying principles: "Providing Customers with the Operational Business Intelligence they require to increase efficiencies and reduce costs within their supply chain" and secondly by "Providing a true global enterprise-wide solution with unsurpassed Customer Service by delivering more than is expected."



### nVision Global Technology Solutions, Inc.

World Headquarters 1900 Brannan Road McDonough, GA 30253 USA 770-474-4122 sales@nvisionglobal.com www.nvisionglobal.com



nVision Global is a leading Global Freight Audit, Payment & Logistics Management Solutions provider. With locations in The Americas, EMEA and APAC regions; our staff, fluent in over 25 languages, processes and pays freight invoices from over 190 countries worldwide.

From our roots as a North American service provider nVision Global has evolved to one of the fastest growing Global Freight Audit, Payment and Logistics Management solution providers in the industry.

Our customers have come to rely on our prompt, accurate, Sarbanes-Oxley compliant freight audit and payment services and software as well as our leading-edge information management analytical tools to increase efficiencies and reduce their overall supply chain costs.

Over the years we've continued to build on our success by "Partnering" with some of the world's most recognized companies from a wide array of industries to provide state-of-the-art technology, flexible processes and unparalleled customer service second to none in the industry.

As your global business partner, nVision Global is poised to provide your company a true single source global solution with the flexibility and foresight to meet your current and future needs. nVision Global's products and services provide year over year savings that go directly to the bottom line!

While each of our customer's demand products and services tailored to their unique needs, nVision Global with its flexibility and technology is ideally equipped to meet these requirements. Our commitment to excellence through continuous improvements, technology enhancements and customer service allows us to provide services efficiently and intelligently around the globe.

### nVision Global Highlights include:

- Processing Facilities on Three Continents
- Global Single Source Solution
- Industry Leading Analytical Tools
  - Multi-Lingual Staff
- Processing Freight Invoices From Over 190 Countries Worldwide
- Experts in Processing all Modes of Transportation
- Six Sigma Process Improvement Methodology

### Core Services include:

### Global Freight Audit/Payment

- Single Global Platform
- 120 Standard Data
- Elements Captured
  - Latest Imaging
- Technology
   Experts in Complex
- Account Coding

  On-demand Closings
  - Non-commingled
- Payments in any Currency

### Business Intelligence/ Information Management

- Industry Leading iFocus Dashboard
  - Global Mapping, Graphing
  - Ad-hoc Reporting
  - Least Cost Carrier

### Applications

■ Single Source Data Warehouse

### Logistics Management

- Benchmarking
- Vendor Compliance

### Reporting

- Shipment Tracking & Visibility
  - Rate Negotiations
- Key Performance Indicator (KPI) Development

### Claims

■ Loss & Damage Claims Software or Service

## Odyssey Logistics & Technology



Bob Shellman

Mission: To provide global leadership in chemicals and process industry transportation and logistics management—offering clients "best practice" services with enhanced visibility and actionable data across all modes, and delivering better platforms for capturing and sustaining supply chain competitive advantage.

Managed Logistics: Integrated technology and global operations services that leverage clients' supply chain strategies

Third Party Services: Scalable capacity solutions for domestic truck third-party services, including bulk product handling, ISO tanks, and packaged products

**Consulting:** Client project engagements that address network strategy, risk mitigation and cost reduction

### **OL&T At A Glance**

Odyssey Logistics & Technology (OL&T) provides worldwide logistics management services to the chemical industry and other process manufacturers.

OL&T delivers a comprehensive portfolio of logistics services to the chemicals and process industries so that customers' products are delivered safely, reliably and economically, with the advantage of shipment visibility and actionable data across all modes. The company manages logistics for products with a total product value in excess of \$40 billion. A sample list of our clients includes BASF, Firmenich, Colgate-Palmolive, Momentive, Nalco and Procter & Gamble.

### Services & Scope

OL&T's managed logistics and third-party services move products for clients between 125,000 origins and destinations in North America. International Freight Management shipments for clients move between 220 ports worldwide.

### History

OL&T began as an outgrowth of a merger of Union Carbide with Dow Chemical. It

was a management-led spinoff from that transition. The company has drawn from its chemical and process background to become a leading logistics service provider with a special focus on these industries.

Odyssey Logistics & Technology is headquartered in Danbury, CT and has 355 employees globally. The company has offices in Charlotte, NC, Hackettstown, NJ, Belgium, and Ukraine.

### Outlook

2008 was a year of significant growth for the company; managed logistics services volume grew by 38%. Projections for 2009 are for continued double digit growth propelled by Odyssey's operational expansion into Europe and Asia. Odyssey has experienced an annual average revenue growth rate of over 30% during the past 3 years.

#### **Investors**

Odyssey Logistics & Technology is privately held, with the majority of shares owned by private equity firms with investment capital exceeding \$4 billion. Investment funds include Trident Capital, Boston Millenia Partners, RRE Ventures, LogiSpring (Geneva) and CMEA Ventures.



Odyssey Logistics & Technology Corporation

39 Old Ridgebury Road Danbury, CT 06810 866-487-7481 www.odysseylogistics.com



## Old Dominion Freight Line, Inc.



**David S. Congdon** *President and Chief Operating Officer* 

**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 Freight Line, Inc. 500 Old Dominion Way Thomasville, NC 27360 336-889-5000 www.odfl.com



# Helping the world keep promises.™

t OD, we pride ourselves on establishing long-lasting, mutually beneficial relationships with all our customers. Part of our job in building that relationship is to continually help you keep the promises you make to your customers. We do that through our four major product groups: OD•Domestic, OD•Expedited, OD•Global and OD•Technology.

**OD-Domestic** provides complete nationwide coverage - our single source operation helps you keep your Domestic Less-than-Truckload promises with confidence. Our super regional service allows you to ship nationally, interregionally and intraregionally within the Northeast, Southeast, Midwest, Central states, Gulf states and West regions of the country, with the most competitive transit times available. With over 206 service centers, we are your LTL solution.

**OD-Expedited** and our Speed Service products provide the fastest, most affordable strategies for helping you keep your promises. You can customize our expedited services to fit your schedule. We provide daily, on-time deliveries, guaranteed deliveries within normal transit times and timespecific deliveries, including air – all tailored to meet your specific needs. We guarantee on-time delivery or your freight charges are free, excluding air. We provide online tracking and tracing, monitored shipments 24/7 and a seasoned, proactive team to serve you.

OD•Global helps you keep promises on a global scale, whether it's container drayage here in the U.S. or a seamless supply chain to or from the Far East. And it's our job to create the fastest, most affordable strategy to keep those promises. We offer direct service to Canada, Mexico, the

Caribbean, Alaska and Hawaii, as well as reliable worldwide less-than-container load and full-container load service to the Caribbean, Europe, the Far East, Central & South America and points in between. We also offer complete supply chain visibility, speedy bill of lading release and interchange agreements with all major steamship lines, as well as assembly and distribution, documentation services and international air freight service.

OD•Technology leads the industry in using advanced technology to help the world keep promises. We put the world at your fingertips through our award-winning web site, www.odfl.com. Trace shipments, get rate estimates, schedule pickups, check transit times and access general information about OD. On the secured area of the site, odfl4me.com, even more management tools are available to you, including enhanced tracing, customizable reports, view documents, interactive bill of lading and customized rate estimates for your specific pricing program.

At OD, we take "Helping the world keep promises" seriously. Very seriously. We've been doing it for over 75 years now. We do it because we are ONE company, not separate operating groups or business entities pretending to act as one company. That's how we're able to provide you with a complete supply chain solution from beginning to end. On all levels of our customer service, thousands of OD employees are dedicated to helping you keep your promises each and every day. That's our promise to you.



### **OnTrac**



Robert E. Humphrey, Jr. Chief Operating Officer

#### Mission Statement:

At OnTrac, our customers operate in time-sensitive environments and can be assured that we understand the importance of every shipment we deliver. OnTrac has a reputation for delivering service excellence and our "can do" attitude is the hallmark of our success. Flexibility and our money-back service guarantee assure that we're committed to exceeding the expectations of our customers.



### **OnTrac**

Contact:
Mark Magill
Director of
Business Development
Main phone number:
800-334-5000
Direct cell phone:
818-482-0844
Email: mmagill@ontrac.com
ontrac.com



nTrac is the regional leader in overnight and time-critical package delivery. We deliver to the six largest western states offering overnight service to California, Arizona and Nevada and 2-day service to Oregon, Washington and Utah. With a delivery coverage area of over 50 million people, our service area is comprised of nearly 20% of the U.S. economy.

At OnTrac, we are committed to providing highest quality of service at the most competitive rates. OnTrac has rates up to 40% less than national competitors and can often save customers a day in transit, therefore increasing your productivity by improving the transit time of your shipments.

With nearly 1,200 conveniently located drop boxes and pickups as late as 9:00 pm in some areas, OnTrac understands the importance of flexibility and operating in time-sensitive environments. We routinely go the extra mile to help get the job done for our customers. For more information, call 1-800-334-5000 or visit ontrac.com.

## OOCL



Erxin Yao President OOCL (USA) Inc.

### **Mission Statement:**

To be the best and most innovative international container transport and logistics service provider; providing a Vital Link to world trade and creating value for our customers, employees, shareholders and partners.



### OOCL

U.S. Headquarters 2633 Camino Ramon Suite 400 San Ramon, CA 94583 Toll Free: 1-888-388-OOCL www.oocl.com



### IT and Supply Chain

As a total logistics service provider and an industry leader in IT applications, OOCL offers our customers tailormade transport and logistics solutions at every stage of the supply chain.

OOCL's sophisticated integrated real-time web based platform, IRIS-2 (Integrated Regional Information System) offers customized service and allows us to route our customers' cargo via the fastest transit route and the lowest costs.

We launched the online interactive product My OOCL Center in March 2009. My OOCL Center was designed to offer OOCL customers advanced capabilities, help lower their business costs, save time and offer total transparency and maximum control in their supply chain.

However, we believe that even the best IT system is only a platform. It's the people who actually deliver the service – and OOCL employees aim to satisfy all our customers' individual business needs.

### **Global Network**

OOCL has 280 offices in 55 countries. Linking Asia, Europe, North America, the Mediterranean, the Indian subcontinent, the Middle East and Australia/New Zealand, the company offers transportation services to all major east/west trading economies of the world. OOCL is one of the leading international carriers serving China, providing a full range of logistics and transportation services throughout the country. OOCL has operated in China since the 1980s and we pioneered many services, including intermodal container train, Reefer-on-Rail and domestic services in China.

### **Environment**

OOCL believes that by taking a proactive role in caring for the environment, we can help minimize our carbon footprint, as well as other harmful pollutants such as sulphur oxides (SOx), nitrogen oxides (NOx) and particulate matters, and make the world a better place to live for ourselves and future generations.

We voluntarily cooperate with many programs and standards around the world, and have received numerous awards and recognition for our achievements and quality practices. Despite the current difficult operating environment, we believe that businesses around the world cannot afford to ignore the long-term threat of climate change to our planet, which will ultimately affect the communities where we live and work.

### **OOCL Logistics**

OOCL Logistics Ltd. is a wholly-owned subsidiary of Hong Kong Stock Exchange listed Orient Overseas (International) Ltd. OOCL Logistics is an international supply-chain management and logistics service provider with a network of 72 offices in 28 countries in North America, Europe and Asia. OOCL Logistics offers a comprehensive set of sophisticated physical, information and management solutions to serve the diverse supply chain needs of customers around the world, and provides a full range of logistics and distribution services throughout China. OOCL Logistics is an industry leader in supply chain information technology, and the PODIUM° suite of logistics applications provides an individual customer-focused system for supply chain management.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2010 and beyond!

## Panther Expedited Services, Inc.



Andrew C. Clarke
President and CEO

#### Mission Statement:

Panther Expedited Services, Inc. is committed to providing premium logistics solutions and consistently exceeding our customers' expectations. We will experience continued growth and enhanced corporate profitability through state-of-the-art technology and investing in our most valuable asset, our people.







■ Transport Topics Top 100■ Inbound Logistics Top 100

## Panther Expedited Services, Inc.

4940 Panther Parkway Seville, OH 44273 800-685-0657 Fax: 330-769-5845 salessupport@ pantherexpedite.com www.pantherexpedite.com



### **Company Overview:**

Founded in 1992, Panther Expedited Services is the largest, independent provider of premium logistics services. With on-demand, single source solutions, Panther offers dedicated service to and from any location in the world.

Our technology, network strength, and world class customer service have resulted in industry leading on-time service levels, millions of dollars in cost-savings, and numerous industry awards. Our easy to use web-based quoting, booking, and tracking platform works in conjunction with our 24/7/365 customer service centers to provide real-time visibility into your supply-chain.

### **Service Offerings:**

Ground. With over 1,600 unscheduled exclusive use vehicles, Panther operates the largest and most diverse ground expedite fleet. More than just cargo vans, straight trucks, and tractor trailers, our fleet includes sprinters, flat-bed, step-deck, temperature-controlled and validated, AA&E, HAZMAT, and secret-

cleared equipment.Our fleet is equipped with Qualcomm OmniVision satellite tracking, so we are able to electronically dispatch the "right" truck in 90 seconds with pick-up in less than 90 minutes. Finally, you can track your shipment down to the street level to give you piece of mind that your shipment is en route and on-time.

Air. Panther manages an unparalleled global network with over 4,000 ground and air integrators, line-haul carriers, and cartage agents for time definite services. With Air Charter, NFO, Next Day, 2nd Day, 3rd Day, and Deferred air freight services, Panther is able to optimize freight by mode, carrier, and delivery to ensure the lowest cost-to-service ratio in the industry.

Ocean. Panther offers a full array of ocean freight services. We can handle any size shipment, from less-than-container to full container loads, special equipment, and oversized cargo. We provide streamlined freight forwarding to book your cargo, arrange for pickup and delivery, and manage all shipping documentation.

Warehousing. Housing just enough inventory to meet demand can be challenging and costly. With Panther you can achieve a warehousing solution that will optimize your use of capital, enhance customer service, and improve inventory management.

Regardless of the mode, service or pick-up and delivery locations, we stand alone in our ability to provide the most cost effective supply-chain solutions for your time sensitive and high value freight.





## **Penske Logistics**



Vincent W. Hartnett

President

### **Customized Solutions:**

- Lead Logistics (LLP)
- Dedicated Contract Carriage (DCC)
- Distribution Center Management
- Regional Transportation Management
- International Transportation Management
- Inbound & Outbound Logistics Management









### **Penske Logistics**

Worldwide Headquarters Route 10, Green Hills Reading, PA 19603

### **Global Offices**

USA: 1-800-529-6531 Brazil: +55-11-3738-8200 China: +86-21-6327-8566 Netherlands: +31-165-576700

Mexico: +52-844-288-2444

www.PenskeLogistics.com

### Helping you succeed.

Our goal is to focus on your success. We work one-to-one and engineer customized solutions that drive down costs, elevate service and improve business performance. We also instill process excellence and continuous improvement in everything we do. Penske provides the experience, know-how, technology, and the customized supply chain solutions you need to succeed every day.

### **Engineered solutions.**

Leading companies around the globe trust
Penske Logistics to help them reduce costs and manage the complexities of their expansive supply chains. Supply chain management requires careful engineering, planning, modeling, and proven results. We strive to ensure you get the same care virtually anywhere in the world.

### Proven results.

Fresh perspectives and personal service are what our customers value most. Our 40 years of expertise spans many industries. This strong knowledge base coupled with innovative technology enables Penske to engineer and execute today's most sophisticated supply chain solutions.

# logistics

## LOGISTICS PLANNER

## **PeopleNet**



Ronald Konezny Chief Executive Officer

### **Mission Statement:**

PeopleNet increases the efficiency, improves the safety, and increases the profitability of fleet owners through the use of our highly configurable and innovative solutions combined with our focused knowledge of the industry and the customer.





### **PeopleNet**

4400 Baker Road
Minnetonka, MN 55343
Phone: 888-346-3486
Fax: 952-908-6129
info@peoplenetonline.com
www.peoplenetonline.com



eopleNet increases the efficiency, improves the safety, and advances the profitability of fleet owners through the use of highly configurable and innovative solutions. PeopleNet's suite of products enable an ever-growing set of high-value applications, including route management, supply-chain communications, end-to-end vehicle management, driver services, and safety, security and compliance.

PeopleNet's history of innovation begins with the first Internet-based and integrated onboard computing and mobile communications systems for the transportation industry. Its open interface integrates locating, messaging and driver performance data with the leading back-office applications, including routing and dispatching, fuel tax, driver performance reporting, and more.

PeopleNet BLU" is an in-cab platform that is built with hardware extensibility, and surplus memory and power that delivers the following efficiency-driving tools to fleets from coast to coast and throughout Canada.

- Precise GPS satellite tracking pinpoints vehicle location at any time.
- Locating & Messaging keeps track of fleets, monitors customer loads, predicts delivery times, prints mileage and routing reports and more.
- Two-way, in-vehicle data and voice communications ensures efficient communication throughout the supply chain
- PerformX\* increases fuel economy and manages drivers. As a monitoring and reporting tool, it manages operating costs and helps fleets run more effectively.
- PACOS® automated messaging and geofencing platform provides exception-based communications and automated arrival and departure notification.
- eDriver Logs\* help automate hours of service and take the paperwork out of the traditional driver logbook process.

- Onboard Event Recording gives you the ability to access second-by-second recorded data. Fleets can monitor driver habits, alter behavior, take corrective action and potentially prevent accidents.
- Activity Standards provides a benchmark for improving driver and fleet productivity. It gives you exacting knowledge about how your drivers and your fleet compare against the norm, so you can improve business efficiency, manage exceptions and ensure proper pricing of business based on time and miles.
- In-Cab Navigation solutions give drivers timely, accurate route information to avoid excessive fuel, labor and equipment expense-in addition to meeting ever-increasing on-time delivery demands.

Anticipating your needs before potential problems happen. That's the level of commitment you can expect from PeopleNet. It goes beyond the support involved in implementing a system. From project management to conducting a complete process flow analysis and implementation, PeopleNet can help improve operations on any level.

Headquartered in Minneapolis, PeopleNet is the fastest-growing provider in the transportation industry. Its dedicated customer support team is available 24/7 to answer your questions. PeopleNet serves several Fortune 500 companies and has signed more than 1,500 customers since its inception over 15 years ago.

PeopleNet BLU is a trademark of PeopleNet Communications Corporation. eDriver Logs, PerformX, and PACOS are registered trademarks of PeopleNet Communications Corporation. ©2010 PeopleNet Communications Corporation. All rights reserved. This information is subject to change without notice.



## **Performance Team**



Craig Kaplan President

Our focus has always been on building partnerships through leveraging our expertise, human capital, technology, and integrity. Today's supply chain solutions depend on absolute commitment to these ideals.





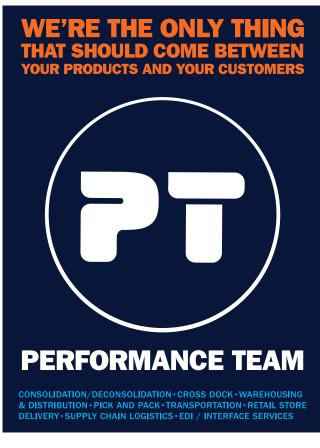
Los Angeles • Seattle
Dallas/Fort Worth
Miami • Charleston
Northern CA • Inland Empire
New York/New Jersey



### **PERFORMANCE TEAM**

### **Performance Team**

11204 Norwalk Blvd Santa Fe Springs, CA 90670 562-345-2212 Cliff Katab, Executive VP marketing@ptgt.net



erformance Team has been providing the retail and manufacturing industries with a wide range of supply chain services for nearly 25 years. Through eight domestic hubs, over 3.7 million square feet of warehouse space, and a fleet of more than 350 trucks, our skilled team of 3,000 dedicated employees process \$70 billion in wholesale goods annually. We've worked hard to earn and maintain a reputation as one of the leading trucking, consolidation, and distribution companies in the U.S. Here are a few ways we can help you serve your customers efficiently.

### **Distribution**

Whether your needs are basic or complex, we have

the infrastructure, material-handling equipment, information technology, and management expertise to handle any challenge. We are especially proficient at adding flex space and human resources to adjust to your seasonal demands. Talk to us about how you can eliminate your need for lengthy and costly real estate investments, as well as unneeded construction and equipment, labor management and technology purchases.

As your business expands, requiring additional space or more sophisticated solutions, Performance Team can rise to meet your strategic distribution needs.

### **Transportation**

Our customers compete in fast-paced retail and manufacturing industries, demanding precise, accurate, and informed transportation support. Performance Team has the skills and technology to support those 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.

### Logistics / Consulting

To Performance Team, logistics means strategy, execution and integrity. Our solid experience in supply chain service enables us to analyze your business, devising custom, efficient, effective and flexible solutions to best maximize the movement, handling and distribution of your goods. Our logistics consulting expertise can help you craft robust growth-oriented distribution systems, increasing your return on assets while managing overhead without losing sight of your goal - giving your customers the best service available.

### Technology

Performance Team utilizes best-in-class technology to streamline and improve the movement and visibility of your products and information. Integrating our world-class WMS and TMS systems with yours, and your clients' ERP systems, is handled through sophisticated enterprise application integration tools, utilizing well-understood EDI standards or proprietary interfaces as our customers require.



## **Pilot Freight Services**



**Richard G. Phillips**Chairman of the Board

### Corporate Mission Statement:

Pilot strives to be the best global provider of customized transportation and logistics in the industry. We focus on quality every day, by providing extraordinary service and innovative solutions. We continually empower our people and reward excellence.



## Transportation and Logistics Experts

Pilot Freight Services is a full-service transportation and logistics company with 75 locations throughout North America and a worldwide network of overseas agents, offering global coverage in more than 190 countries. As your transportation and logistics experts, we equip you with everything you need to move your cargo, delivering your shipments by air, land and sea, anywhere in the world.

Though Pilot is North America's largest privately held freight forwarder, our full range of services is provided with a personal touch. These include time-definite Domestic and International air transport, Ocean Freight, Special Services such as B-to-B or home delivery, Automotive Services for OEMs, Logistics Services such as warehousing and inventory, and Transborder Services with complete customs brokerage.

Pilot's ability to address each customer's need with a uniquely tailored solution makes it the right fit for shippers, and budgets, of all sizes. We leverage the resources of world-class air carriers, ocean shipping companies, ground transport and warehouse networks for you. That nimbleness helps us negotiate the best flights, overseas connections, drivers and carriers, and warehousing space and services to meet vour exact cost criteria and standard of excellence.

This focus on proactive customer service is reflected in everything we do. Our advanced IT capabilities provide you with access to

a full range of convenient services to make your shipping process faster and easier. For example, CoPilot, our online shipping navigator, allows you to get quick quotes, book and track shipments anywhere in the world, receive proof of delivery, email alerts, customized reports and more.

Pilot Freight Services has dedicated 40 years to building our reputation, customer by customer. We have earned a reputation for distinguished service in the industry and proudly carry the ISO 9001 and ISO 13485 certifications.

So, whether you ship nationwide or worldwide, trust Pilot's professionals to meet your needs. We are available 24 hours a day, 365 days a year, via our National Customer Service hotline at 1-800-HI-PILOT.



Pilot Freight Services 314 N. Middletown Road Lima, PA 19037 1-800-HI-PILOT www.pilotdelivers.com

# logistics

# LOGISTICS PLANNER

## **Port Corpus Christi**



John P. LaRue Executive Director

### **Mission Statement**

It is the mission of Port Corpus Christi to serve as a regional economic development catalyst while protecting and enhancing its existing industrial base and simultaneously working to diversify its international maritime cargo business.



### **Port Corpus Christi**

222 Power Street Corpus Christi, TX 78401 Main: 361-882-5633 Toll free: 1-800-580-7110 Fax: 361-882-7110 portofcorpuschristi.com









## Port Corpus Christi. Delivering Today. Growing for the Future.

Port Corpus Christi is one of the top ten ports in the United States. For more than 80 years we have offered shippers a profitable alternative to other, more crowded roads of trade. From oil and petrochemicals to agricultural and project cargo, the Port successfully handles the goods of the world.

Port Corpus Christi lies along the Texas gulf coast, 150 miles northeast of Mexico. The warm, dry climate of South Texas and the Port's modern, multipurpose infrastructure support year-round operations, making it an ideal location for improved cost-effectiveness and greater productivity. Shipping through Port Corpus Christi provides shippers and freightforwarders the advantage of a strategic central location, plus a 45' deep, straight ship channel; dockside rail from three class I carriers; excellent highway access; flexible and productive labor force; heavy

lift capabilities; 125-plus acres of open storage and fabrication sites; some 300,000 square feet of covered dockside storage; and updated and expanded security operations.

As the economic engine of the Texas Coastal Bend, Port Corpus Christi is experiencing tremendous growth. We are diversifying beyond our traditional ag, petroleum and petrochemical business with project and breakbulk cargo, military, frozen cargo, and wind turbine components. The Port currently has four major wind-turbine manufacturers shipping equipment through our facilities. Coastal Bend Cold Storage is a state of-theart, 100,000-square-foot refrigerated warehouse that boasts chilled and frozen space a short 60 feet from dockside and enclosed, temperaturecontrolled, rail and truck loading docks. Cargo Dock 8, the strongest open wharf on the Gulf of Mexico, is moving thousands of tons of wind turbine, military and breakbulk

shipments everyday. Important infrastructure growth is also generating new opportunities. Three developments in particular are already having an impact. The Joe Fulton International Trade Corridor has not only opened nearly 12 miles of new and existing roadway and seven miles of new rail line (vastly improving overland transportation access), it has added four miles of ship channel frontage and 630 green-field acres for development.

Also under development is the La Quinta Trade Gateway, an 1,100-acre container terminal. Its 3,800-foot shoreline and channel depth affords space for the largest and most efficient containerships. When complete, La Quinta will be a rational solution to the congestion at East and West Coast ports and increased trade through the expanded Panama Canal.

Perhaps most important is the return of Naval Station Ingleside to port ownership in 2010. The base infrastructure (including a world-class wharf and two piers adjacent to the ship channel) is less than 20 years old and offers outstanding commercial, industrial and shipping opportunities.

Port Corpus Christi also offers one of the largest Foreign Trade Zones in the United States. At almost 25,000 acres, Foreign Trade Zone #122 provides numerous advantages to our customers – deferred, reduced and eliminated duties, no Ad Valorem taxes, no quotas, and simplified inventory controls and record keeping.

Outstanding infrastructure. Strategic location. Extraordinary management and staff. Whatever you need to ship, Port Corpus Christi is ready.

## **Port Freeport**



A.J. Reixach, Jr.

Executive Port Director/CEO

Port Freeport came into being more than 100 years ago when the first jetty system was built in Freeport, Texas. Since that time, Port Freeport has become one of the fastest growing ports on the Gulf Coast and currently ranks 16th among U.S. ports in international cargo tonnage handled.



ith a current channel of 45-foot depth, soon to be widened and deepened, just 3 miles from open Gulf of Mexico waters, Port Freeport offers more than 7,500 acres for future development.

Port Freeport serves its customers and stakeholders through development and marketing of competitive world-class navigational capabilities, technically advanced marine and multimodal terminal services and port-related industrial facilities while achieving profits and

creating jobs as a leading economic catalyst for the Port and the Texas Gulf Coast. Port Freeport offers the following benefits: rail, highway, vessel and/or barge transportation can be seamlessly utilized; direct access to the Gulf Intracoastal Waterway, Brazos River Diversion Channel, State

Highway 36, State Highway 288, and Union Pacific Railroad; only a few minutes commute from quality schools, housing and medical care and just 59 miles south of downtown Houston, Texas - the nation's fourth largest city; surrounded by a highly qualified, technical labor pool; available existing water supply, wastewater collection, electrical distribution, gas and telephone; existence of adjacent properties that could support future growth and development; air freight service by all national carriers from multiple surrounding airports within 60-mile radius; availability of local, high-quality trainable workforce and close proximity to universities and technical colleges; ability to manage inventory and/or manufacture duty deferred, inside our Foreign-Trade Zone; Texas is a right-to-work state, which leaves you the right to choose between union and non-union labor; the state of Texas, Brazoria County and Port Freeport offer competitive incentives, tax credits and exemptions.

For more information about Port Freeport and the benefits we provide, please visit our Web site at www.portfreeport.com, e-mail us at wilson@portfreeport.com or call us at 1-800-362-5743, extension 4265.

### 200 W. Second St. Third Floor Freeport, TX 77541 Tel: 800-362-5743

**Port Freeport** 

Fax: 979-233-5625 wilson@portfreeport.com www.portfreeport.com PORT FREEPORT

### **Port of Galveston**



he Port of Galveston is located on the northern shore of Galveston Island, at the mouth of Galveston Bay, only 9 miles from the open Gulf of Mexico. The Port is situated on the Gulf Intracoastal Waterway, the Interstate Highway system and is served by both Western U.S. Class 1 railroads; BNSF Railway and the Union Pacific Railroad.

The Port of Galveston is a significant contributor to the Galveston Bay-Houston regional and Texas state economies. The Port, through its activities, provides an annual estimated economic impact to the State of Texas of over \$900 million. Current average annual cargo volumes total approximately 5.8 million short tons.

In 2009, the Port of Galveston ranked as the #1 cruise ship

port in Texas and in the Gulf of Mexico, the 9th busiest cruise Port in the U.S. and one of the top-twenty cruise ports in the world. The Port is currently the year-round "Home Port" to the Carnival Cruise Line ships, Carnival Conquest and Carnival Ecstasy, and seasonal "Home Port" to Royal Caribbean International's Voyager of the Seas.

The Port of Galveston, located less than an hour's drive from downtown Houston, is home to several ship repair facilities, one of which operates one of the largest dry docks west of the Bahamas, two stateof-the art cruise terminals with three cruise ship berths, a short-line port-terminal railway, an export grain elevator and facilities to handle all types of cargo including containers, dry and liquid bulk products and materials, general cargo, roll-on/roll-off cargo, refrigerated cargo and project cargoes. The Port of Galveston also has available property for lease and development.

### Port of Galveston

123 Rosenberg Ave., 8th Fl. Galveston TX 77550 Phone: 409-765-9321 Fax: 409-766-6171 www.portofgalveston.com





### **Port of Houston**



Alec Dreyer Chief Executive Officer Port of Houston Authority









## The Port of Houston Delivers Diverse Facilities, World Class

As one of the largest ports in the world and handling 225 million tons a year, the Port of Houston is a 25-mile-long complex of public and private terminals located along the 53-mile-long Houston Ship Channel, situated eight miles from downtown Houston.

The port is the main driver of global trade and commerce along the U.S. Gulf Coast. A vast network of interstate highways and three Class-One railways connect Houston with an inland market of approximately 100 million customers within 1,000 miles of the port. Over 25 million square feet of distribution centers near the port and other centers are growing around the Houston metropolitan area. More than 7,700 vessel calls and 150,000

barge transfers are made at the port each year, and 88 steamship lines offer service linking Houston with more than 1.053 ports.

The Port of Houston Authority owns, operates, or leases out the public facilities of Houston's port, including the Houston Public Grain Elevator, Bulk Materials Handling Plant, Woodhouse Terminal, Turning Basin Terminal, Care Terminal, Jacintoport Terminal, Fentress Bracewell Barbours Cut Container Terminal, and the **Bayport Container and Cruise** Terminal. This diversification enables PHA to handle all types of cargo: general cargo, containers, grain, dry bulk, project cargo and shipments of heavy-lift equipment.

Bayport's container terminal is expected to have a capacity of 2.3 million TEUs. The ultimately 1,043-acre facility is in its third year of operation and will be expanded in phases as market demands dictate. Committed to leadership in environmental stewardship, PHA's award-winning environmental programs have helped heighten maritime industry standards for air quality, water quality, solid waste reduction and energy efficiency. PHA's Barbours Cut Terminal and Central Maintenance Facility are the first of any U.S. port facilities to attain ISO 14001 certification.

Dove-tailing the success of its Environmental Management System, PHA attained ISO 28000:2007 certification for its Security Management System in 2008.





### Port of Houston Authority 111 East Loop North

Houston, Texas 77029 713-670-2400 www.portofhouston.com

### **Port of Oakland**



Omar Benjamin Executive Director

### **Mission Statement:**

We devote our skills and the Port's resources to providing the highest quality facilities and services to our airport, real estate and seaport tenants and customers.

Through their activities and our policies, we enhance the economic, social and environmental well being of Oakland and the region, while generating earnings to reinvest in our activities.



Port of Oakland 530 Water Street Oakland, CA 94607 510-627-1100 www.portofoakland.com



## A Message from Executive Director Omar Benjamin:

The Port of Oakland has met the challenges of a transformative 2009, and we are buoyed by stronger economic signals and trade growth on the horizon.

The Port has launched several initiatives, which are helping to make the Port an easier and more cost-effective place to do business, and promoting greater efficiency and sustainability in your supply chains:

- The planned redevelopment of the 168-acre former Oakland Army Base. This land, adjacent to the port, is envisioned to be a world-class trade and industry center, with transportation and logistics facilities serving the Bay Area and beyond.
- Completion of harbor and channel deepening to 50 feet MLLW. This \$410 million dredging project spanned almost 12 years and involved the U.S. Army Corps of Engineers, the California Coastal Conservancy, community stakeholders, and our terminal operators. This dredging will ensure the Port can accommodate the next

generation of post-Panamax container vessels.

- A \$700 million, 50-year agreement with Ports
  America to operate Berths
  20-24. This landmark privatepublic partnership addresses the changing dynamics of container transportation, and puts the port on a firm footing for future growth. Ports
  America formally opened its terminal on January 4, 2010.
- Adoption of the Maritime Air Quality Improvement Plan (MAQIP), which is our comprehensive plan to reduce emissions by 85 percent by 2020.
- Adoption of the Comprehensive Truck Management Program (CTMP), which in part bans pre-2004 trucks from serving the port that have not been retrofitted to reduce diesel particulate matter. The CTMP does not introduce any new fees, minimizes bureaucratic burdens, and allows both independent owner operators and employee drivers to continue to serve the Port.

The Port joined the five other major West Coast ports, together with Union Pacific Railroad and BNSF Railway, to create the U.S. West Coast Collaboration. This group, while continuing to compete with each other for business, will collectively market the advantages of the West Coast as America's gateway to the international community of ocean carriers and beneficial cargo owners. The group will also advocate for greater strategic focus and federal funding for transportation infrastructure projects.

Also, the UP has completed trackage improvements and bridge and tunnel clearance modifications to the Donner Summit route. This will provide faster and more efficient transit between the Port and America's heartland. BNSF Railway is also continuing its improvements in the Tehachapi Pass that will further strengthen Oakland's rail network to and from inland markets.

As the 5th busiest port in the U.S., Oakland continues to be a strategic solution for both importers and exporters. More than 28 ocean carriers connect Oakland to virtually every country in the world, and our central gateway enables you to reach more than 50% of U.S. consumers within just two intermodal days.

In 2010, we will continue with our innovative collaborations and partnerships to further improve Port operations and efficiency. But that is not enough. We will also continue to provide leadership and stewardship to reduce the environmental impact of maritime operations, while ensuring business productivity and service value to our customers.

My team and I look forward to working with you this year to help you capitalize on opportunities and reach your business goals.



### **Port of Tacoma**



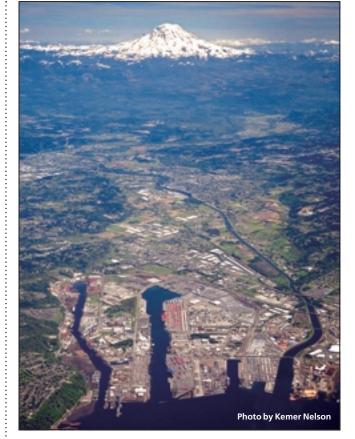
**John Wolfe** *Interim Executive Director* 

### Vision Statement:

To be the most efficient global gateway in North America, a catalyst for community vitality, a steward of our environment, and a source of regional pride.

### Mission Statement:

The Port's mission is to create sound economic growth in Pierce County and Washington state.



major U.S. West Coast maritime cargo gateway, the Port of Tacoma is a leading North American container port, handling more than \$36 billion in annual trade and about 1.6 million TEUs (20-foot equivalent units) each year. The Port is also a major center for breakbulk, project/heavy-lift cargoes, grain, and automobiles and medium-duty trucks.

Located on about 2,700 acres on Commencement Bay–a natural, deep-water harbor in Southern Puget Sound-the Port's business is focused on shipping terminals, warehouse and distribution activities.

The Port leases marine terminals and also operates its own facilities. Major international carrier customers include Evergreen, Hyundai Merchant Marine, "K" Line, Mitsui O.S.K. Lines and Yang Ming Line.

Horizon Lines and Totem Ocean Trailer Express (TOTE) serve the Alaska market from the Port of Tacoma. More than 70 percent of all waterborne commerce between the Continental United States and Alaska crosses Tacoma docks, making the Port the "Gateway to Alaska."

The Port's breakbulk carriers include Wallenius Wilhelmsen, World Logistics, NYK Ro/Ro and a wide variety of charter services. From Port docks, large, oversized loads are easily permitted and expedited via a number of qualified trucking firms to and from all major points in the Northwest United States and Western Canada.

About 120,000 vehicles per year are processed at the Port's state-of-the-art Auto Facility. Customers include Isuzu, Kia, Mazda, Mitsubishi, Suzuki and Fuso medium-duty trucks.

The Port has outstanding intermodal operations, with four on-dock intermodal rail yards and direct connections to BNSF Railway, Union Pacific Railroad (UP) and short-line provider Tacoma Rail. UP also handles domestic intermodal lifts at the Port's South Intermodal Yard.

Port terminals are located less than five minutes from Interstate 5, a major northsouth freeway, and just 30 minutes from Interstate 90, a major east-west freeway. This provides easy access to a large network of logistics providers, transloaders and distribution centers to serve a regional population expected to grow by one million over the next decade.

Learn more at: www.portoftacoma.com



### **Port of Tacoma**

One Sitcum Plaza Tacoma, WA 98421 Phone: 253-383-5841 Fax: 253-593-4534 www.portoftacoma.com



### **PREI**®

### Prudential Real Estate Investors-Latin America

### PREI's Partners in Mexico include:

















### "Global Knowledge... Regional Expertise... Local Execution..."

Prudential Real Estate Investors is the real estate investment management business of Prudential Financial, Inc. (NYSE:PRU). PREI, comprised of fund management centers in the US in Parsippany, New Jersey and Atlanta, Georgia; and globally in Munich, London, Singapore and Mexico City; is supported by a network of local offices throughout the world. PREI's specialized operating units offer a broad range of investment opportunities and investment management services in the United States, Europe, Asia and Latin America.

As of September 30, 2009, PREI managed \$43.3 billion of gross assets (\$23.7 billion net).

PREI offers a broad range of real estate investment management services around the globe. PREI is active in all of Mexico's main industrial markets with an on-theground team of dedicated investment professionals who actively manage its expanding industrial portfolio in association with local partners.

Some of PREI's partners in Mexico include:

### Amistad

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Grupo O'Donnell
Contact: David O'Donnell
david@odonnell.com.mx
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Industrial Global Solutions

Industrial Global Solution (IGS)
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lelting@igs.com.mx

Tel: +52 (55) 3098 9002 Real Estate Management and Services Group

Contact: Pablo Culebro pculebro@rmsg.com.mx Tel: +52 (614) 432 0950

PREI's Mexican operations leverage on extensive

international experience in financing, developing and efficiently managing world-class industrial properties. With a sizeable portfolio of strategically located industrial properties, PREI has a wide array of options available for companies seeking to establish or expand their operations throughout Mexico.

### Locations:

Aguascalientes • Atitalaquia Celaya • Casas Grandes Chihuahua • Ciudad Acuña Ciudad Juarez • Cuautitlan Izcalli Durango • Guadalajara Hermosillo • Huehuetoca Matamoros • Mexico City Monterrey • Nuevo Laredo

Puebla • Queretaro Ramos Arizpe • Reynosa Saltillo • San Luis Potosi • Silao

Tijuana • Toluca • Villahermosa



### Prudential Real Estate Investors Latin America

Andres Bello 10, 11th Floor Mexico DF 11560 Tel: +52 55 5093 2770 Fax: +52 55 5093 2789 www.prei.com

## **Propak Logistics**



**Shana Yarborough** *Logistics Warehouse, Inc.* 

"Propak has provided headhauls as well as backhauls in all traffic lanes. They have provided many solutions on my behalf and that lets me focus on what is important in my day. Propak has been an excellent company to grow with. Thank you Propak!"

#### **Mission Statement:**

Providing pro-active solutions and support, at the highest level of operational excellence and safety. Demonstrating positive leadership, innovation and commitment at all levels of our business.

### Warehouse space added in

- Mira Loma, CA
- Salt Lake City, UT
- Casa Grande, AZ
- Oklahoma City, OK
- Denver, CO
- Reno, NV



**Propak Logistics** 

P.O. Box 11708 Fort Smith, AR 72917 Toll Free: 877-919-1600 Office: 479-478-7800 Fax: 479-478-7801 www.propak.com



#### Your World Is In Constant Motion. Stay Up To Speed with Propak.

The demands of the supply chain never stop. With Propak, they never have to. Whenever, however, wherever it needs to go, Propak gets it there quickly, accurately and seamlessly.

With access to asset-based carriers at our command, we have the power to reach your shipping destinations around the country – or around the corner. Whether you need transportation and freight forwarding, pallet sales and management, warehousing, or complete integrated logistical services, a team of Propak sales, service and technical support staff stand ready to serve you.

Above all, Propak is absolutely committed to the highest standards of customer service, aggressively pursuing innovative solutions to the problems you face today – and ones that may arise tomorrow. Maybe that's why Propak enjoys such high client retention and customer satisfaction.

Get up to speed. Make Propak your single-source supply chain solutions company.

#### Streamline and Save

It starts with a simple question: What are your problem areas?

When you call upon the dedicated team at Propak Logistics, our people take the time to listen carefully to your concerns. Whether you need truckload services, nationwide merchandise rollouts, freight analysis, supply chain management, you name it – we examine your operations looking for improvement opportunities.

Propak has the ability to handle all of your transportation needs. No matter the number of locations or the volume, whether you're on-site or outside, or need a customized program – we tailor integrated solutions that work best for you.

The benefits? Streamline your entire supply chain. Improve your bottom line through our proven cost-efficiencies. And relax at the convenience of dealing with only one source. Propak Logistics.

#### **Proven Results**

Propak understands that the real world needs real world solutions. It is what drives us everyday – we are constantly looking for better solutions for you. Our success is found in your success, we wouldn't have it any other way. And from the testimonials of our clients, it seems they agree. In today's climate, the one certainty we all have is that the need for solutions does not slow down, in fact, it often speeds up. You can think of Propak as a means to gain control of this spinning world. Let us know what solutions you need. Our attitude is that once you give

us a need – "we'll take it from here." We're comfortable in that environment; it is what motivates us to do better every day.

#### Master the Motion.

Propak takes a world of constant motion that can be as confusing as it is frustrating and converts it into positive momentum – working to your advantage through aggressive innovation and nonstop customer service.

We're the ones to call to make every link in your supply chain stronger, more efficient, and more effective.

We know the demands of your supply chain never stop. It's a world of constant motion. That's why companies are moving to Propak. You should, too.

## Also Available from Propak:

- Total Pallet Management services
- Pallet Sales plastic, corrugated and steel
- Warehousing
- Transportation national, regional and local deliveries

## The Advantages of Propak Logistics:

- Streamline supply chain
- Custom integrated solutions
- Improved bottom line
- World-Class Customer Service
- One Source

# logistics

## LOGISTICS PLANNER

## **PSS Distribution Services, Inc.**



Gary Borne, CEO



Kurt Borne, COO

#### **Mission Statement:**

PSS Distribution Services, Inc. employees are committed to providing reliable distribution, transportation and value-added services while maintaining a safe work environment at an acceptable level of return.

To facilitate continuous improvement and increase customer satisfaction by identifying, communicating, training and promoting the use of quality principles and technologies; and be recognized as a champion for public and contract warehousing and third party logistics services.

We promptly and efficiently inspect, count, track, and service all shipments to customer specifications.

#### PSS Distribution Services, Inc.

121 Ridge Road Dayton, NJ 08810 Phone: 732-992-1300 Fax: 732-992-1319 info@pssdist.com www.pssdistribution.com



Since 1983, PSS Distribution Services is one of the Northeast corridors premier leaders in third party logistics, warehousing, storage, transportation and distribution services providers. We specialize in food, grocery, and consumer products which continue on its steady grown pattern.

With 1 million square feet in its distribution network, including a new state of the art 200,000 corporate headquarters and distribution center, PSS is providing contract and public warehousing, LTL, Truckload and Direct Store delivery services as well packaging and cool storage. Our fleet services the entire Mid-Atlantic Region.

#### **Vertical Markets:**

- Food
- Grocery
- Consumer products

#### Value Added Services:

- Re-labeling
- Assembly
- Kitting
- Reverse Logistics

- Cluster Packaging
- Shrink wrapping and bundling
- Pick and Pack

#### How we are better:

Technology. We understand how to properly leverage the latest technologies to deliver the most accurate, cost effective warehousing and distribution services around. Our State of the Art Warehouse management and Transportation Systems offer a suite of fully integrated technologies that maintains the integrity and excellence of our operations.

- Real Time Visibility: With our web based warehouse management system, all warehouse operations are visible in a real-time basis while allowing our customers access to their information at all times via a powerful web portal.
- System Functionality: We can accommodate the most stringent of processing requirements due to the deep functional rich system we have in place.

- Fast Customer Setup: Our technology solution allows for fast customer setup, integration, and customized data getting you operational quickly with the information you need when you need it.
- Location: Our proximity to the major seaports of New Jersey, New York, Philadelphia, and Wilmington, enables you to realize optimal efficiency through your entire distribution process.
- Process Excellence: We are constantly evaluating our processes and procedures for improvements and adherence to our SOP's. We utilize an ISO9001 software solution to ensure that our organization stays compliant. This translates to more efficient, cost effective, accurate, and predictable results every time.



## Regional Growth Partnership



Steve Weathers President

#### Mission

The mission of the Regional Growth Partnership is to expand the existing economic base and grow and attract new business by leveraging the region's geographic and knowledgebased assets through private sector leadership and regional collaboration.



hy is the Toledo region a great logistics site? Within a 300-mile radius of Toledo, our region has access to the most industrial square footage in the United States and Canada. No other site in North America can make a similar claim.

No matter your choice of transportation and distribution, the Toledo region offers every available mode to meet the global needs of your business. Three of the country's most traveled interstates cross through Toledo (I-80, I-90, I-75). Its location has made it a center for the trucking industry, including distribution centers for UPS and FedEx. Toledo is also the largest general cargo port on the Great Lakes, and together with the ports of Sandusky and Huron, Toledo links to global markets through the St. Lawrence Seaway. Toledo is one of the top five rail centers in the country, in terms of tonnage handled, with major trunk lines providing service

to the entire region. Toledo Express Airport is home to BAX Global/Schenker's North American air freight hub, which includes international freight service to Frankfort, Dubai and Sydney, as well as Canadian and Mexican destinations. Toledo Express ranks as the 16th busiest cargo airport in the nation.

The region offers abundant acreage for development of air-related freight distribution centers at Toledo Express Airport and deep water sites for heavy industry at the Port of Toledo. With the ability to break bulk onsite at the port, along with intermodal terminals for Trailers on Flat Cars and Containers on Flat Cars, northwest Ohio is highly accessible to most locations across North America.

The Toledo region has been named a 5-star Logistics Metro by Expansion Management magazine, and IBM Global Business Services identified Toledo as a primary and advantageous location for value-added logistics.

Beyond its logistical advantages, the Toledo region provides opportunities and resources conducive to business growth. For starters, we offer, perhaps, the most ideal location for businesses in the United States. Nearly 100 million people live within a 10-hour drive. The region carries a long and proud tradition for recognition of its loyal and dedicated workforce. Labor has shown its commitment to retraining and education in order to meet the demands seen with technological advancements in all industries.

And when it comes to education, northwest Ohio can boast of nearly 180,000 students enrolled at one of the area's 49 universities, colleges or post-secondary institutions located within an hour's drive.

Recently, business leaders across Ohio collaborated to initiate the most sweeping tax reform in the state's history. Elimination of taxes on capital investment, inventory, sales of goods and services to customers outside of Ohio, as well as corporate income and franchise taxes, combine to help make Ohio the ideal location to build a successful global business.

The Regional Growth
Partnership, as the lead
economic development
organization serving Toledo
and northwest Ohio, is
focused on working with site
consultants and businesses in
the logistics, transportation
and distribution industries.
And as a private firm, the RGP
is adherent to confidentiality
and meeting the needs of
clients in an innovative and
time-sensitive manner.



#### Regional Growth Partnership

300 Madison Ave., Suite 270 Toledo, OH 43604 419-252-2700 Fax: 419-252-2724 www.rgp.org



## **Reviva Logistics**

#### Mission Statement:

Reviva Logistics specializes in third-party warehouse and asset-based outbound and reverse logistic services for the automotive, tire, and general transportation industry.



Put the horsepower of 60 years in national warehousing, distribution, and reverse logistics services together with cutting edge EDI and there's no stopping you. We combine breakthrough innovation with day-in-day-out consistency and focus in these areas:

- Inbound container/truckload receiving management
- Total warehouse management
- Outbound shipping management & freight carrier optimization
- Call center support services
- EDI integration capability with all OEM operating systems
- 'Last Mile' nationwide outbound and reverse logistics capability At Reviva Logistics, we are intent on managing our clients' inventory with 99.9% accuracy and efficiency and

delivering the goods on time-all at a cost significantly less than most high profile third-party logistic firms.

Why do customers like Ford Motor Company, Hankook Tire, Continental Tire, Pirelli, Daimler Trucks, and UPS choose to partner with Reviva?

- We deliver on our mantra: The right part. On time. Every time.
- Our "Customer for Life" service approach
- We provide price transparency in all bids and ongoing contract work
- Our nationwide location services assure the best fit for each company's warehousing and distribution needs
- Customers benefit from our "continuous improvement" philosophy
- We create time and cost efficiencies by adopting technology breakthroughs

 Our management is financially invested to incent long-term performance

Benefit from our automotive parts distribution expertise, including:

- Sophisticated MRP and planning software to manage inventory and predict sales
- EDI integration capability with all OEM operating systems
- Modern, lean warehouses in the Midwest/Great Lakes cities including Minneapolis, Milwaukee, Chicago, and Detroit, plus extend to locations nationwide as needed
- Powerful LTL discount rates based on 1995 tariffs
- One point of contact for duration of relationship ensuring continuity and fast resolutions



#### **Reviva Logistics**

5130 Main Street NE Minneapolis, MN 55421 Tel: 800-578-6009 Fax: 800-598-6012 bgoodwin@reviva.com www.revivalogistics.com



## **RMX Global Logistics**

RMX was established in 1983 and over the last 27 years has developed a reputation as a trusted transportation partner to the food products industry. RMX has become one of the leading third party logistics providers in the country and provides a broad scope of supply chain management services.



MX Global Logistics is a multi-faceted logistics and transportation management company offering responsive, flexible service for your everyday and extraordinary transportation needs.

### Transportation Logistics Services

Domestic Transportation – dry & temperature controlled

- Full truckload
- Less than truckload
- Air freight
- Small package/samples management
- Railcar
- Bulkhead
- $\blacksquare$  Intermodal
- DC and pool program support
- Consulting

### Direct Driver Dispatch & Communication

RMX Global Logistics is unique among logistics companies because we personally dispatch drivers for every load. We require regular check calls by all drivers. These check calls are reported directly to RMX operations and stored in our system for remote office and web enabled access.

#### 24 Hours a Day, 7 Days a Week, 365 Days a Year

RMX Global Logistics staffs its offices 7 days a week with night, weekend and holiday services available through our 24 hour call center.

#### Carrier Certification Program

All of our carriers must have adequate insurance coverage, especially refrigeration breakdown coverage, as well as reference checks and signed contracts.

## **3PL & 4PL Services** *Order Optimization*

- Electronic order downloads.
- Order optimization and best cost determination of all orders.
- Pool order notification to pool DC, inventory and productions facilities.
- Release of optimized loads for shipment tendering.

#### Load Tendering

- Decision matrix software for optimal carrier determination.
- Order tendering via EDI/ FTP with transaction set support for 204, 214, and
- Monitor all electronic order tenders to ensure that all orders are accounted for and accepted by the service providers in all modes.
- Manage fall out/missed loads with RMX as backup carrier on all lanes to ensure coverage.

- Coordination of shipping schedules with all facilities for all loads including CPU's.
- Handle railcar orders and car placement tracking.

#### Appointment Scheduling

- Responsible for all delivery appointments and reschedule requests.
- Primary point of contact for customer service.

#### Performance reports

- Maintain and distribute daily and weekly performance reports.
- Carrier compliance tracking.

#### **Web-Based Services**

#### Status and Service Reporting

- Current Load Status Report
- Customer Service Report with detail and summary
- Order Status Report

#### Report Scheduling

Schedule reports to run automatically hourly, daily weekly, or monthly with the output emailed to a specified email address

Shipment tracking Submit a request for quote to RMX

Track a request for quote Tender loads to RMX Track tendered loads



#### **RMX Global Logistics**

PO Box 4209 Evergreen, CO 80437-4209 888-824-7365 Fax: 303-674-3374 www.rmxglobal.com

## ROAR Logistics, Inc.



Robert Rich III President

#### **Mission Statement**

To excel as a customeroriented, service-driven logistics company, which will utilize state of the art technology and dedicated, driven associates to deliver transportation services beyond our customer's expectations.



## Logical Logistical Solutions On Time

As a "World Class" logistics company, ROAR Logistics, Inc. associates are dedicated to providing our customers with the personalized attention and service that other transportation service providers have forgotten about. ROAR (Rail, Ocean, Air, and Road) is a full service global transportation services provider delivering a comprehensive range of transportation services to a diverse clientele.

ROAR operates as:

- An Intermodal Marketing Company
- A Third Party Logistics Provider
- An Ocean Freight Forwarder

At ROAR, we view logistics as one of the most strategic weapons that puts a company ahead of its competition in an ever increasingly competitive economic climate.

A subsidiary of the world's largest privately owned frozen food company, Rich Products Corporation, ROAR understands the challenges faced by manufacturers in getting their product to market as efficiently and cost effectively as possible. Our dedicated team serves as a value added component of your supply chain and possesses decades of industry knowledge and experience. As your strategic logistics partner, ROAR works hard to drive value with each and every shipment.

### Highway Transportation Services:

- Dry, temperature controlled, and specialized TL and LTL
- Team and expedited

- Local, regional, and long haul
- Domestic pier transloading and inland distribution
- HazMat certified

### Intermodal Transportation Services:

- US, Canada, and Mexico
- Dry and temperature controlled
- 20', 40', 45', 48', and 53' containers and trailers
- On-line tracking and tracing
- Local and long haul drayage
- HazMat certified

## International Transportation Services:

- FCL, LCL, and specialized equipment
- "Door to Door", "Door to Port", and "Port to Door"
- Marine insurance, incoterms, country specific document preparation, AES filings
- "Airport to Airport" and "Door to Door" airfreight shipping
- HazMat certified

Since our inception in 2003, ROAR has gained a favorable reputation with our clientele by providing competitive rates, proactive communication, and unparalleled customer service. It is this commitment that has made us the first choice of shippers worldwide.

Put ROAR to work for you and your company by calling us or visiting our website.

#### **ROAR Logistics, Inc.**

120 Church Street Suite 100 Buffalo, New York 14202 Phone: 888-292-7627 Phone: 716-833-7878 Fax: 716-833-3696 info@roarlogistics.com www.roarlogistics.com



# logistics

## LOGISTICS PLANNER

### Ruan



John Ruan III Chairman and CEO

#### **Mission Statement:**

Employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.



### A Business Fueled By Ideas

In 1932, during his first haul, John Ruan realized he could transport more materials by reducing the time it takes to complete a delivery cycle. Within a year, he had three trucks hauling 42 tons of coal a day. Ideas, he discovered, move business.

For more than 77 years, we've taken this idea-driven approach to each new challenge our customers face. Every day, our team of experts offer a variety of tailored transportation services to meet the diverse needs of businesses across the country.

## Supply Chain Solutions That Provide A Competitive Advantage

At Ruan, we take nothing for granted. We know our customers are held to measurable goals and must

make decisions that enable them to reach those goals. So, whether we're building, maintaining, or deepening a customer relationship, we know it's our responsibility to intimately understand our customer's business. We integrate seamlessly with our customers' teams, and even work with other providers they might use, to create systems that solely focus on improving supply chain efficiency. We're confident that the solutions we implement today can be built upon to continuously improve our customers' results.

Look to Ruan for the following services:

## **Dedicated Contract Carriage**

Our customers benefit from our ongoing investments in equipment, driver management, and nationwide service centers. By employing the latest technologies, ranging from supply chain optimization to mobile communications, we demonstrate our commitment to delivering the highest quality of service.

#### **Bulk Carriage**

We provide the equipment, expertise, and leadership necessary to efficiently, profitably, and safely transport any bulk commodity. We successfully manage diverse customer needs through our breadth of hauling capabilities, including chemical products, construction materials, and food grade products such as bulk dairy.

#### Ruan Certified Brokerage Services

We offer a one-stop intermediary transportation solution that enables one-way truckload freight customers to replace empty miles with profitable backhaul revenue.

#### **Integrated Services**

We can integrate other scaleable supply chain solutions seamlessly into our customers' operations as needed – from cross-docking to intermodal freight management, logistics, LTL consolidation, and more.

At Ruan, we take care of our customers' business while continuously exploring new ways to improve logistics systems and save company resources. We're more than just a transportation company; we're a dedicated partner who's committed to our customers' success.



#### Ruan

666 Grand Avenue Des Moines, IA 50309 866-782-6669 Fax: 515-245-2684 E-mail: solutions@ruan.com www.ruan.com

# logistics

## LOGISTICS PLANNER

## Ryder



John Williford President, Global Supply Chain Solutions

Ryder's vision is to partner with our customers in designing, developing and delivering innovative supply chain solutions that provide a significant competitive advantage, enable improved financial and operational performance, and deliver exceptional customer service.

Ryder accomplishes this by:

- Making the customer's business our business-delivering proactive, scalable supply chain solutions tailored to their unique requirements and strategic objectives
- Enabling breakthrough innovation and continuous improvement through LEAN best practices
- Focusing on operational excellence-empowering customers to quickly and confidently implement their business strategies

#### **Regional Offices:**

- United States Miami, Florida (Headquarters)
- Canada-Toronto, Ontario
- Mexico-Mexico City, Distrito Federal
- China-Shanghai
- Asia-Singapore

#### Industries Served

- Automotive
- Consumer Goods ■ Energy & Utilities
- High-Tech / Electronics
- Industrial Manufacturing
- Retail
- Construction
- Aerospace & Defense







yder provides a complete array of leading-edge supply chain, warehousing and transportation solutions for multiple industry sectors in the United States, Canada, Mexico, the United Kingdom and Asia. Services range from developing supply chain strategies to managing and executing day-to-day logistics operations. We have over seven decades of experience in successfully partnering with companies in a variety of industries, optimizing their operations and maximizing their bottom line.

#### **Supply Chain Solutions**

Ryder applies operational expertise to an integrated set of transportation and warehousing processes, enabled by world-class technology, to deliver quantifiable value to our customers. Services include:

- Lead Logistics Management
- Solutions Engineering
- Professional Services
- Network Design
- Control Tower for complete supply chain management

#### **Warehousing Solutions**

Ryder designs the layout of the facility, develops the processes, deploys a Warehouse Management System (WMS) to manage the inventory, and provides the personnel to deliver its customer "Operational Excellence". Services include:

- Order fulfillment
- Vendor-Managed inventory
- Multi-Client facilities
- Value-Added Services:
  - · RFID
  - Returns and repairs
  - Configuration and testing
  - Kitting, packaging & assembly
- Sequencing
- Postponement

#### **Transportation Solutions**

Ryder's team of transportation experts provides shipment planning and execution, which include shipment consolidation, load scheduling, and delivery confirmation, through a series of electronic and web-based

solutions. Services include:

- Transportation consulting
- Carrier procurement
- Shipment planning and execution
- Shipment consolidation/ deconsolidation
- Freight bill audit and pay
- Dedicated Contract Carriage
- Freight brokerage

Allow us to show you how Ryder's proactive solutions from deep expertise in key industry verticals can help you reduce cycle time, improve customer service and quickly respond to changing market needs. All of which increases your speed to market – making you more competitive.

#### Ryder **Supply Chain Solutions**

11690 NW 105th Street Miami, FL 33178 1-888-88-RYDER www.ryder.com



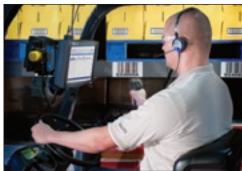
## **Saddle Creek Corporation**

The Integrated Advantage



Cliff Otto President

As a nationwide third-party logistics company, we tailor our integrated logistics solutions—dedicated and shared warehousing, transportation, and contract packaging—to help optimize your supply chain.



SADDLE CREEK







hether you want to increase efficiencies in your supply chain, streamline your business or manage operational costs, Saddle Creek Corporation delivers the creative, integrated logistics capabilities you need.

We'll bring you new ideas for single-source solutions that can help manage costs and increase efficiency using our wide array of services:

- Integrated Logistics We will develop a logistics program tailored to fit your business and give you a competitive advantage from cross-docking centers to kitting special retail packs to LTL deliveries.
- Warehousing We're ready to face your toughest warehousing and distribution challenges, from outsourcing current distribution operations

to establishing a forward distribution center.

- Transportation We offer a full range of transportation capabilities nationwide, including truckload, LTL, flatbed, and consolidation services.
- Contract Packaging Whether it's assembling gift sets, producing POP displays, or printing and applying labels, we'll design a turnkey program that addresses your toughest packaging challenges.

Our services are backed by best-in-class software tools, and our systems can be fully integrated with yours to provide accurate, up-tothe-minute information. We harness the power of leadingedge technology to find innovative logistics solutions that work for you.

While we deliver all of these "big company" capabilities, we offer the personal attention and responsiveness of a more nimble organization. We never lose sight of our commitment to service excellence. We pride ourselves on providing 1st Class 3rd Party solutions and services for our customers – Whatever It Takes!

#### **Saddle Creek Corporation**

3010 Saddle Creek Road Lakeland, FL 33801 863-665-0966 info@saddlecrk.com www.saddlecrk.com



Saddle Creek Corporation • The Integrated Advantage

# logistics

## LOGISTICS PLANNER

## SATO America, Inc.



**Gary Krause**Director of Marketing

"'I've been waiting for a printer like this for a long time," is a comment we hear most often and substantiates our commitment to product development with the end user in mind. We solicited customer input during the design of our GLe series. It's simplicity of operation and maintenance, on-board emulations, low cost of ownership, performance throughput and application flexibility are key needs we heard and incorporated into its design."





#### SATO America, Inc.

10350-A Nations Ford Road Charlotte, NC 28273 Phone: 704-644-1650 Fax: 704-644-1662 satosales@satoamerica.com www.satoamerica.com





#### SATO's Integrated Services

SATO America, Inc. has solved supply chain management problems for over 25 years within many industries. We are committed to listening to our customers. We use their input to respond with high performance solutions that:

- Streamline and improve operational performance
- Present the best and most effective technology to achieve a positive ROI
- Increase profitability within their current marketplace
- Expand their markets
- Only implement what the client needs

Our relationships with our customers are built on trust, commitment, service and expertise. SATO works with organizations from small to large, many of which are Fortune 100 companies. We bring the same service to each project, regardless the size.

Whether it's consulting, software development, Barcode or RFID solutions, custom industry development solutions, our commitment remains the same – to provide cost-effective integration solutions to satisfy our customers' needs.

#### **About SATO**

SATO is a pioneer in the Automatic Identification and Data Collection (AIDC) industry and the inventor of the world's first electronic thermal transfer barcode printer.

It revolutionized the barcoding industry by introducing the Data Collection System (DCS) & Labeling concept – a total barcode and labeling solution providing high quality barcode printers, scanners/hand-held terminals, label design software and consumables.

SATO is one of the first in the industry to introduce a complete, multi-protocol EPC-compliant, UHF RFID solution.

SATO is publicly listed on the first section of Tokyo Stock Exchange in Japan. It has worldwide offices in the United States, Belgium, France, Germany, Spain, United Kingdom, Poland, Singapore, Malaysia, Australia, New Zealand, Thailand and China. For the fiscal year ended March 31, 2009, it reported revenues of US\$776 million.





## **Schneider Logistics**



Christopher B. Lofgren CEO

#### **Mission Statement:**

We exist to be a great, enduring, private enterprise that creates value for our stakeholders. We treat our customers, associates, shareholders, and suppliers, with honesty, dignity and respect. We are a superior provider of services, a responsible member of the community, and a desirable employer due to our commitment to achieving mutually beneficial, lasting relationships.



#### **Schneider Logistics**

3101 South Packerland Drive Green Bay, WI 54306 866-875-9046 getconnected@ schneider.com www.schneider.com



## Global Logistics Services at home, overseas and across the world

When you need comprehensive transportation and global logistics services paired with peace of mind Schneider Logistics delivers. Our global market presence has never been greater. We deliver bundled solutions for international shipping, equipping our customers with the resources they need to be successful and the power to make informed decisions.

Door-to-door solutions require a variety of services and few logistics companies can deliver them all. Schneider gives you a single point of contact to move your freight from ship to shore, port to final destination, we get your freight through customs, into warehouses, containers and trailers, and out to the markets you serve.

#### **Port Drayage**

Our at-the-ready capacity is standing by to deliver short haul and transloading services from the port to your warehousing facilities.

#### **Transloading**

Schneider facilities in
Savannah, GA, Charleston,
NC, Norfolk, VA, Houston, TX,
Los Angeles, CA and Chicago,
IL, break down an average
of 300 containers daily. Our
knowledgeable associates will
move your freight from one
container/trailer to another,
in the same fashion we do for
many of the nation's largest
companies. In many cases, this
is combined with our drayage
and inland delivery services.

#### **Deconsolidation**

If you don't have the resources necessary to break down containers, our deconsolidation service will break down a container into order/shipping quantity units for distribution. We'll simplify your shipping processes by separating shipments into workable units by destination, PO and SKU, and will provide warehouse management automation and scanning when required.

#### **Contract Warehousing**

Allow Schneider to shoulder the responsibility for you. Our flexible inventory management procedures will provide space when and where you need it, increasing your market reach without additional investment.

In addition, our comprehensive warehousing design allows us to allocate your products into manageable units, based on your customers' needs. We have labor resources available to palletize and shrink-wrap your product, as well as personnel at-the-ready for volume spikes beyond your typical distribution channels.

### **SEKO**



Bill Wascher
President and CEO

Our mission is to be the leader of quality transportation and logistics solutions that exceed our customers' expectations. We accomplish our mission through a process that makes customer satisfaction our number one priority, facilitates the growth and development of our Strategic Partners and employees, and deploys the latest technologies. In this way, our growth and profitability are enhanced and entrepreneurial spirit remains strong.

#### SEKO

World Headquarters 1100 Arlington Heights Road Suite 600 Itasca, IL 60143

Corporate Headquarters Toll Free: 800-228-2711 Fax: 630-773-9179

Corporate International Toll Free: 800-342-0598 Fax: 630-773-9219

kara.smith@ sekoworldwide.com www.sekoworldwide.com



SEKO is an innovative, flexible provider of best-inclass transportation services. We lead the outsourced transportation management marketplace with new technologies and customizable solutions. Originating as an air freight forwarder operating out of a single Chicago office in 1976, SEKO developed a 100-office global presence and is now empowering its clients with global reach, local control and robust technology tools.

#### Global Reach

SEKO's network includes 50 U.S. offices and another 50 in 40 other countries around the globe. We provide outsourced logistics solutions to meet any business need. Global reach, local control.

#### **Local Control**

SEKO does not rely on local agents in our global offices; each facility is locally owned and managed by seasoned professionals who know the language, culture and customs of their country. Our clients have both the support of our individual offices and corporate headquarters. Regardless of where you are, our teams are on call and available to address any issue 24/7/365.

#### Scalable Technology

SEKO's advanced technology solutions handle any supply chain need in any mode, supported by dedicated transportation professionals around the globe. Whether your business demands a 2 a.m. pickup 4,000 miles away, or negotiated, bottom-line savings through proactive communication with your vendors overseas, SEKO is there to make it happen.

#### Outsourced Transportation Solutions

SEKO's model is flexible. Our sheer size and history allow our team special relationships with premium, select carriers. The powerful combination of our buying power and best-in-class technology suite enables SEKO to pass on bottom-line savings to our clients.

## **Business Metrics and Accountability**

SEKO's technology is unmatched. In 2002, our forward-thinking management re-dedicated our business model to the industry's future technology. SEKO's clients have access to the most powerful transportation-management solutions available in the market today. Whether it's customs documentation, packing lists, inventory management or status messages, SEKO provides the on-demand information and metrics to make your job much easier

#### Warehousing

SEKO's robust network enables unique warehousing capabilities. Our 100+ locations around the world are continually expanding and retrofitting to store your goods. Focus your time and resources on developing, manufacturing and selling your products. SEKO will take care of the rest.





### Serec



Tom Farrell President

Tom Farrell, son of the founder, has provided an excellent bridge from the operational expertise available at Serec to the clients currently held at Serec and those interested in acquiring third-party fulfillment/import distribution service offered by Serec. The company's 45+ years experience in the industry has allowed for an historical evolution, including growth and service to some great retail stores including Trader Joe's, Sears, Adidas, Nike, LA Gear, and Wilson.

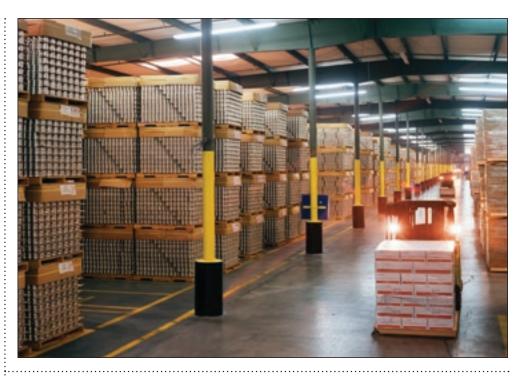
#### **Contact Tom Farrell at:**

tfarrell@serec.com Phone: 312-659-6818



#### Serec of California

15351 E. Stafford Street City of Industry, CA 91744 Phone: 626-961-3666 Fax: 626-330-8458 www.SEREC.com



Serec provides an exceptional array of fulfillment services thanks to our 45+ year history and impeccable compliance rating with virtually all retailers.

Some of the many services we offer include:

- Fullfillment/Retail Compliance/Import Distribution/Warehousing
- Inventory Control
- Order Processing
- Pick and Pack
- Labeling, Pricing and Ticketing
- Light Assembly, Kitting and Promo Packs
- Re-Deployment (Re-Work and/or Re-Pack)
- E-Fulfillment (Ship Direct to Consumer, as low as one item)
- UPS Online Worldship Service/Fedex
- Inventory Visibility (FAX,

- E-Mail, Web)
- Weekly/Monthly Status Reports via Fax, E-Mail or Web
- RFID Compliance (As Required)
- Custom Thermoforming
- Compliance Consulting
- EDI Services
- ASN Services
- UCC-128 Bar Code Labeling If you do not see what you need please ask, as we accommodate most requests.

#### 100-Percent Compliance

Serec provides clients with nearly 100-percent compliance. Our dedicated staff is a vital component of this astounding compliance statistic. One hundred percent compliance is more than just a number. A perfect record means that chargebacks are practically eliminated and it guarantees

our clients will save money on their distribution and fulfillment. We pride ourselves on our flexibility and responsiveness.

Whatever you need, whenever you need it, we ensure that your needs are met in a timely and accurate fashion.

#### **Industries Served**

B2B & B2C Manufacturing: Apparel, non-durable consumer goods, bath & beauty, toys, and more.

#### **Regions Served**

USA via Southern California

#### Categories

- 3PL Warehousing
- Fulfillment
- Replenishment
- Pick/Pack
- EDI
- E-Fulfillment
- Import Distribution

## Service By Air, Inc.

#### We offer our customers:

- Stability We have provided value-added solutions for our worldwide customer base since 1972.
- Flexibility We are never tied to filling our own trucks nor are we tied to booked schedules. We always have another carrier option, which allows us to get the job done for the customer.
- Serviceability Our staff and our systems are proactive, so you won't be left guessing. Representatives at all terminals are available 24 hours a day, 7 days a week, including weekends and holidays.
- Reliability We cater to your needs so your goals are met. We believe that creating appropriate solutions creates reliable service.

#### **Service By Air**

World Headquarters 222 Crossways Park Drive Woodbury, NY 11797

Growth & Development 2400 Main Street Extension Suite 8 Sayreville, NJ 08872

Phone: 732-525-1450
Toll Free: 1-888-GO-MY-SBA
Fax: 732-525-1420
sbainfo@servicebyair.com
www.servicebyair.com





#### Our Advantage to You

Since 1972, Service By Air ("SBA") has provided global supply chain management services to a wide range of satisfied customers. We are a dedicated team of highly trained specialists, structured to provide our customers with a competitive edge.

Our offices are staffed with seasoned professionals who specialize in global cargo transportation, documentation, banking services and complete supply chain management services. These staff members are backed by a seasoned team at our corporate headquarters and overseas by our partner organizations.

Working with SBA offers many advantages:

- Expert professionals monitoring your traffic
  - Proactive communication
- Relationships with professionals you know and who know your business
- A dedicated network that picks up and delivers when and where you need it.

#### How We Do It

We believe that our great people provide added value to your supply chain. Our personnel strive to achieve a high level of detail, in asking the right questions, making the extra phone call, and generally thinking of and communicating the information both the shipper and consignee need to know.

This proactive approach to freight forwarding (asking questions and getting answers before a problem occurs) creates an error- and hasslefree delivery and satisfies both the shipper and consignee.

#### What We Do

We give our customers access to the world. Our key services include:

■ Air Freight Services – Our internal expertise and relationships with all major air carriers is unparalleled in the marketplace. Our knowledge and strong partner relationships allow us to offer customers reliable, flexible and cost-effective air freight solutions.

■ Ground Freight
Services – Our USA ground
transportation network is
one of the best in the industry,
providing our customers with
ways to reduce costs, increase
efficiencies and optimize
distribution models.

■ Ocean Freight
Services – SBA Consolidators
(our affiliate O.T.I.), SBA, and
our overseas agents can
together offer customers

comprehensive ocean service to meet inbound, outbound and cross-trade movement requirements. We make sure that your cargo moves on a strict schedule that meets all of your supply-chain management needs.

Customs Brokerage
Services – We team with
customs brokers across the
United States, or we can work
with your own broker, to
ensure that your cargo moves
quickly and efficiently through
U.S. customs and on to its
ultimate destination. Put your
worries to rest and allow our
team to manage your difficult
international intermodal cargo
movement. It's that simple.

■ Technology Support –
We have always been in the forefront of making technology work for you. Our online computer system allows you to manage your shipping needs from anywhere in the world. Ship. Track. Create Reports. The system is here when you need it the most. We also support all forms of EDI transfer and can set up customized technology programs to meet your needs.



## **Shippers Warehouse**



Kenneth B. Johnson President and CEO

Shippers Warehouse receives and services more than 10,000 orders per month, shipping more than 4 million cases of our customers' products to their customers from eight Dallas-Fort Worth facilities and one Atlanta facility. The economies of scale and flexibility that we deliver allow our customers to be more competitive in the marketplace.

Our job, after all, is to help you sell more!









o meet the needs of today's competitive marketplace, Shippers Warehouse has stocked its tool chest with the following services and capabilities:

- A full range of warehousing options
- ISO 9000:2001 quality program
- Food grade facilities: AIB Superior
- Green citizen sustainable CPG member
- Air conditioned and ambient temperature facilities
- Customized KPI performance and reporting
- ■Pick and pack; parcel shipping
- Ocean container and piggyback services – drayage; stripping; cross-dock
- Vendor-managed inventory
- Backhaul consolidations
- Reverse logistics
- CHEP and customized pallet maintenance
- Product recoup, repackaging and disposal
- Module design, construction and fulfillment
- Promotional packs
- Customized reporting

#### **Public Warehousing**

Shippers Warehouse will tailor an individual program to help meet the specific needs of a region or customer without affecting the rest of your supply chain.

#### **Contract Warehousing**

As a member of the Dallas-Fort Worth business community since 1901, Shippers Warehouse ownership and management teams have well-developed relationships with the local commercial real estate market which enable us to offer uniquely creative contract warehouse solutions. We are your eyes, ears and hands when it comes to site selection, facility layout and design, CAD/CAM solutions and, ultimately, top flight operations.

## Transportation Management

Grocery Direct is the largest grocery-based freight consolidation program in the Southern United States. Developed nearly ten years ago by Shippers Warehouse, Grocery Direct is a non-asset based transportation solution which offers up to 25% savings off the best LTL and truckload rates offered in the market today.

#### More Transportation Services

- Piggyback and ocean container drayage from all DFW ramps
- Local LTL/TL cartage – including refrigerated service
- ■Contract brokerage
- Single source claim resolution the buck stops here!

#### **Information Management**

Shippers Warehouse recognizes that information is a vital component of what you need and we have incorporated the following information systems as a strategic part of our approach.

- Warehouse Management System
- Electronic commerce
- Radio frequency/bar coding/ RFID technology
- Internet access

#### **4PL Integration**

In today's ever-evolving logistics market, not everyone can be everywhere. Shippers Warehouse has developed national relationships which enable us to serve customers wherever we are today and wherever they need us to be. We do this by partnering with other 3PLs with proven track records of performance.

#### **Shippers Warehouse**

8901 Forney Road Dallas, TX 75227 214-275-1060 214-381-5028

rmiller@shipperswarehouse.com www.shipperswarehouse.com



# logistics

## LOGISTICS PLANNER

### SMC<sup>3</sup>



Jack E. Middleton President & 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>

500 Westpark Drive P.O. Box 2040 Peachtree City, GA 30269 Phone: 770-486-5800 800-845-8090 Fax: 770-486-7649 info@smc3.com www.smc3.com



#### Expert Solutions for Optimizing LTL Carrier Pricing & Partnerships

SMC<sup>3</sup> is the foremost provider of data, technology and education as an integrated solution to the freight transportation community. Known as the "pricing experts," we've made it our mission to foster knowledge, collaboration and technological capability throughout the industry.

We care about the health of the transportation industry and those who rely on it for their day-to-day shipping needs. The "3" in SMC<sup>3</sup> stands for data, technology and education – the three ways in which we present our member carriers, customers and associates with opportunities to:

- Save time and money through automated technology processes
- Simplify transportation negotiations, contracts, payment and costing
- Improve shipper-carrier relationships through win-win scenarios
- Utilize a singular pricing system versus multiple price lists

- View pricing and carrier data seamlessly throughout the enterprise
- Build individual and team knowledge of business and industry trends
- Network with industry peers and vendors

#### **Industry Data**

While SMC3 is best known for our CzarLite® industry-standard LTL base rate solution, we also offer a wide variety of transportation data services covering LTL pricing, points of service, transit times, ZIP codes, point names, mileages and the NMFC (commodity classification). Combining a comprehensive transportation database with the skill and experience of staff programmers, data analysts and industry experts, we provide easy access to accurate information through a common service interface. Our transportation database consists of more than 4,000 LTL pricing data modules. Standard FedEx and UPS package rates are also available at all service levels (express, ground, cwt., etc.) and from all points to all points within the contiguous United States.

#### **Technology Tools**

We've structured the SMC3 organization to meet the needs of buyers and sellers of transportation services, as well as the 3PLs, freight payment companies and other organizations who manage processes for them. To date, SMC<sup>3</sup> has supplied transportation industry solutions to thousands of companies throughout the U.S., Canada and Mexico. Our customer base covers all aspects of freight movement, and includes shippers, carriers, logistics service providers and consultants to the industry. Through our Alliance Program we also partner with leading transportation software developers for complete interoperability between our solutions and the technology systems they connect to.

#### **Educational Services**

SMC<sup>3</sup> is recognized throughout the transportation industry for high-value educational programs that bring important industry issues to the forefront. Transportation professionals attend our educational programs to gain informational input for corporate business plans, as well as to openly discuss and exchange ideas with industry peers. This type of advanced learning and peer networking brings transportation professionals and industry experts together on a regular basis.





## Spectrum Logistics



John Emery Senior Vice President

#### Mission Statement

Our specialty is exceeding customers' expectations by providing real-time information, unsurpassed predictability and bottom line solutions.



#### **Spectrum Logistics**

10550 Deerwood Park Blvd. Suite 509 Jacksonville, FL 32256 Toll Free: 800-745-1225 Sales: 904-855-4314 Fax: 904-855-8872 www.spectrumlogistics.us



#### Why Spectrum Logistics?

Spectrum Logistics is a premier North American provider of integrated logistics and supply chain solutions. Our specialty is leveraging our knowledge and resources to provide real-time information, unsurpassed predictability and bottom line solutions. Spectrum Logistics offers dependability in an unpredictable world.

Spectrum Logistics is committed to solving our customers' toughest logistical challenges. Our in-house capabilities are extensive and growing, and we also draw on our broad network of sister companies and experienced partners around the world to get the job done.

## Leveraging Knowledge & Resources

Our parent company, Jacksonville-based Sea Star Line, is a wholly-owned subsidiary of Saltchuk Resources that manages twenty independent marine transportation, air cargo and intermodal shipping companies that work together to provide a comprehensive, streamlined transportation package for their customers. Saltchuk companies, together, are capable of providing every aspect of support for business conducted on land, air and sea.

#### Services Include:

- Consolidation & Deconsolidation
- Container Freight Station (CFS)
- Customs House Broker (CHB)
- Import / Export Services
- International Freight Forwarder (IFF)
- Inventory Management
- Nationwide Highway and Intermodal Services
- Non-Vessel Operating Common Carrier (NVOCC)
- Oversized Cargo
  Transportation
- Point to Point Service Domestically and Internationally
- Trucking Fleet
- Warehousing & Cross-Docking Operations

Consistent performance and continuous improvement enhance customer satisfaction. Our commitment to continually improving our services is evidenced by certification for our ISO 9001 Quality Management System and ISO 14001 Environmental Management System through OMS Global.

## Global Reach. Global Expertise.

Our customers rely on Spectrum Logistics for critical transportation projects around the world. Between Spectrum and our sister companies, we have contacts and expertise in ports across the globe. We are committed to working with partners who are invested in and thoroughly understand every market we serve. We work hand-in-hand with local stevedores and companies around the world, drawing on experienced personnel to manage global project development.

Spectrum aligns marine transportation, air cargo, highway and intermodal services, and heavy lift operations to support large project developments in remote, often severe and unpredictable environments. Together, Spectrum and other Saltchuk companies have the knowhow and dedication to help customers succeed in today's competitive global market.

Spectrum Logistics – Leveraging Knowledge and Resources



## SRC Logistics, Inc.



Jeff DeCarlis President

#### **Mission Statement:**

SRC Logistics, Inc. is dedicated to providing a variety of solution-oriented logistics services for our customers. Our commitments to our clients are geared toward reducing overhead, improving customer satisfaction and increasing sales. By maintaining a unique adaptability that flows with being an employee managed company, SRC Logistics is uniquely positioned to accommodate change and course redirections quickly and efficiently.

#### Services:

- Warehouse Management
- Asset Management
- Transportation Management
- Customer Service & Fulfillment Services
- Asset Recovery
- Global Sourcing
- Third Party Computer Solutions





#### **Our Company**

Springfield Remanufacturing Corp. (SRC) is a key founder of the reverse logistics process of remanufacturing, and after 25 years, has become a legend in the industry. Established in 1983 in a highly leveraged buyout from International Harvester, the company has grown from \$11 million in sales with a footprint of 60,000 sq ft, to more than \$274 million in sales and over 1 million sq ft today. Nearly half of this space is reserved for SRC Logistics, Inc. (SRCL), the logistics arm of the company.

SRC Logistics, Inc. provides customers with turn key solutions for transportation, supply chain management, customer service, global sourcing, asset recovery and reverse logistics. Strategically located in Springfield, Missouri directly off Interstate 44, SRCL resides in the geographic center of the United States. In order to better service their worldwide customer base, SRCL also

has locations in Canada and international efforts in Europe and China.

## Culture and Competitive Advantage

SRC Logistics, like all SRC subsidiaries, is an employee owned company whose associates take great pride in finding solutions for their many clients. This is a reflection of the core values and business practices embodied in the company's goals from the very start and summarized in the best selling book, *The Great Game of Business* authored by SRC founder and CEO Jack Stack.

#### **Best in Class Services**

Providing services to the agricultural, rail, automotive, construction and mining industries, SRCL's many clients include major corporations like John Deere, CNH, Navistar, AGCO, EMD and General Motors. The SRCL management structure provides the company with a unique adaptability,

allowing them to move quickly and provide valuable resources to help clients manage costs and increase profit potential. SRCL continuously strives to move beyond supplier agreements and become a successful and cost effective extension of their customer's supply chain.

"What makes SRCL unique is their ability to move quickly and augment customers current systems", says Jules Heinemann, Director of Sales and Marketing, AGCO Parts. "We outsourced our operations to SRCL and they helped take our service to an entire new level, while managing to reduce costs and improve our profit potential."

In the logistics industry, there is no other company quite like SRCL...A company that can provide the business literacy tools that virtually guarantee success. It's all part of *The Great Game of Business*. Stop by your local bookstore and read on.



#### SRC Logistics, Inc.

2065 East Pythian Springfield, MO 65802 888-678-6070 info@srclogisticsinc.com www.srclogisticsinc.com

Contact: Patrick Carpenter Director of Sales & Marketing pcarpenter@srclogisticsinc.com



## Standard Forwarding Company, Inc.



John Ward President

"We encourage you to experience the Standard Forwarding difference firsthand...where you'll find an LTL carrier with 'dedicated' roots and a team committed to exceeding customer expectations in all that it does!"







## Standard Forwarding Company Inc.

2925 Morton Drive East Moline, IL 61244 800-447-2012 Fax: 309-755-9774 www.standardforwarding.com



- Standard Forwarding provides award winning freight transportation to many great companies in the Midwest region. Our service has been recently recognized in the LTL marketplace:
- Top Rated Overall LTL Carrier per Mastio Survey
- John Deere "Logistics Supplier of the Year"
- Case New Holland
   Carrier of the Year
- Xerox Carrier of the Year
- Schneider Logistics LTL Carrier of the Year (six years)
- Inbound Logistics
  Top 100 Carriers
  This year marks our 76th
  year of setting the standard
  in freight transportation.
  Standard Forwarding was
  built on a model of progressive
  leadership that continues to be

our framework today.

Our partnership philosophy is the foundation of our award winning service. We understand that we have a critical role in the supply chain for both you and your customers so every shipment is critical and nothing is taken lightly.

Since our founding in 1934, Standard has been on the leading edge of positive change. With a fleet of 280 late model tractors and 650 trailers, Standard's 450 dedicated employees work to provide dependable overnight LTL service in Iowa, Illinois, Wisconsin, Indiana, Minnesota, Omaha, Nebraska and Saint Louis, Missouri. The latest in information technology, including on

board computers and a state of the art website, combine with "Make the First Call" and other standard operating procedures to provide the best and most flexible service in the marketplace. With 99% on time (overnight) deliveries and an industry-low claims ratio of .0024, Standard provides unmatched transportation services:

- Exceptional Regional LTL Service (IA, IL, IN, MN, WI, Omaha, NE, Saint Louis, MO)
- Volume Shipments
- Canadian Service
- Fast Forwarding 100% Guaranteed Expedited Service
- Transportation Technologies/EDI
- Full Service GreenLink Division



## Sunrise Logistics, Inc.



Robert L. Kurtz General Manager



Mike Janiszewski Senior Business Development Manager

## **Mission Statement:**"Growing Ideas, Producing Excellence"



# Sunrise Logistics, Inc. 820 North Reading Road PO Box 584 Ephrata, PA 17522-0584 888-518-8502 Fax: 717-721-2545 info@sunriselogisticsinc.com www.sunriselogisticsinc.com









#### Sunrise Logistics— Exceptional Partnership

Sunrise Logistics, Inc. is a full service 3PL company providing a wide range of logistics services to both domestic and international companies. As a member of the Four Seasons Family of Companies, we have built our business on our four core values of Integrity, Exceptional Partnerships, Winning Culture, and Dynamic Leadership. These are the backbone of our company and drive us to be an Exceptional Supply Chain Partner.

## Temperature Controlled Warehousing

With facilities located in Pennsylvania, halfway between Philadelphia and Harrisburg and just off the Pennsylvania Turnpike, we are strategically located to receive, consolidate and store/cross-dock products for redistribution in the northeast and Mid-Atlantic States. Additionally we serve as a gateway for storage and redistribution throughout the U.S. of products arriving at any of the east coast ports and can easily handle seasonal storage requirements. Our storage areas maintain up-to-date food safety and organic certifications.

#### **Transportation Services**

Utilizing our companyowned fleet of trucks Sunrise Logistics provides regular scheduled truckload and lessthan-truckload deliveries to most of the major food distribution center locations in the northeast and MidAtlantic States. We also support direct-store deliveries to many retail, restaurant, and institutional locations within this same region. Longer-haul transportation services are provided using a combination of our fleet and a network of contracted carriers and we facilitate/manage cross-country shipments utilizing both intermodal and rail transportation.

#### Multi-Vendor Consolidation and Redistribution

Sunrise Logistics has established itself as a multivendor consolidation point for an increasing list of customers who are looking for ways to more efficiently and effectively distribute their products. This service was first used by shippers/customers within the produce industry, but has quickly expanded to other food categories requiring temperature controlled storage and transportation.

## Other Value-Added and Logistics Services

- Railcar transloading
- Product reconfiguration/ repacking
- Citrus bagging
- Produce ripening capabilities
- Pick/Pack and package overwrap capabilities

Sunrise Logistics, Inc. specializes in understanding our customers' needs and delivering supply chain solutions customized to fit those needs. We pride ourselves on developing and maintaining strong business partner relationships, and that influences how we do business each and every day. Our people care about our business and your business.

## **Sunteck Transport Group**



**Mike Williams** Chief Operating Officer

#### **Our Mission**

Sunteck's mission is to provide the highest quality of customer service delivered with a sense of warmth, friendliness, individual pride and company spirit.
Sunteck strives to continuously leverage technology with industry best practices to create a better business model for agents, customers and employees.

#### **Our Vision**

Sunteck places special emphasis on the need for dynamic and responsible innovation that generates continuous growth and improvement. Personal assessments, remuneration and career development are linked, among other things, to this criterion, which is applied to all individuals. The key missions of management, at all levels, include developing and encouraging creativity and originality in all its aspects of our business. High quality ideas that match with Sunteck's business strategy receive the resources needed for further development and, where applicable, implementation.

### **Sunteck Transport Group** 6413 Congress Ave., Ste. 260

Boca Raton, FL 33487 Tel: 800-759-7910 www.suntecktransport.com



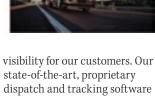


Sunteck Transport Group, Inc., a wholly-owned subsidiary of AutoInfo, Inc., provides shippers with a balanced portfolio of transportation and logistics services through both brokerage and trucking operations. These operations are connected across the U.S. and Canada through one of the industry's most diverse networks of independent branch offices who specialize in delivering solutions to their customers.

Sunteck's portfolio of services include truckload and LTL, intermodal, expedited, and distribution/logistics (pool distribution, "last mile", "white glove", warehousing) for the private and public sectors. We focus on providing these services within a diverse range of end-use markets, including food, automotive, paper, printing, electronics, general industry and various other consumer goods and retail products.

Technology is at the center of Sunteck's operations, providing optimization, integration and





visibility for our customers. Our state-of-the-art, proprietary dispatch and tracking software is complimented by one of the industry's most proficient data storage and disaster recovery programs.

Sunteck's offices have a long record of providing exemplary service to various agencies of the U.S government, including emergency response groups such as the Federal Emergency Management Agency (FEMA). Our offices have coordinated several thousand disaster relief shipments throughout the Western Hemisphere for FEMA, the U.S. Department of Homeland Security (DHS), the U.S. Department of Defense (DOD) and various other federal and state government, quasi-government and private agencies.

## Sunteck Transport Co., Inc.

Our brokerage operations can quickly respond to changing market conditions and evolving customer needs. Our experienced freight coordinators and logistics managers have the flexibility and freedom to assess each of our customers' service and cost requirements and implement the best transportation solution for every shipment.

Sunteck utilizes a full complement of motor carriers, which gives us access to a supply of skilled drivers and reliable freight equipment, including dry vans, refrigerated trailers, flatbeds, and more. Our carriers are continuously re-qualified in several key safety and performance areas to ensure quality and on-time service.

## Sunteck Transport Carriers, Inc.

As an experienced logistics company, we can supplement our brokerage operations through our contract carrier operating authority. For customers having this need, we draw from an elite group of owner-operators who run exclusively for Sunteck and are scrutinized regularly for compliance, such adherence to all DOT safety and hours-of-service requirements.

- Truckload Services
- LTL Services
- Intermodal Services
- Expedited Services
- Distribution Services





## **Taylored Services**

**Key Contacts:** 

Mark Taylor
President/CEO

Chris Kearns Executive VP

#### Mission Statement

## To achieve mutual success with our customers, we listen to their needs.

Our priority is to know our customers and their changing needs. We provide reliable and value added customer-oriented solutions.

To achieve top performance, We invest in our team. We provide an environment that encourages clear information, open dialogue and mutual trust at all levels.

To be a leader, we give our best. We tailor our services precisely to our customers' needs. In striving to maintain a competitive edge, our policies and actions will focus on effective co-operation with partners and on using our resources to their best advantage.

Taylored Services, LLC Corporate and East Coast Headquarters 231 Mill Road Edison, NJ 08817 Tel: 732-248-7900

West Coast Headquarters 14120 Ramona Avenue Chino, CA 91710 Tel: 909-548-4048

www.tayloredservices.com



aylored Services provides supply chain and logistics management solutions that improve your ability to get your products to market. We have the experience necessary to optimize and manage your supply chain operations and costs, with a focus on driving value to your bottom line.

We have deep experience in the design, staffing, implementation and delivery of solutions "Taylored" to your specific requirements. Whether you need the management of a dedicated facility or a multi-customer shared facility, Taylored Services can provide storage, order fulfillment, and complete back end operations at whatever level is required to support your supply chain strategy.

■ We have 1,000,000 square feet of warehouse and distribution space under management near the ports of Long Beach and Los Angeles in California, and Newark and Elizabeth in New Jersey

- We use advanced technologies including electronic order processing using EDI or flat files, radio frequency bar code scanning, and web-based reporting. We can provide you with the most accurate and up-to-the minute information about your inventory
- We have extensive experience ensuring retail compliance (including RFID), and have worked with all of the major mass market retailers
- Our versatile warehouse design allows us to securely store, effectively pick, prepare and ship a wide range of both consumer and industrial products from apparel to high tech
- We provide a wide range of services to support your supply chain at all levels including

value added services, reverse logistics, transportation management and contract packaging

Our Services Include:

- Supply Chain Management
- Warehousing & Distribution
- Transportation Management
- Value Added Services
- Contract Packaging
- Systems & Technology

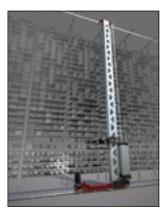
Our shared commitment to your objectives makes us a dedicated provider focused on the very same goals that drive your business. It's been that way since we started in 1992. Contact us today at (732) 248-7900, and let us put our experience to work for you.





## **TGW-Ermanco**

TGW-Ermanco is an integrated logistics solutions and product provider for both large and small companies. Our expertise is in the planning, design, implementation, and lifetime service of integrated logistics solutions to help a company's supply chain.



#### Integrated Logistics Solutions for an Optimized Supply Chain

When it comes down to it, it's more than just providing products. It's about planning, designing, manufacturing, installing, and supporting your solution...a solution tailored to your needs. A solution that gives you increased efficiency and higher productivity.

As a provider of complete integrated material handling solutions, providing hundreds of automated material handling systems to many of the world's largest companies, TGW understands logistics from the big picture down to the smallest detail and we have the products and experience to optimize your supply chain.

With a commitment to innovation, product development, and unparalleled customer service, let TGW help you today.

#### Why Choose TGW?

We believe each operation is unique and requires a unique solution – Your project won't be categorized and made to fit into one of a few standard solutions. We work with you to understand your operational requirements and objectives and will deliver a solution uniquely suited to your needs.



Every customer is important to us—Our relationship with you is more important than the size of the project. We listen to what you have to say, are flexible and responsive, and make it a personal goal to ensure that your operation is the best it can be.

A broad background of experience – Over 40 years of experience has given us the expertise and understanding of the countless decisions and demands involved with designing and implementing a material handling system.

Guaranteed system
performance – TGW systems
and solutions are recognized for
their outstanding effectiveness.
All of our equipment is backed
with a two-year warranty.

Large selection of field-proven technologies – TGW has the technologies needed for your material handling system.

Single source provider – Entrusting one company with the design and implementation of your logistics solution saves you immeasurable time, costs, resources and problems. TGW will oversee each detail and carefully coordinate and manage your project.

Best value solutions with attractive ROI – Best value solutions and rapid return on investment are our hallmark. We strive to give you the perfect balance of speed, reliability, and cost for your solution.

Support for the life of your system – With TGW, you have a partner that offers full life cycle training and multiple maintenance options to meet your support needs today, and in the future.

#### **Supply Chain Solutions**

- Order Picking Systems
- Staging Systems
- Buffer Storage Systems
- ■Warehousing & Distribution
- WCS Software Systems

#### **Industries Served**

- General Merchandise
- Retail/Wholesale Distribution
- Food, Grocery, Beverage
- Pharmaceutical/Medical Products
- Postal/Parcel
- Automotive
- Electronics
- Book & CD Storage and Distribution
- Manufacturing/Assembly

#### **Products**

- Carton, tote and unit load conveyor & sortation systems
- Automated Storage and Retrieval Systems (AS/RS) for case, tote, carton and pallet loads
- Pick/Put to Voice & Light Systems
- Warehouse Control (WCS)& Warehouse Management (WMS) Systems

#### System Design & Support

- System Integration
- DC Design & Simulation
- Feasibility Studies
- Operational Analysis & Audits
- Full Life-Cycle Support and Training



#### **TGW-Ermanco**

6870 Grand Haven Road Spring Lake, MI 49456 231-798-4547 info@tgw-ermanco.com www.tgw-ermanco.com

### TLC



Pete Westermann
President and CEO

#### **Mission Statement:**

TLC's mission is to be the premier provider of integrated supply chain solutions to the food and consumer product manufacturer markets; delivering consistent, competitive capabilities across all aspects of our customers' value chains.

We believe the future belongs to firms that demonstrate and deliver value in ways that the customer cannot otherwise obtain. None of this is possible without an absolute commitment to world class excellence from our people.

TLC 10717 Adams St., Suite 200 Holland, MI 49423 800-333-5599 www.totallogistic.com TLC is a source-to-shelf supply chain solutions provider. As an independent operating unit of one of the world's largest retailers, TLC delivers large scale, complex supply chain solutions to businesses of all sizes.

It's about focus: Thinly spread resources provide marginal results. TLC focuses everything on the consumer sector. 97% of revenues are from retail-bound solutions. This gives us the power of focus – and it gives our clients true supply chain value.

It's about resources: You can't serve from an empty wagon. With an enterprise network of over 80 distribution centers and 34 million square feet, TLC has the DC resources you need. With an enterprise fleet of over 3,000, we have the transportation resources to create high-value networks for your goods.

#### It's about services:

We build solutions from a complete supply chain tool kit.
Categories include: Dedicated and shared distribution solutions, fulfillment operations, temperature controlled environments, transportation management, dedicated fleets, strategic sourcing, contract manufacturing, contract packaging, conversion, assembly, and product completion.

It's about competencies:

Our supply solutions teams contain some of the most talented and creative professionals in the industry. By combining your goals and objectives with the TLC resource base, we create new, sustainable supply chain value for our clients.

It's about bench strength:

With over 18,500 enterprise associates in front line supply chain positions, TLC has depth, experience and expertise in a broad range of value chain disciplines. Getting the right people involved early, and working as a team to deliver the best solution creates new value across the supply chain.

It's about technology:

Supply chains run on information. TLC invests millions into best-of-breed solutions that form an

integrated SOA platform upon which we deliver highly tailored services that enhance performance and provide realtime visibility.

It's about culture: You can't talk about TLC without talking about culture. Our clients talk about it constantly. It's part of what sets us apart. Performance based and built around the individual, it is the key component of the TLC solution. For more on the TLC culture we would refer you to a TLC client.

It's about a partner: If you are looking for a supply chain partner that can add real, sustained, competitive advantage to your enterprise, then it's about time to contact TLC. We welcome the opportunity to earn your business.





## TMSi Logistics



Ron Cain President & CEO

#### Mission:

TMSi Logistics is a leading distribution, technology, and integrated logistics provider that differentiates itself through LEGACY, a unique values-driven culture resulting in sustainable cost savings and improved service levels.



#### **TMSi Logistics**

40 Congress Street, 3rd Floor Portsmouth, NH 03801 Office: 603-422-0777 Fax: 603-422-7337

> Ron Cain 603-422-0777 x7233 ronc@tmsilog.com www.tmsilog.com



#### **About TMSi Logistics**

TMSi Logistics is a leading distribution, technology. and integrated logistics provider that has built a powerful reputation in the industry by successfully managing costs and optimizing customer service. TMSi Logistics is highly respected as a national logistics provider as a result of their demonstrated expertise in designing and executing extremely efficient and collaborative supply chain management solutions. TMSi Logistics has been recognized for the fourth consecutive year by Inbound Logistics as one of the nation's Top 100 3PL providers, and was also honored for the second consecutive year as one of Inc. Magazine's 5000 Fastest Growing Companies in America.

A dynamic team of industry veterans leads TMSi Logistics. Collectively, this team has developed, implemented, and managed warehouse and transportation management solutions for companies of all sizes and complexities. Their breadth of experience in transportation management, technology solutions, operations management, and cultural development is unmatched in the industry.

TMSi Logistics has demonstrated expertise in

optimizing enterprise-wide supply chain operations by providing services including distribution network modeling, long term facility planning, and operations consolidation. By identifying and adhering to performance markers such as time to market, inventory turns, profitability goals, and other **Key Performance Indicators** (KPIs), TMSi Logistics has established a reputation of effectively monitoring and maintaining supply chain performance.

In addition to crucial performance tracking tools, TMSi Logistics is known for optimizing the critical product support aspect of a client's supply chain strategy. Through TMSi Logistics' Total Logistics Provider (TLP) business model, they are able to design, build, and run distribution networks that support product flows.

While technical aspects of managing a supply chain are a significant part of TMSi Logistics' management style, the company prides itself on its ability to create and support a values-driven culture that delivers results. Through LEGACY, a proprietary corporate values system, TMSi Logistics helps clients achieve resiliency through trying economic times, encourage social responsibility through

employee engagement and leadership development, and increase efficiencies while lowering costs.

LEGACY is the cornerstone of development for TMSi Logistics leadership team. They have equipped their staff with the tools necessary to evolve into highly functional teams for increased productivity and effectiveness. LEGACY will allow TMSi Logistics to further help clients decrease costs and increase revenue through reduced downtime, faster turnaround, and superior dedication to the task at hand. LEGACY is also pivotal in developing TMSi Logistics' stance on social responsibility by encouraging staff to take part in community service and enrichment activities to improve the community around them.

For 25 years, TMSi Logistics has differentiated itself based upon performance, relying on its proprietary LEGACY training and measurement program. LEGACY drives the TMSi performance-based culture which consistently delivers sustainable, yearover-year cost savings for its customers. TMSi Logistics works with clients to design, engineer, and execute multidimensional organization plans and has assisted in the creation of world-wide supply chains.

If you believe your company could benefit from TMSi Logistics' demonstrated expertise in implementing a values-driven culture that stimulates bottom-line results, or would just like to learn more about the services TMSi Logistics provides, please visit www.tmsilog.com or call 603-422-0777.

### **TradeCard**



Kurt Cavano CEO

#### **Mission Statement:**

Our mission is to deliver a competitive advantage to our customers by leveraging the value of sourcing, logistics and supply chain finance integrated on a global software-as-aservice network.

#### **TradeCard By the Numbers**

- 5,000+ customers
- 60 countries
- \$8 billion+ settled in 2008
- 25+ financial institutions
- 150 service providers
- 24x7 global support
- 99.989% platform uptime
- 30,000+ individual users

# TradeCard\*

#### TradeCard

75 Maiden Lane New York, NY 10038 info@tradecard.com www.tradecard.com radeCard is a supply chain network collaboration platform that automates transactions from purchase order through settlement. Retailers and brands communicate electronically with suppliers, factories and key service providers through a hosted platform for better control of payments and products in the supply chain.

#### TradeCard Delivers:

- A hosted technology platform
- Online financial services
- Local support in-country, in language
- Global network of buyers, suppliers, service providers

### TradeCard Customers Include:

- Dick's Sporting Goods
- Columbia Sportswear
- Guess?
- Rite Aid
- Bassett Furniture
- O'Neill Apparel
- Burton Snowboards
- Perry Ellis
- Brooks Bros.

### How Can TradeCard Help You?

A secure transaction infrastructure greatly reduces the inefficiencies and uncertainties found in traditional domestic and crossborder trade processes.

TradeCard is a cost-effective, practical and patented service for supply chain transactions that streamlines and enhances steps necessary for purchase order approvals, payment decisions and settlement.

TradeCard enables buyers and suppliers to eliminate capital related risk:

- Suppliers access automated payment protection and trade finance products from participating financial institutions on the TradeCard Platform.
- Brands and retailers reduce liquidity strains in their supply chains by making early payment programs available to their suppliers, and eliminating the need for suppliers to use their own credit lines for purchases.

## Factory Automation & Visibility

TradeCard's Factory Xpress solution provides factory automation to enable strategic programs such as DC bypass. Factory Xpress standardizes and automates processes to:

- Increase packing compliance
- Enforce pre-pack and musical size run requirements
- Generate compliant UCC-128/EAN carton labels
- Automate packing, shipment building and receiving processes
- Enable cross docking and direct shipment programs
- Support packing/shipping postponement
- Increase document accuracy
- Provide real-time visibility to product status
- Ensure accurate and timely ASN creation
- Auto-integrate with LSPs
- Reduce document errors

Visibility and agility through Factory Xpress help brands and retailers:

- Minimize markdowns
- Reduce out-of-stocks
- Lower cost of goods sold
- Avoid unplanned shipments
- Improve supplier compliance to reduce chargebacks
- Support additional growth without incurring related increase in costs
- Expedite the receivables process
- Reduce cycle times

## TradeCard's Global Services & Support

TradeCard's Services organization activates more than 1,600 companies per year. TradeCard's software-as-aservice (SaaS) delivery model combined with local support presence in 60 countries enables buyers, suppliers, factories and service providers to easily connect and transact within 90 days without adding additional resources and staff.

TradeCard Services is a network of local in-country experts that support 5,000 customers, 24x7. It provides solutions relevant to local conditions for trading partner collaboration, transaction protection, early payment programs, and pre/post-export financing.

#### Watch List Screening

TradeCard monitors all transaction parties against 23 State Department databases to protect customers and prevent criminals from transacting.



## TransGroup Worldwide Logistics

U.S. Owned Globally Connected

Industry-Leading Software

Transport & Logistics Nationwide/Worldwide

Global Warehousing & Distribution

Customer Centric Approach

Integrated Supply Chain Management

Custom Tailored Systems & Solutions

Heavy Project Logistics







#### TransGroup Worldwide Logistics

PO Box 69207
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800-444-0294
Fax: 206-244-7463
email: info@transgroup.com
www.transgroup.com



ransGroup Worldwide
Logistics, founded in 1986,
is a U.S. owned full service
Domestic and International
Freight Forwarder and Global
Logistics Provider. We have
achieved positive annual revenue
growth since inception and,
through our 40 North American
logistics centers, now attain
annual gross revenues in excess
of \$280 Million.

TransGroup is an International Air Transportation Association (IATA) Approved Agent. Our Indirect Air Carrier (IAC) security program is recognized by the Transportation Security Administration (TSA) and we are Customs-Trade Partnership Against Terrorism (C-TPAT) Certified and Validated. We are also a Licensed Customhouse Broker and Ocean Transportation Intermediary/Non-Vessel Operating Common Carrier (OTI/NVOCC).

We provide nationwide and worldwide transportation, logistics and specialized solutions. Our coverage is complete and when combined with our proprietary web-based logistics management tools delivers a seamless and integrated flow of goods and information across the entire supply chain.

Our business model is unique in that we have an entrepreneurial attitude, with people empowered to make decisions at the local level. This gives us a decentralized approach to customer service, operations and key account management to work with customers locally.

At TransGroup, customer relationships are based on providing value through 'Customer Centric' solutions to improve efficiencies and reduce costs by:

- Identifying existing transportation and logistics inefficiencies within the supply chain and providing operational or technological solutions to correct them.
- Selecting the best suited carriers and facility/service providers based on price,

availability and reliability.

■ Providing logistics management tools that bring automated shipment initiation and integrated supply chain transparency to the parties our customers determine, thereby reducing excessive intra/inter office and company communications.

### Competitive Differentiators

- Our structure as a nonasset based full service logistics provider gives us access to the best-suited providers of specific services in any location within North America, or around the world. We are not hindered by our own facility locations or entrenched operating procedures.
- Our 'Customer Centric' approach makes TransGroup the most innovative transport logistics system available. This approach enables us to understand, first hand, each customer's specific needs, challenges and requirements and to effectively tailor the best solution for each.
- Our proprietary webbased logistics management tools are the most flexible, intuitive and customer focused available. They are designed, programmed and supported in-house, giving us the flexibility to customize any or all of our systems to fit the specific needs of each customer.





## **Transite Technology**

#### Mission Statement:

Transite will revolutionize transportation management by developing innovative, customer-based technologies that deliver dramatic, measurable cost-reductions and simultaneous business process improvements.

#### **Transite Values:**

- Highest Return on Investment for Customers
- Customer Focus
- Excellence in Execution
- Innovation
- Superior Domain Knowledge



Founded in 2002, Transite's solutions, technologies and services enable America's bestrun 3PLs, brokers, shippers and carriers to streamline processes and increase profits. The company allows these parties to automate and manage LTL, TL, small package, ocean, and air shipments.

Transite's offerings range from complete solutions to technologies used by other TMS and ERP vendors to provide best-of-breed functionality. The company's solutions are hosted or purchased, ERP-agnostic, cost-effective, flexible, quick to implement, and highly scalable.

#### Customers

Transite's products and services are developed and sold into the three primary segments that comprise the transportation and logistics ecosystem: Shippers, 3PLs/Brokers and Carriers.

The diversity of shipping customers such as Pergo, Samsonite and CARQUEST represent Transite's ability to address specific and diverse requirements across a range of industries, including manufacturing, consumer goods, food distribution, automotive, and home improvement/home construction. Carrier and third-party logistics customers

include: Averitt Express, CH Robinson, Matheson Trucking, and Con-way.

Over the years, our emphasis on honest customer satisfaction has earned Transite a customer retention rate of more than 95%.

## Transportation Management Solution

Transite Quantum:
Shippers benefit from working with Transite whether using our services or technologies. However, our Quantum solution has the highest impact on profits. The solution is a customer-tailored combination of business process improvement products and cost-savings services.

## Transportation Management Products

■ **Jaguar TDP:** Jaguar Transportation Development Platform (TDP) is an industryunique transportation management platform for carriers, 3PLs and shippers. Jaguar TDP delivers the core functionality of rating and pricing management - including rating (small package, LTL, TL, air, multimodal), database management and user security - while offering the customer the flexibility to build their own transportation management applications within the platform, or outside the platform.

■ My Freight Portal: My Freight Portal is a transportation management system (TMS) for tightly controlling outbound, inbound, and third party shipments. Provides least-cost rating & routing, tracking & tracing, freight bill audit, and financial reporting. Available via a Web browser or highly integrated with internal systems via Web services (SOAP).

#### ■ Contract Manager:

Provides exact shipment costs for TL, LTL, parcel, and air shipments. It allows easy management of transportation agreements, transit times, rate bases, and vendor routing guides. Used to provide rates for outbound as well as access by vendors for inbound carrier compliance. Contract Manager is the only commercially available rating system for truckload, LTL, parcel, and air. Available as software or a managed Webbased service.

### Continental LTL Neutral Rate Base:

■ Continental Rate Base:

For shippers and 3PLs – The industry's most economical, full-featured neutral LTL-class rate base used for pricing and bidding enabling the simplicity of a single base for all carriers within a transportation portfolio.

#### Why We Win Deals

- **Cost Effective:** We are innovative and efficient.
- Customer ROI: On average, shipping customers save 15 to 20 percent or MORE.
- ERP-friendly: SAP, Lawson, Macola etc. Quick to implement and cost effective.
- Partnership Attitude with 3PLs and Shippers: We enhance customer loyalty and help strengthen our customers' organizations.



#### Transite Technology

1008 Bullard Court Suite 200 Raleigh, NC 27615 1-800-810-9888 info@transite.com www.transite.com

## **Transplace**



Tom Sanderson Chairman, CEO and President

#### **Mission Statement:**

To achieve global supply chain excellence for our customers—manufacturers, retailers and distributors of all types and sizes. To exceed customer expectations by delivering lower costs, better service, greater inventory velocity, and higher capital utilization.

We are unique in providing an optimal and flexible combination of logistics services and technology. Our assets are people, processes, proprietary technology, and scale from our critical mass of shippers and carriers.





#### **Transplace**

Dallas Corporate Headquarters: 3010 Gaylord Parkway Suite 200 Frisco, TX 75034

Nationwide Offices: Lowell and Stuttgart, AR Laredo, TX

888-445-9425 info@transplace.com www.transplace.com



## The 3PL & Technology Company

Transplace is The 3PL & Technology Company that provides comprehensive, executable logistics technology solutions with the goal of growing its customers' businesses by optimizing the supply chain, enhancing customer service and reducing total logistics cost. We are a non-asset based, awardwinning technology solution provider that offers retailers, manufacturers and consumer goods companies the optimal blend of logistics technology, streamlined processes, and scale from its critical mass of shippers' freight, carrier capacity and human capital.

#### Leverage Our Technology, Freight Networks, Logistics Expertise and Carrier Base

With Transplace, you'll benefit from an account-level engineering approach that will deliver improved utilization of private or dedicated fleet operations, reduced transportation costs, the logical assignment of carriers to dedicated lanes, and reduced detention and other accessorial charges. In addition, our collaborative continuous moves (CCM) program

identifies operationally feasible opportunities across multiple customers and provides consistent capacity and service while lowering total costs.

Our customized packages include one or all of the following service categories. You decide what fits your business needs, budget and supply chain.

- Comprehensive management services
- Sourcing/procurement
- Carrier freight payment and audit
- Optimization/consolidation
- Order management
- Business intelligence
- Crossdock coordination
- Dock scheduling/yard management

#### Superior Technology Backed By Expertise and Broad Market Knowledge

Our Scenario Pro
Technology<sup>SM</sup> (SPT) is the
brain of our Transportation
Management System (TMS). An
optimization engine for mode
selection, LTL consolidation,
optimal carrier assignment,
continuous moves matching
and shipment routing, SPT
is the key to transportation

savings. It's also the starting point for Transplace engineers when analyzing and developing customer-specific solutions, network design and optimization, site selection analysis and product flow analysis.

No matter which Transplace solution we apply to your business and transportation challenges, the results will be increased efficiency, cost savings, more visibility into shipments, automation and, ultimately, a competitive advantage – without heavy capital investment in internal systems or software licenses and installations.

## Broadening Our Focus and Expanding Our Service

Transplace brings its service offerings full circle by extending leading 3PL and technology solutions to a new market of customers. We now offer tailored solutions focused on the challenges of small-to-mid-sized companies for all transportation modes, including less-than-truckload, ground and air expedite, truckload, intermodal, reefer and international moves. Transplace provides these companies with the supply chain expertise available to their larger competitors by leading them in gaining access to a large network of carriers, achieving complete transportation visibility and decreasing costs.

### TRANSPLACE

The 3PL & Technology Company

# logistics

## LOGISTICS PLANNER

## **TransportGistics**

www.blgen.com www.freighttracing.com www.insourceaudit.com www.productreturns.com www.routingguides.com

TransportGistics puts you in control with global, multiproduct and services that provide market leading, simple, incremental solutions for transportation management and logistics functions within your supply chain.

Our web-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

#### Simpler is Better 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 and cost avoidance.

## 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 web-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.

Simpler-is-better

transportation

management and

logistics solutions.

- BLGen: Create and communicate transportation forms including packing slips, carton labels, LTL and TL Bills of Lading.
- Relationship Management
  Solution. With thousands of
  carriers to choose from and
  varying requirements for each
  shipment, CARRm simplifies
  the process. CARRm maintains
  a self service environment for
  carrier to enroll as vendors,
  maintains their profiles
  and makes approved, user
  filtered profiles available to
  disseminate bids to.
- CARSel: An automated, multi modal, shipment pricing, carrier selection and document generation solution. CARSel enables users to view available carriers and select the most appropriate carrier considering price and service.
- 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.

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



#### TransportGistics, Inc.

4170 Veterans Highway, Suite 202 Bohemia, NY 11716 631-567-4100 Fax: 631-563-2497 sales@transportgistics.com



## Tucker Company Worldwide, Inc.



Jeff Tucker CEO



Jim Tucker President & COO

#### **Mission Statement:**

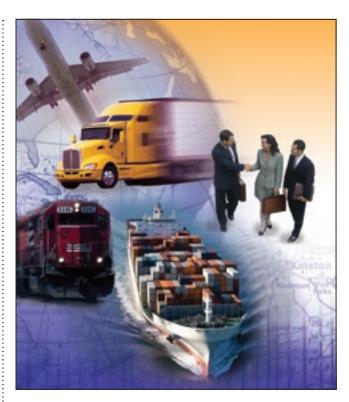
Tucker Company Worldwide, Inc. is committed to safely providing our customers with competitively priced, comprehensive freight management programs that deliver.





#### Tucker Company Worldwide, Inc. 900 Dudley Avenue Cherry Hill, NJ 08002 800-229-7780 856-317-9600 Fax: 856-317-0741 info@tuckerco.com

www.tuckerco.com



ucker Company Worldwide, Inc. operates America's oldest privately held freight brokerage authority, a third party logistics (3PL) business and NVOCC and ocean freight forwarding authorities. We are focused on providing customized and focused logistics services and expertise throughout a broad array of industries. No matter the complexities, Tucker seamlessly adapts to meet your supply chain needs safely and efficiently.

Our product specialty categories include: general commodities, healthcare, temperature control, energy industry, military and government related as well as flatbed, heavy haul, overdimensional and project cargo.

Areas of concentrated expertise include: extremely

high value cargo, selection and use of credentialed carriers and high security carriers, Rx and OTC pharmaceuticals, JIT/tight timetables, adherence to, and validation of contractual, sitespecific and product-specific care requirements.

Tucker's service covers all points in North America and the World with all modes: truck, air, rail and ocean.
Tucker operates as an NVOCC and ocean freight forwarder (FMC#021989NF).

Tucker values building strong carrier and customer relationships to leverage and ensure that its network delivers results for your business. As industry capacity and market forces ebb and flow, Tucker keeps you well positioned to reach your market every day.

With Tucker in the picture, your organization can scale

up, down, flex or recover at a moment's notice. We've got you covered.

### Specialized Divisions at Your Service

- North American Freight Group (brokerage)
- Dedicated Logistics Group (3PL)
- Government Freight Group
- International Freight Group (NVOCC & OFF)

#### **Specialties**

- Truckload, Van, Temp Control, Flat
- Ocean Freight
- Heavy Haul, Specialized & Project Cargo
- ITÍ.
- Inbound & Outbound Logistics
- Supply Chain Safety & Security
- Customized Freight Management Solutions
- Ports/ Pier Work

## High Safety & Security Cargo

- Healthcare & Pharmaceuticals
- Medical Diagnostics
- Specialty Chemicals
- Capital Equipment
- Energy Industry
- Electronics

#### **Expedited Services**

- Truckload & LTL
- Air Freight & Chartered Flights

#### Tucker Consulting, Inc. Services

- Carrier Inspection, Verification & Certification
- Carrier Safety Qualification & Due Diligence Review
- Standard of Care Analysis & Certification Programs
- Document Management & Control

## **U.S. Xpress Enterprises**





Patrick E. Quinn Co-Chairman Max L. Fuller Co-Chairman

Since 1986, U.S. Xpress has removed the traditional boundaries to deliver options and innovations for our customers. U.S. Xpress first built our reputation within the world of transportation as a leading truckload carrier with expertise in providing award-winning, time-definite and expedited truckload services. Over the past several years, the Company has developed highly-respected dedicated and regional services as well as multi-modal truck/rail and truckload drayage options. U.S. Xpress Enterprises has continued to diversify our transportation offerings to include floor covering logistics. warehousing and distribution, LTL, on-demand expedited truckload services and brokerage through Xpress Network Solutions. Additionally, our Xpress Internacional service offers a seamless bridge between the U.S. and Mexico. In 2009, U.S. Xpress earned a SmartWay Excellence Award from the Environmental Protection Agency, recognizing the Company's dedication to green initiatives.

#### **U.S. Xpress Enterprises**

Corporate Headquarters 4080 Jenkins Road Chattanooga, TN 37421 Fax: 423-510-4081 askusx@usxpress.com www.usxpress.com



U.S. Xpress Enterprises has worked for more than 20 years now to change the landscape of the transportation world. Our company stands today a billion-dollar, privately-owned truckload carrier and as one of the premier transportation solutions in North America.

Building an efficient supply chain in today's world has become a constantly changing puzzle. At U.S. Xpress Enterprises, we have developed a variety of award-winning services and a strong network of affiliated companies that can integrate solutions. With 9,000 trucks and 26,000 trailers in our overall fleet, we deliver a complete picture for our customers.

To learn more about what U.S. Xpress Enterprises has to offer, we invite you to review the following highlights from our featured services:

- Traditional OTR: The truckload market has seen significant changes over the past few years, and U.S. Xpress features cutting-edge solutions to accompany our award-winning OTR service.
- Team Xpress: This operation is comprised of more than 800 two-person teams, typically able to cover 1,000

miles in 22 hours. Team Xpress is a great tool for customers looking to closely manage inventories.

- Dedicated Contract
  Carriage: Our awardwinning approach offers an
  alternative to private fleets
  with experienced on-site
  management, including reliable
  shuttle and yard service.
  We specialize in close-loop
  movements and can easily
  handle surge capacity.
- Regional: A growing portion of our truckload offerings, our regional operation provides overnight and sameday service within a 500-mile range. The strength of our regional coverage is bolstered by the expertise of our affiliated companies, featuring...
- Arnold Transportation: With a fleet of 1,500 trucks and 4,800 trailers, Arnold's services are focused primarily on the Northeast, Mid-Atlantic, Southeast, Midwest, Southwest and California markets.
- Total Transportation:
  With a strong terminal network east of the Mississippi, Total has a particular concentration with truckload and LTL service on routes to and from the Southeast and into Northeast.

- Smith Transport: Joining our Family of Companies in 2008, Smith provides medium length of haul and dedicated dry van service primarily in the eastern United States.
- C&C Trucking: Serving customers along the eastern seaboard, C&C features regional, dedicated and expedited truckload services.
- Truck-Rail Services:
  With a local and drayage fleet supported by a nationwide network of rail hubs, this multi-modal approach offers a broader range of capacity options and transit times equal to solo service. We feature a seamless system with state-of-art equipment.
- Typess Direct: A leader in the on-demand expedited market, Xpress Direct has developed the expertise for surge projects, product rollouts, load recovery, and monthend, quarter-end and year-end needs. Xpress Direct offers ondemand capacity to 60 major markets in six hours or less.
- Xpress Global Systems:
  Our LTL and distribution
  services provider, Xpress
  Global provides a full range of
  consolidation, warehousing and
  other cross-docking services.
  XGS is also a leader in the field
  of floor covering logistics.
- Xpress Network
  Solutions: A brokerage service,
  Xpress Network Solutions
  works with our established
  carrier network to handle all
  modes of transportation and
  loads, including refrigerated,
  flatbed and more.
- Xpress Internacional: A seamless networked bridge between Mexico and the U.S., Xpress Internacional offers customers a host of transportation solutions and has been certified by C-TPAT and BASC.



## Unyson Logistics A Hub Group Company



**Donald Maltby** *Executive Vice President* 

#### Mission Statement:

Our mission is to be the best 3PL in providing multi-modal capabilities while guaranteeing supply chain savings and adapting our services to meet each client's ever increasing needs.

#### Markets We Serve:

- Retail
- Manufacturing
- Consumer Goods
- Pharmaceutical Specialty Markets

#### **Unyson Logistics**

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Fax: 314-993-5682
Email:
info@unysonlogistics.com
Website:
www.unysonlogistics.com



In today's economy you need a partner who can provide immediate savings and will commit to those results with long term performance. You need Unyson Logistics.

Unyson Logistics is a division of Hub Group that specializes in elevating supply chain performance by using industry-leading practices, experienced professionals and state of the art technology. We provide customized transportation management solutions that support your strategic initiatives and deliver the results you need while guaranteeing supply chain savings.

We are a network of logistics professionals dedicated to developing, implementing and operating customized logistics solutions. Our people, processes and technology enable us to deliver tangible, quantifiable savings for our customers typically ranging from 12%-25%. Equally important, our solutions improve the

performance of our customers' supply chain through proactive management, implementation of best practices, and increased visibility to critical activities.

Unyson's collaborative approach allows us to develop tailored solutions to meet the unique needs of each customer. We empower our customers to own the process with us, blending our best thinking with our customer's best thinking, to develop the best overall solution. By harnessing the power of our collective strengths we jointly develop a solution that drives a clear competitive advantage for our customers.

The Unyson team is ready to drive costs from your supply chain with our Total Logistics Solutions:

- Transportation Modeling and Optimization
- Network Analysis and Design
- Transportation Bid Management
- Environmental Improvement Programs
- Complete Supply Chain Visibility
- Reverse Logistics
- Multi-Modal Management and Execution
- Project Management
- Reporting
- State of the Art Technology Suite

We welcome the opportunity to work with your company. For more details, please visit our website to learn how our total logistics solutions and services can generate savings for your company.



A Hub Group Company

## UTi Worldwide, Inc.



#### Supply Chain Solutions That Deliver

UTi is one of the industry's leading non-asset based, global third party logistics providers. We deliver competitive advantage to each client's supply chain through innovative, integrated solutions.

UTi is committed to delivering value that will help clients succeed in today's uncertain economic environment.
This means maintaining an external focus on the global marketplace, being alert to potential obstacles as well as opportunities, and having solutions ready that can eliminate complexity. We can configure, manage and service all of our clients' supply chain requirements efficiently and cost effectively.

#### Our primary services include:

- Air and Ocean Freight Forwarding
- Contract Logistics
- Customs Brokerage
- Distribution
- Transportation Brokerage
- Transportation Management
- Supply Chain Analysis and Consulting

### UTi Contract Logistics & Distribution

Operating in a global footprint of more than 240 logistics centers in 28 countries, UTi can effectively store, configure and deliver your products while maintaining the visibility and inventory management you need to effectively manage your business. Whether delivering goods to a global client base or managing complex inbound supply chains, our transportation and inventory optimization tools reduce network costs and improve product availability. Services include receiving, deconsolidation and decontainerization, sorting, consolidation, assembly, storage, distribution, cross docking, manufacturing support, e-fulfillment, transportation management, transportation brokerage and a wide range of valueadded services.

#### **UTi Freight Forwarding**

With over 370 freight forwarding facilities operating in 285 cities in 62 countries, UTi is poised to deliver competitive advantage to our clients. To us, the entire freight transportation process goes far beyond the simple delivery of goods. It's all about reducing costs while delivering on your promise of when and where those goods are to arrive.

At UTi, it is our goal to provide value through intermodal shipping at the most competitive rates available, always with single carrier control. UTi offers you a variety of air, ocean, surface and specialty transportation services to meet your needs.

## UTi Supply Chain Design and Innovation

UTi leverages our global network, information technology systems, relationships with transportation providers, and expertise in outsourced logistics services to improve visibility and reduce overall logistics costs. Our team of supply chain professionals can help you build a business case for change, innovation and cost reduction in your organization. Contact UTi today to see what competitive advantages we can offer your team.

#### **Competitive Advantage**

At UTi, our associates are the most important resource in keeping our service commitments to clients. By applying principles of trust, honesty, respect, integrity and commitment, we nurture and maximize talent to benefit the individual and the company. We foster a work environment where diversity is valued, quality of life is enhanced, individual aspirations are fulfilled, and the bond between UTi, clients and associates is strengthened. The company strongly believes in providing an atmosphere that is both fun and conducive to performance excellence.

#### UTi Worldwide, Inc.

100 Oceangate, Suite 1500 Long Beach, CA 90802 1-800-331-1226 UTiL\_info@go2uti.com www.go2uti.com



## Wagner Industries, Inc.



John Wagner President

#### The Perfect Order.

Everyone wants it, but not every Third Party Logistics provider (3PL) can deliver it. The perfect order is complete and on time, every time. Wagner sets the stage for the Perfect Order by first taking the time to understand your needs and the needs of your customer and then developing sets of processes to deliver complete orders on time, every time. We know that one size does NOT fit all; so, we adapt our work processes to fit yours – you won't have to adapt to accommodate Wagner.



#### Wagner Industries, Inc.

1201 E. 12th Avenue No. Kansas City, MO 64116 800-817-1264 ext. 320 816-421-3520 Fax: 816-421-2568 www.wagnerindustries.com



reliability and dedication have been reasons why Fortune 500's, and entrepreneurial start ups alike trust the Wagner name for their integrative logistics solutions. We're here to help you select the best balance of resources available by personally vesting ourselves in the success of your logistics operations.

#### **Dedicated DC**

We work with companies across the nation who have chosen not to develop in-house logistics capabilities or who've made a commitment to focus on their core business strengths. Whether your company is quickly expanding existing markets or penetrating new ones, we're confident that we can help you reach your goals without the hassle. You can rely on us for scalable supply chain management solutions implementing dedicated or multi-client facilities as well as an extensive range of contract packaging services.

#### Fulfillment

Wagner provides end-toend systems inter-operability by minimizing product loss and damage, maintaining the integrity of inventory and processing and delivering orders in the most efficient manner possible. We facilitate your most complex materials handling processes by helping you manage your entire supply chain more effectively. We can provide you with order processing by "eaches" or by the case and all inventories are able to be tracked in real time.

#### **Transportation**

We deliver solutions made up of the most effective combo of carriers, routes and delivery methods in the nation. Our veteran shipping managers are the most knowledgeable in the business, drawing upon years of front-line experience, so no matter what you're shipping, where you're shipping to and when it needs to get there, our "hands on" approach guarantees success.

#### **Technology**

Managing a lineup of the most effective logistics technologies available, including full EDI integration, the Red Prairie WMS, and online load tracking, Wagner works hand in hand with you to keep your profits up and costs under control.

#### Packaging

With rampant globalization and hyper-competition occurring across every business sector in America, it's understood that customers want products delivered faster, keep the rates as low as possible and not sacrifice any quality. Wagner helps you accomplish this by collaboratively integrating the strengths of CPG manufacturers, big box retailers and packaging design firms. Tell us what you'd like to accomplish and we'll make it happen. With over 4 million square feet of distribution center space across the nation, we can rapidly develop, deploy and manage packaging solutions anywhere your business takes you.

On the production floor, Wagner's "packaging plant" capabilities include, current inventory tracking, co-packing, repack-aging, display assembly and returns processing.

From planning to implementation, choose Wagner for Integrative Logistics Solutions. Visit our website at www.wagnerindustries.com or give us a call at 1-800-817-1264 ext 320 to learn more about how we can help.



### **Weber Distribution**



William H. Butler, Jr. President & CEO

#### **Mission Statement:**

Successful companies share a competitive advantage superior logistics execution. Created in 1924. Weber Distribution remains familyowned and professionally managed. From day one, our goals have been to deliver personalized service, exceptional quality, and superior logistics execution to each and every one of our clients. While Weber continues to execute on these goals, we have re-focused our mission to better service our clients. Weber's mission is to be the dominant provider of innovative logistics solutions solving the most complicated supply chain challenges within the consumer packaged goods, retail and chemical industries.



#### Weber Distribution

13530 Rosecrans Ave. Santa Fe Springs, CA 90670 Toll Free: 877-624-2700 clientsolutions@weberd.com www.weberdistribution.com



ased in Los Angeles, Weber Distribution has evolved into a nationwide provider of logistics solutions. Weber's expertise includes contract and shared warehousing, freight management, LTL and TL services including temperature-controlled, cross docking, transloading, pool distribution, network optimization modeling and analysis, retail compliance, value-added services and supply chain management.

Weber specializes in providing its clients with unique logistics solutions primarily in:

- Import
- Retail
- Food
- Beverage
- Consumer Packaged Goods (CPG)
- Chemical & Specialty Products

We serve many well-known and respected companies such as Walmart, Elmer's, Applica Consumer Products, California Innovations, General Mills, Hershey's, Nestlé, Welch's, Glacéau, VONS, Chevron, and PPG Industries.

Our expertise and wide variety of value-added services includes inventory management, order fulfillment, UCC and SSCC label creation, EDI and ensuring retail compliance requirements for each order that is shipped, as well as pick-pack, kitting, packaging, and light assembly with full automation. Weber's comprehensive Retail Compliance Program manages all of the major retailers' specific routing, shipping and labeling requirements.

What's more, our Transportation Team has launched a popular new program called Consolidated Express Service to offer Less Than Truckload (LTL) expedited services at Full Truckload (FTL) rates. We introduced a similar express consolidation program for our confectionary clients, including Hershey's, Nestlé, and Ghirardelli several years ago, and have expanded it to our grocery, health & beauty, and pharmaceutical customer base. By forming strategic alliances with grocery and retail distribution centers,

big box retailers and food service distributors, we are consolidating our customers' LTL orders with other shipments being delivered to the same location.

As a result of our on-going innovation, experience and dedication, we have been the recipient of numerous industry awards, including:

- 100 Great Supply Chain Partners
- Inbound Logistics'
  Top 100 3PLs
- Logistics Management's Top 50 3PLs
- The Los Angeles Business Journal's Top 100 Privately-Held Companies
- Food Logistics Magazine's Top 70 3PLs
- Food Logistics Magazine's FL100 listing of the top technology solution and service providers to the food industry.

And we are very proud of the way our customers talk about us:

"Weber Distribution has proven itself to be a valuable partner and high-quality provider of logistics services through their system expertise, project management, on-time delivery, operational flexibility, customer compliance expertise and day-to-day support."

David M. Harris, VP
 Americas Supply Chain,

 Applica Consumer Products, Inc.,
 a marketer and distributor of household appliances.

For more information about Weber Distribution and our services, please call us today at 877-624-2700 or visit www.weberdistribution.com

## Werner Enterprises/Werner Global Logistics



**Greg Werner**President and CEO

#### **Mission Statement:**

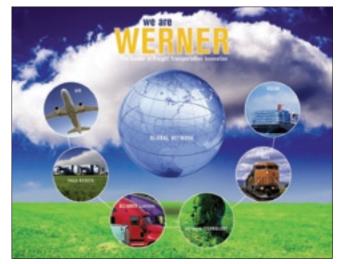
To deliver value to our customers, business partners and shareholders through leading edge global supply chain solutions that exceed expectations and promote safety while we remain customer focused and asset-backed.

#### Werner Enterprises Global Headquarters

14507 Frontier Road Omaha, NE 68138 800.228.2240 www.werner.com

## Werner Global Logistics (Shanghai) Co., Ltd.

South 23/F Harbour Building 1 Fenghe Road Shanghai, China 200120 Phone: 86.21.3887.9520



#### The Leader in Freight Transportation Innovation

#### Diversified Portfolio of Services

Werner Enterprises offers a variety of freight management solutions for customers of all sizes and industry types. In over 50 years, the company has evolved from a one-truck operation to a full-service transportation and logistics provider with coverage throughout North America, Asia, Europe, South America, Africa and Australia.

From design through implementation, Werner Enterprises delivers complete freight management programs customized to meet the customers' unique needs. From project specific initiatives to full-fledged single source freight management, customized programs provide a single point of contact for customers, door-to-door visibility, integrated optimization technology and a full range of managed services.

Supporting the company's comprehensive solutions is Werner Enterprises' leading-edge technology, experienced professionals and extensive global network.

#### Freight Movement

Our portfolio of supply chain solutions throughout North America, Asia, Europe, South America, Africa and Australia is backed by our network of 7,300 trucks and 6,400 alliance carriers across all modes. This provides an assortment of movement options including:

- Over the Road
- · One-Way
- Expedited
- Flatbed
- · Temperature Controlled
- LTI
- Specialized Equipment
- Bulk Commodity
- Dedicated
- Intermodal
- Air and Ocean

In addition, Werner is a licensed NVOCC, Freight Forwarder and U.S. Customs Broker.

#### **Global Implementation**

As customers have expanded overseas, Werner has developed logistics and cross-border initiatives to support their needs. Werner Global Logistics, established in 2006, provides seamless supply chain solutions and door-to door services using one operating platform. This is achieved through significant IT investments, warehouse alliances, cross-dock facilities and alliance carriers; all supported by Werner Enterprises' U.S. assets.

Werner was recognized as one of the first North American companies to receive combined approval to operate as a wholly-owned foreign entity in freight forwarding, ground transportation, logistics, trading and NVOCC services.

#### Technological Advantages

Throughout all initiatives, domestic or global, Werner's freight management programs are strategically implemented with the company's proprietary software to provide customers visibility, capacity loading and timely deliveries. By integrating leading-edge technology with our comprehensive solutions, Werner is able to provide complete supply chain continuity.







## West Brother's Transportation Services, Inc. Productivity in Motion™

#### **Asset-based Equipment**

- 300+ Power Units
- 500+ Trailers
- Integrated logistics services

### **Geographic Coverage** Continental U.S.

#### **Commodities Shipped**

- Pharmaceutical
- Utilities
- Heavy Industrial Mfg.
- Fast Moving Consumer Goods
- Hi-Tech
- Tier 1 Suppliers
- Retail

Year Established: 1946

#### West Brother's Transportation Services, Inc.

224 North Hoover Road Durham, NC 27703 1-800-743-9378 www.westbros.com

Contact: Douglas J. Ostanek Executive Vice President Sales & Marketing 919-281-1162 Fax: 919-281-1172 dostanek@westbros.com



## Welcome To The West Family Of Companies

West Brother's Transportation Services, Inc. is a different kind of dedicated transportation services resource. Our culture is both client centric and client driven. What sets West apart begins early in our capabilities presentation and discovery process with prospects. We begin by going beyond determining what each prospect's basic transportation requirements are, to gain a complete understanding of their continuous productivity improvement goals and expectations. Once we understand these needs we set about optimizing our resources into a customized, dedicated proposal that accurately contributes to these specific productivity goals being met. We proudly call this *Productivity in Motion*™ and it is the driving force behind our dedicated contract relationships.

#### **Working With West**

On the ground, West Brother's offers an impressive array of resources ranging from a state-of the-art fleet of over 300 power units and more than 500 trailers to the latest in efficient route planning and design software. There are over 25 freestanding terminal locations and other equipment domiciles throughout the West network.

## Safety First, Last and Everything In Between

We pride ourselves on our safety standards and our drivers are routinely trained and retested in our specially equipped "Excellence Training Vehicle," a reconfigured sleeper cab. West Brother's' safety commitment has been recently recognized with the highest awards in six different categories by the NCTA.

#### **Our Expanding Footprint**

Although our head office is located in North Carolina our network now spreads across the Continental U.S. from North Carolina to the Texas Panhandle. As a demonstration of our *Productivity in Motion* culture and commitment we

can establish, staff, equip, open and manage a new dedicated operation within a 30-45 day window, from contract signing to day one of full scale operations.

#### More Than a Trucking Company

Through our sister companies West Brother's also offers clients access to a full range of supply chain services including commercial truck leasing and contract maintenance, distribution and warehousing, transportation and brokerage management, and trailer storage and rental. These services can be added seamlessly thereby reducing the number of individual vendors clients need to deal with.

#### Remembering Our Roots

Since our modest beginnings in 1946 as a single truck, local delivery operation, West Brother's has grown and expanded dramatically. Over the years the key to what made our company successful in the beginning has never been lost on us. Listening to our client's needs, understanding how to solve them and delivering our *Productivity in Motion*" promise is our focus and our commitment at West Brother's.



## The Wheels Group



#### Mission Statement:

Wheels Clipper is an international provider of innovative logistics products and services, offering superior customer value focused on effective supply chain management, information systems, quality processes and continuous improvement.



#### **Wheels Group**

5090 Orbitor Drive, Unit 1 Mississauga, ON L4W 5B5 Canada Tel: 905-602-2700 Toll-Free: 800-663-6331 Fax: 905-602-2799 info@wheelsgroup.com www.wheelsgroup.com The growth of The Wheels Group of Companies over their 22-year history is an impressive success story. Their business approach, then and now, is to strike a harmonious balance between their customers' need to move goods, with the carriers' need to optimize assets and profitability.

The Wheels Group of Companies consists of several transportation divisions.

Wheels Clipper headlines as the non-asset-based division and is focused on the multimodal transportation of consumer goods, including temperature-controlled truckload and guaranteed intermodal services. A combination of strong customer relationships and a North American base of over 2,000 carriers is a fundamental element to its success as a third-party logistics provider.

Formed in 2006 with the acquisition of the US-based Clipper Group, the partnership has expanded Wheels' capabilities in North America.

Coupled with Wheels'

existing strengths in domestic Canadian and cross border shipping, Wheels Clipper is an excellent choice for North America's manufacturing and distribution community.

Our Wheels Global division provides international reach by offering air and ocean forwarding solutions, to and from the Pacific Rim, as well as transload container services. Coupled with Wheels Clipper's North American services, Wheels Group of Companies can offer a one-stop solution for shipping to and from anywhere in the world.

The capabilities and strengths of each division are leveraged to provide comprehensive supply chain solutions to customers and suppliers, as well as identify change, challenge and opportunity in the logistics industry. Each company within the Wheels Group concentrates on core strengths, and allocates specialists to project teams on client assignments as needed.

Since 1997, the Wheels Group has been recognized as one

of Canada's 50 Best Managed Companies and has retained "Platinum" status since 2003. The Wheels Group was also the first 3PL in North America to achieve ISO 9001: 2000 designation and remains ISO registered today.

The critical technology developed by Wheels Group has improved the flow of information between Wheels Group companies, associates, customers, vendors and partners. This has resulted in major enhancements for Wheels Group's valued clients to manage their supply chain and process information within their organization.

Our overall strategy is to be an innovator and a single source logistics solution for our customers.





### WSI



**Bob Schroeder** President & CEO

One of the country's largest privately-held logistics companies.

Fully integrated supply chain capabilities include logistics, warehousing, distribution, transportation and beyond.

**Condition, Count & Time™** ensures that products will be delivered in an accurate, timely and sound manner.

**Experienced, educated employees** exceed customer
expectations and ensure
success.

Long-term customer relationships demonstrate our dedication to reliability, integrity and innovation.



#### Warehouse Specialists, Inc.

2525 N. Casaloma Drive Appleton, WI 54912-7067 800-999-2545 920-830-5199 fax inquiry@wsinc.com www.wsinc.com

## CONDITION. COUNT. TIME.



Supply chain solutions you can depend on.

or more than 40 years, WSI has helped customers succeed through reliable warehousing, distribution and logistics. Our customer-focused approach and unwavering business ethics have helped us retain long-term customers and become recognized as one of the top 3PL's in North America.

#### **Third Party Logistics**

WSI offers integrated solutions to maximize efficiency, improve reliability and reduce costs across a customer's entire network. Sophisticated analytics identify trends and facilitate more informed decisions.

#### Warehousing/ Distribution

Operating 60 integrated facilities totaling more than 14 million sq. ft., WSI's nationwide network offers specialized distribution services with same-day or next-day service throughout the U.S. Facility throughput analysis and design ensures efficient product flow, lower costs, higher accuracy and reduced damage.

#### **Fulfillment**

Whether your market is wholesale, retail, B-to-B or B-to-C, WSI can provide tailored fulfillment solutions. We support customers with pick & pack, cross-docking, reverse logistics, consolidation, POP displays and more.

#### Import/Export

WSI helps our customers navigate the intricate details of the import/export process, including crossborder transportation, last-mile delivery, devanning, transloading, container loading and crating.

#### **Transportation**

From sourcing carriers to dispatch, claims management and billing, WSI manages it all: truck, rail, LTL, intermodal, small parcel, expedited freight and more. We handle high volumes, negotiating the best rates and utilizing optimization models to ensure efficient routing.

#### **Information Technology**

WSI's real-time information system provides complete, thorough and timely data for customers' reporting and processing needs.

Technology solutions include EDI, barcoding, web-based reporting/visibility and business analytics.

#### **Customer Support Svcs.**

WSI's company-owned domestic call center offers knowledgeable, specialized support. Solutions include call management, order processing, remote site interaction and bilingual capabilities.

### Industries Served

- Apparel & Retail
- Building Materials
- Chemicals & Supplies
- Consumer Packaged Goods
- Dry Foods & Beverages
- Electronics
- Healthcare Products
- Industrial & Automotive
- Paper, Packaging & Print



**Integrated Logistics** | Supply Chain Solutions