



inbound  
**logistics**

SPECIAL SUPPLEMENT

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# 2011

## LOGISTICS PLANNER

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## 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 industry-leading 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:

- **3PDedicated:** Home, business or job site delivery throughout the United States or Canada
- **3PDirect:** Non-agent-based network delivery solution within the lower 48 U.S. states (including pick-up services from any domestic factory, supplier or distribution center)
- **3PDesktop:** Customer experience management technology

All of these offerings feature options such as:

- Convenient web portal or EDI order entry
- Advanced or point-of-sale delivery appointment scheduling
- Cross-docking and value-adding 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 value-adding 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 nationwide consistency: "Our list of services is diverse. But it's also extremely focused," says 3PD CEO Karl Meyer. "Everything we do is first and foremost about last-mile logistics – and ultimately about last-mile efficiency and excellence."

**Award-Winning Last-Mile Success**

Since opening its doors in 2001, 3PD has quickly become one of the largest North American players in the last-mile logistics sector. It currently makes nearly 3 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, 2009, and 2010.



Last Mile Delivery And  
Logistics Solutions

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## 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 manufacturers and consignees with complete supply chain solutions.

Founded in 1969, A&R Logistics is an asset-based provider of dry bulk 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

centralized source for supply chain needs.

**A&R Transport**

- Leader in Bulk Transportation
- Over 25 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](http://www.artransport.com).

**A&R Logistics, Inc.**

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**ABF®**

**Wes Kemp**  
President &  
Chief Executive Officer

**Primary Objective:**

ABF's primary objective is to bring value to our customers by working closely with them in developing unique solutions to the logistical challenges they face on a daily basis.

**Take Control with Innovative Solutions**

With a resource-rich, transnational infrastructure built over nine decades, ABF is an integrated source for comprehensive supply chain management. Uniquely qualified, ABF is the architect of single-source supply chain solutions that create value by maximizing logistical performance.

Our boutique of customizable logistics services starts on the manufacturer's floor and ends with a delivery that is customized to your choosing. In between is unparalleled customer service and total end-to-end supply chain visibility.

Refining the art and science of supply chain management since 1923, ABF has evolved into a unique provider of customizable logistics solutions. Utilizing an innovative dual-system network, ABF is the clear leader in cargo care, claims prevention, security, safety, and technological innovation.

ABF customer service centers and distribution facilities are located throughout North America and reach around the globe. Naturally, we operate one of the newest, greenest, and best-maintained fleets on the road. EPA certified.

Through relentless and uncompromising pursuit of quality, ABF creates value for

clients looking to maximize logistical performance.

Are you ready to take control?

Call 877-ABF-0000 or click [abf.com](http://abf.com).

**Take Control.™****ABF**

3801 Old Greenwood Road  
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## 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
- RFP & bid management
- Carrier procurement & compliance
- Freight bill audit & payment
- Consolidated invoicing
- Shipment trace/track
- Customizable technology
- Project management
- Private fleet initiative
- Reverse logistics
- 24/7 Support



ISO  
9001:2008  
REGISTERED



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### About Us

Access America Transport is a full service transportation company with locations throughout 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-than-truckload, 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, develop/implement multi-modal solutions 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 is developed specific to the

needs of each Access America customer.

### Diverse Carrier Network

Access America works to differentiate itself from the competition. We currently partner with over 18,000 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 private fleet networks in the industry. These carriers have given Access America a distinct advantage when it comes to freight cost and service.

### Our Priority

Access America's philosophy of continuous improvement is prevalent in every part of our business. Our goal at the end of each day is to create value for our customers. This is accomplished through innovation,

commitment, teamwork and a forward-thinking approach to transportation and supply chain management. We consistently strive to improve our processes by collaborating with our customers and partners in order to develop sustainable solutions for every unique supply chain.

### Industries:

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

If you would like to speak with one of our highly trained freight consultants, call us today at 1-866-466-1671, or visit us on the web at: [accessamericatransport.com](http://accessamericatransport.com)



## Active On-Demand



**Christopher Healy**  
CEO

### Mission Statement:

Active On-Demand (AOD) will be the preeminent global on-demand transportation manager; one that has long term relationships with its customers.



**A**ctive Aero Group is a leading provider of on-demand transportation and logistics services. Founded in 1979 as a provider of charter aircraft services, the company, over time, invested heavily in IT systems to support fulfillment of customer transportation requirements using company owned aircraft as well as the aircraft of qualified third party providers. Our experience utilizing our proprietary, industry-leading IT platform eventually led us to expand our service offerings to expedited ground, air freight, and other transportation services. The company operates through two strategic business units: Active On-Demand and USA Jet Airlines.

### Active On-Demand

Active On-Demand (AOD) provides non-asset based expedited transportation procurement and management

services. Customers rely on Active On-Demand to maintain a continuous flow of goods through their supply chains. Customers are connected to carriers through our proprietary, electronic bid portal.

Customers are drawn to this bid/quote-based procurement and execution management system for a number of important reasons that make our solution truly unique:

#### ■ Multi-mode optimization.

The AOD solution is the first and only solution that allows customers to bid across multiple modes and combinations of modes to secure the optimal, lowest-cost transportation mix.

#### ■ Best value within mode.

The AOD solution provides a competitive bidding environment that ensures customers receive market-clearing prices and the best value for solutions bid within a particular mode.

#### ■ Robust tracking, management and reporting.

The AOD platform enables full audit trails. Real-time asset tracking, exception management and robust performance reporting that provides customers with visibility throughout the freight movement, ultimately resulting in a high degree of customer satisfaction.

Leveraging the agility and responsiveness cultivated from our experience, service level, and depth of capabilities in the most critical mode, Air Charter, AOD maintains a sound foundation with strong growth in expedited procurement and management services. We continue to serve our customers with integrity while maintaining a Last-Call Culture which makes AOD your ultimate destination for your transportation needs.



### Active On-Demand

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## 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 state-of-the-art leading edge technology.



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**A** leading provider of high-tech, 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 point-of-sale replenishment. Some of the world's top retailers and manufacturers rely on the award-winning ADS model to help keep shelves stocked, track returns and move millions of units through the supply chain quickly and accurately and cost-efficiently every day.

### Capabilities

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

Services include:

- Pick and pack
- Crossdock/devanning

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

### Facilities

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

ADS's Gaffney, S.C., facility, situated on a 77-acre site, with more than half a million square feet of logistics processing area, offers quick throughput with 44 dock doors and a large-capacity

container yard for 350 trailers.

ADS's Fontana, Calif., facility is ideal for all import and domestic logistics.

### Award-Winning Service

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



**AFN®****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 is a dynamic, multi-dimensional Third Party Logistics Provider that works with retailers and manufacturers throughout the United States, Canada and Mexico. AFN has been recognized by Inbound Logistics Magazine as a Top 100 3PL Provider each year since 2006. We are a results-driven business that focuses on continuous improvement to deliver world class service to our Clients. Over the years, AFN has received numerous awards from our Clients, and in 2010 we were recognized by Sears® as one of its top suppliers through its Partners in Progress Award. We have cultivated strategic relationships with manufacturers and suppliers in several industries including but not limited to: Electronics/Appliances, Food/ Beverage, Consumer Products, Paper/Packaging Materials, Household Goods/ Furniture, Industrial/Building Materials, Automotive, Apparel and Military/Defense. Our vast array of services is comprised of Intermodal, Truckload, Less-Than-Truckload, Warehousing/ Distribution, Order Consolidation/Optimization, Refrigerated/Temperature Controlled, High Value/ Targeted Asset Protection, and Drayage.

**What Makes Us Different**

AFN is an industry leader in servicing the needs of our Clients, particularly in the areas of cargo theft prevention and resolving complex logistics problems. AFN is an active member of the National Cargo Theft Task Force and chairs its Committee on Government Affairs. In addition, we provide tactical and financial support to various law enforcement agencies engaged in ongoing cargo theft operations. AFN's executive team is very involved in the transportation and logistics industry, serving on various committees and transportation boards. AFN continues to have a strong working relationship with the Department of Transportation and other key members of the government who are involved in the transportation and logistics industry. AFN is also a SmartWay Provider and has maintained a SIF (Shipper Index Factor) of 1.25 for the past few years, the best score given by the EPA.

**The Road Ahead: 2011 and Beyond**

AFN believes in investing in technology, innovative ideas and its employees. Early in 2011 there will be substantial improvements to our operating systems and enhancements

to our covert asset tracking program. Additionally, we will be hiring several new employees to fill roles in our legal department, marketing department and our logistics coordinator department. Each of these changes will bring about increased efficiency and a higher level of service and results for our Clients. We are also looking to expand our operations in Mexico and Canada. If you have a supply chain problem that needs resolution, or want to learn how we can manage your supply chain more cost-effectively and securely, please contact us at 877-LOAD-AFN or visit us at [www.loadafn.com](http://www.loadafn.com).

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## Agility



**Mike Bible**  
CEO, Americas Region

**Mission Statement:**

Agility's mission is to facilitate trade through innovative supply chain solutions.



From its roots in emerging markets, Agility brings efficiency to supply chains in some of the globe's most challenging environments, offering unmatched personal service, a global footprint and customized capabilities in developed countries and emerging economies alike. A publicly traded company, Agility is one of the world's leading providers of integrated logistics with close to \$6 billion in annual revenue and 32,000 employees in over 550 offices across 120 countries.

Agility's commercial business, Global Integrated Logistics (GIL), is headquartered in Switzerland. Agility GIL provides supply chain solutions to meet

complex and traditional customer needs. GIL offers air, sea and road freight forwarding, warehousing, distribution and specialized services in project logistics, fairs and events, fuels and chemicals.

Agility's unique collection of portfolio businesses includes Agility Defense & Government Services, a logistics provider to governments, ministries of defense and international organizations. Agility's

Infrastructure group of companies manages commercial and industrial real estate and offers solutions in customs optimization and clearance, waste management and recycling, aviation services, remote infrastructure and life support.

For more information about Agility, visit [www.agilitylogistics.com](http://www.agilitylogistics.com).

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## AirNet Systems, Inc.

### Mission Statement:

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



**A**s the third largest air cargo airline in the United States, AirNet is the leading provider of expedited and specialized transportation solutions.

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

At their fingertips is an expansive network that includes our own fleet of aircraft, a vast network of commercial airlines, expedited ground transportation, and on-demand charter services. Our versatile network supports a variety of specialized industries, including but not limited to:

- Aerospace & AOG
- Life Sciences
- Government
- Banking/Financial
- Medical Devices
- Security Sensitive

- Media & Entertainment
- High Tech
- Dangerous Goods

### Key Benefits:

- Secure, reliable same day and overnight delivery
- Superior, proven on time performance
- Latest pick-ups and earliest deliveries in the industry
- High level security and persistent chain of custody
- Proactive tracking and monitoring throughout the shipping process
- State of the art web portal that provides real time visibility and tracking and tracing of your critical shipments

### AirNet's Private Fleet (ANX)

AirNet's fleet of over 185 aircraft regularly conducts more than 400 flights nightly to cities nationwide. Our customized shipping solutions leverage the most extensive transportation network available to offer

you unmatched speed and flexibility with the latest departures and earliest arrivals in the industry.

### Same Day Express (SDX)

Fast, reliable, same day delivery throughout the nation. AirNet partners with the major commercial airlines to provide you with the greatest flexibility and virtually limitless scheduling options.

### International Next Flight Out (SDX-G)

Secure, reliable, overnight and 2-day delivery around the globe. When you need the fastest transit times and most reliable international shipping you can count on AirNet.

### Air Charter

For the most time-critical transportation of small packages, AirNet can provide the appropriate aircraft for service to any US location at any time, for a single package or an entire payload. Our dedicated charter center with aircraft available throughout the national ensures rapid response – generally within two hours.

### Expedited Ground (GNX)

Our network includes more than 1,000 surface transportation partners, ensuring premium point-to-point, regional hotshot delivery service anywhere in the US.

When air service is not the best option, we provide dependable surface transportation to get your shipment delivered safely, securely, and on time.



### AirNet Systems, Inc.

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## Alaska Air Cargo



**Torque Zubeck**  
Managing Director

Alaska Airlines and Horizon Air are subsidiaries of Alaska Air Group. Together the Seattle-based carriers transport approximately 120 million pounds of cargo annually, including 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 80 cities through an expansive network in Alaska, the Lower 48, Hawaii, Canada and Mexico.



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

Over its 79-year history, Alaska Airlines has distinguished itself as one of the most respected combination passenger and cargo carriers in the world. Its air cargo division, Alaska Air Cargo, operates the most extensive air cargo operation of any passenger airline on the U.S. West Coast. The cargo fleet includes five 737-400 combination passenger/freight aircraft and one 737-400 all-freight aircraft in addition to its fleet of all-Boeing 737 passenger jets.

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

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

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

Alaska Airlines is always working to enhance its passenger and cargo services. A few years ago, the company

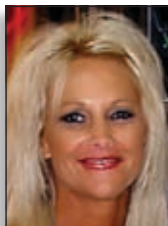
modernized and increased the capacity of its cargo fleet and introduced a new shipment management and tracking system, resulting in overall better service for its customers. The airline now also offers service to new destinations such as Atlanta, Houston, Calgary and Honolulu.

Alaska Airlines' dedication to improving service has resulted in various awards over the years. The company has been recognized for outstanding service and has received the "Highest in Customer Satisfaction Among Traditional Carriers in North America Three Years in a Row" in the J.D. Power and Associates 2010 North America Airline Satisfaction Study<sup>SM</sup>.

**Alaska Air Cargo**  
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*Alaska Air Cargo*  
ALASKA AIRLINES & HORIZON AIR

## All State Express Expedited Services



**Sherri K. Squier**  
CEO



**Spencer A. Squier**  
President

### Mission Statement:

Our professional passion is providing safe, efficient, timely and prudent solutions for our clients' transportation requirements and challenges.

We apply the same industry-leading technology, expertise and agility that makes us an exceptional expedited carrier to other modes and methods of transportation, making ASE a trusted, critical link to our customers' success.

### We Demonstrate:

- Safety
- Customer Orientation
- Sense of Urgency
- Proactive Management
- Operational Excellence
- Honesty and Integrity
- Professionalism
- Respect

In all that we do today and will do tomorrow, we are *GROWING FORWARD*...



**F**ounded in 1996, All State Express has excelled as a leading expedited transportation provider in North America for well over a decade, consistently innovating critical service expertise. As we have *GROWN FORWARD*, we have diversified our portfolio of services to include a full spectrum of time critical, truckload and air logistics services, specializing in NAFTA Time Critical logistics management.

Our expert 24/7/365 Coordination Center, located in the heart of the Piedmont Triad region of North Carolina, is daily supporting the most storied and successful supply chains across North America in the following industry verticals:

- 3PLs/Forwarders
- Aerospace
- Advanced Technology
- Automotive
- Chemical
- Energy and Utilities
- FMCG / Retail
- General Manufacturing
- Government / DOD
- Healthcare / Pharmaceuticals
- Paper / Print / Packaging
- Railroad Supply

All State Express is presently the largest WBENC-certified, asset-based premium transportation provider in North America. We continue to accelerate our momentum as a professional, growth-oriented corporation, fostering an entrepreneurial, yet aligned, team – sharing a vision of operational excellence and driving passion to be constantly innovative, internally and externally. All State Express is *GROWING FORWARD* in cadence with our customers' success...

### Partnership Business Practice–Customer Benefits

Mutually-beneficial Partnership is our vision and mission with respect to our Customer, Driver, Owner-Operator and Management & Administrative affiliations.

It is clear to us that we must maintain and continually improve the opportunities, processes and environment in our enterprise to deliver disciplined thought and action that will delight our customers and partners.

### ASE Core Customer Benefits:

- 100% seamless transaction visibility
- ASE Customer Intimacy
- Web portal event management access
- Fast TMS / ERP integration
- Mode Optimization
- Professional, proactive service
- Honesty & Dependability
- Auto-scan part verification capability – true “glass pipeline”
- Value-focused lead provider



### All State Express Expedited Services, Inc.

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## AMB Property Corporation



**Luis Gutierrez**  
Managing Director  
AMB Mexico



AMB Property Corporation® (NYSE: AMB) is a leading owner, operator and developer of global industrial real estate, focused on major hub and gateway distribution markets in the Americas, Europe and Asia. Our customers are leaders in air and ocean cargo, freight forwarding, third-party logistics, retail and consumer products. Their success depends on expediting the delivery of goods to market. As of September 30, 2010, we serve approximately 2,600 customers in 49 markets in 15 countries with a portfolio of 158.4 million square feet (14.7 million square meters).

### Putting Customers First

A key component of AMB's strategy is to understand customers' business objectives and challenges. Building upon this understanding, we focus on identifying opportunities for improving efficiency and reducing costs across the supply chain. AMB's customer-centered approach is driven by the requisite to provide innovative real estate solutions

that meet the requirements of a customer's dynamic supply chain.

### A Worldwide Trade Presence

AMB delivers flexible solutions in key markets vital to global trade to support our customers' growing businesses. We focus on markets with long-term trade growth and a requirement for world-class facilities. AMB's trade-centric strategy focuses on three key markets segments – seaports, airports and inland transportation & distribution hubs.

### AMB in Mexico

AMB Property Mexico has 1.5M million square meters of industrial assets under management (910,420 square meters owned by AMB Property and 548,110 square meters managed for

third parties). We offer a fully-integrated local platform of land acquisition, entitlement, development, acquisition, property management and portfolio management. AMB's current target markets in Mexico include Mexico City, Guadalajara, Querétaro, Juárez, Monterrey, Tijuana and Reynosa.

### Global Capabilities

- Trade-centric industrial real estate expertise in Mexico and across the globe
- Financial strength
- Core competencies spanning the entire real estate value chain
- Strategic client relationships
- Flexible leasing structures to accommodate diverse business requirements
- Deliver best-in-class energy efficient space
- Experienced, cycle-tested leadership team with a proven track record of performance
- Local teams leverage AMB's global platform to provide industry-leading solutions
- Long-standing commitment and recognized leader of corporate governance

### Product Portfolio

- Acquisitions
- Development
- Build-To-Suit
- Leasing
- Value-Added Conversions
- Dispositions
- Property Management
- Research

### AMB Property México

S.A. de C.V.

Local partner to global trade™

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**AMB PROPERTY CORPORATION®**

Local partner to global trade.™

## Ameren

### Making the Connection to Midwest Markets



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

#### Mission:

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



Economic Development

#### Ameren

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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 Modalistics 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 value-added 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
- Environmental Studies

#### APU Certificate Programs include:

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

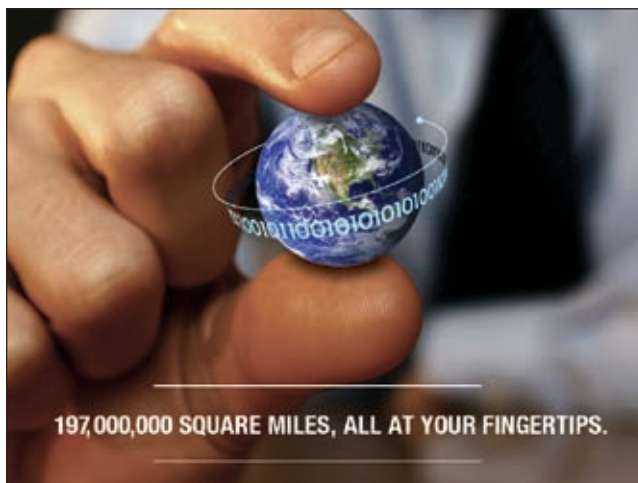
#### APU Partnerships

- Global Maritime and Transportation School (GMATS)
- The Logistics Institute
- Simulation, Training, Assessment and Research Center (STAR Center)
- Maritime Institute of Technology and Graduate Center (MITAGS)



#### American Public University

111 West Congress Street  
Charles Town, WV 25414  
Admissions: 1-877-777-9081  
[www.StudyatAPU.com](http://www.StudyatAPU.com)



#### 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 play 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, Security Management and Environmental Studies. 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. Sustainability of global supply chains impacts their resilience.

#### 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 GMATS, MITAGS, the STAR Center and 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 70,000 fellow students who balance work and family responsibilities while studying online. Our students pursue a myriad of traditional and specialty online programs. For more information visit [www.StudyatAPU.com/tlm](http://www.StudyatAPU.com/tlm).

#### 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.

## Americold

### Americold Overview—

- Over 1.1 billion cubic feet of temperature-controlled space worldwide
- 12,000 employees
- 182 sites located in six countries: United States (152), Australia (9), New Zealand (9), China (7), Canada (3), and Argentina (2)
- 145,000 truckloads of temperature-controlled product annually



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

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

Americold's network of regional distribution centers

serve as integrated mixing centers that assemble LTL orders into effective truckload shipments.

### **Public Storage**

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

### **Production Attached**

Americold's production-based facilities supply plant support with the flexibility to deliver services that meet customers' unique operating and distribution requirements.

### **3PL/Managed Sites**

Americold also manages

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

### **Transportation Services**

Managing over 145,000 truckloads of freight annually, Americold offers a broad range of transportation management services including:

- National LTL transportation
- Claims management
- Direct-store delivery
- Expedited services
- Consolidation programs
- Brokerage & carrier management
- Real-time information control
- Shuttle services

### **Value Added Services**

#### ***A One-Stop, Comprehensive Source***

Americold has established i-3PL, a proprietary, web-enabled system to manage our customers' supply chain more effectively. i-3PL centralizes information and simplifies communication, resulting in opportunities for cost savings.

### **Supply Chain Optimization**

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



### **Americold**

10 Glenlake Parkway  
Suite 800, South Tower  
Atlanta, GA 30328  
1-888-484-4877  
[www.americoldrealty.com](http://www.americoldrealty.com)



## APL Logistics



### APL & APL Logistics, Americas

16220 North Scottsdale Rd.  
Suite 300  
Scottsdale, AZ 85254  
United States  
Tel: +1-602-586-4800  
Fax: +1-602-586-4861

### APL & APL Logistics Corporate Headquarters

NOL Building  
456 Alexandra Road  
Singapore 119962  
Tel: +65-6371-2000  
Fax: +65-6272-5489

### About APL Logistics

APL Logistics provides international, end-to-end logistics services that help customers move products seamlessly from multiple manufacturing origins to destinations throughout the world. It also designs and operates global supply chains

to ensure the timely delivery of products to where you need them.

Known to employ the latest IT and data connectivity, customers are offered maximum supply-chain visibility and control. APL Logistics provides the resources necessary to support your

supply chain. Its services include consolidation and deconsolidation, global freight forwarding and customs management, regional warehousing and distribution, and the implementation of Logistics IT solutions that increase supply chain performance and reduce costs.

## Aspen Logistics Inc.



**Connie Anderson**  
*President*

### Our Mission

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



**A**spen 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 real-time 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

# ASPEN



## Bender Group

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

We sincerely believe in...

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



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

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

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

### Multi-Client Warehousing

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

### Dedicated Warehousing

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

dedicated operation, we can accomplish this much more 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. Bender Group knows what is required to navigate the ever-changing world of trade, while helping you make 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](http://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



**A**t Big Dog Group, we specialize in customized shipping, inventory management and creative logistics solutions. We serve a wide range of clients including mail expeditors, 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](http://www.bigdoglogistics.com). The premier networked provider of creative logistics solutions.





## 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

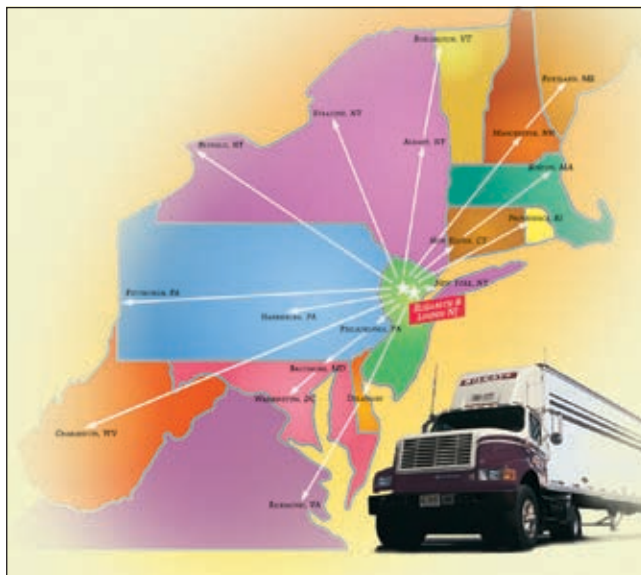
Phone: 800-526-4006

908-289-2400

Fax: 908-289-6364

sales@bilkays.com

www.bilkays.com



**B**ilkays 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 provide:

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

### Warehousing

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

### Transportation

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

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

**BILKAYS EXPRESS CO.**  
**DISTRIBUTION WAREHOUSE & SERVICE CORP.**

## Binswanger



**Frank G. Binswanger, III**  
President  
Binswanger International

### Mission Statement:

We believe that in order to achieve our clients' objectives, personal commitment is essential. Binswanger makes a personal commitment to deliver world-class real estate services that meet the business objectives of our clients.



*Leland, NC*



*Pruzkow, Poland*



*McCory, AR*



*Marion, IL*

**B**inswanger is an international real estate organization providing a complete range of services to corporate and institutional clients through offices around the world.

Binswanger is headquartered in Philadelphia, Pennsylvania and is coordinated through 30 regional offices throughout the world. In its third generation, Binswanger continues to be family-owned and managed.

Globally, Binswanger professionals have completed thousands of transactions for billions of dollars across a diversified portfolio of businesses. We serve a vast number of the Global 1000 companies and our transaction management work covers a broad spectrum of property types including industrial and commercial projects as well

as residential and agricultural projects.

### Experience

We have done a huge variety of work for clients such as Johnson & Johnson, Amgen, Intel, Wal-Mart, and Motorola. Our track record is second to none.

### Understanding Corporate Real Estate

The vast majority of our work involves real estate owned or leased by corporate users. Whether they are in the central business district of a major city or in a small rural location, Binswanger understands the uniqueness of these kinds of assets. Our professionals work hard to optimize the value of a company's real estate portfolio within the framework of a strategic plan. While most of

the competition focuses on major markets, Binswanger has spent over 80 years working on corporate assets wherever and whatever they are.

### Employee vs. Independent Contractor

All members of the project team are employees who do not resist traveling, entertaining, and doing what is necessary to promote your facilities. In contrast, our competitors personally bear all expenses, which means, out of self-interest, they will be reluctant to incur the heavy expenses necessary for projects of this type.

### Focus

We specialize in prime industrial and major commercial projects. We are niche players. As a result we devote all of our time and energy to identifying qualified prospects for properties like yours, similar level users, and qualified buyers, which enhances our efforts here. Our expertise has been, and remains, focused on larger projects and major purchasers or tenants for these properties.

### Resources

Binswanger has an in-house legal staff to liaison with attorneys and drive the process; in-house marketing to handle everything from signage to direct mail; and a global team of sales specialists that do nothing other than projects of this type.

### Personal Attention

No brokerage firm spends more time personally in the market than we do, nor does anyone have higher visibility.



### Binswanger

Two Logan Square  
Philadelphia, PA 19103  
Phone: 215-448-6000  
Fax: 215-448-6238  
info@binswanger.com  
www.binswanger.com



## BlueGrace Logistics

**Mission Statement:**

Our mission is to create an enduring, people-centered culture that drives our ambition to become the most progressive and innovative enterprise in the logistics industry while enriching the lives of our employees, customers and vendors.



**B**lueGrace Logistics is one of the most innovative, fastest-growing leaders in the logistics industry, providing comprehensive, customized best-in-class freight and logistics services to businesses throughout the United States. Featuring BlueShip, a web-based technology, dedicated service teams and robust procurement power, BlueGrace enables its clients to realize significant transportation savings while focusing on their core competencies.

Founded in 2007 by industry veteran Bobby Harris, BlueGrace currently has more than 70 employees serving more than 2,500 customers from its headquarters in Riverview, Florida and satellite offices throughout the US. The technology-driven company has built strong relationships with its carriers and customers. It is this depth of knowledge and partnership mentality, coupled with its ability to simplify the complexities of transportation management that has been a key to BlueGrace's success. The company provides customers with an integrated total supply chain solution across all major

modes of transportation including: less than truckload, truckload services, international and domestic air freight, ocean freight, and parcel shipping. In addition, BlueGrace provides freight bill auditing services to help customers ensure accuracy and control their freight costs, and parcel service auditing for their high volume shippers to detect service failures, incorrect fees and surcharges for additional transportation savings.

Recently the company introduced a new technology called "Dock to Doc" giving its customers direct online access to proof of delivery, original bills of lading, and weight and inspection certificates via their BlueShip™ transportation management system. The new technology increases the efficiency of BlueGrace customers as well as the level of service that they are able to provide to their customers, providing a competitive edge that is extremely valuable in today's economy. Being able to immediately verify when and where a shipment was received, including a copy of the signed documents, eliminates

confusion or disputes and lets customers submit their invoices faster. Many of BlueGrace's customers are already using "Dock to Doc", and almost all are expected to utilize the new tool in the near future.

Building on the strength of the BlueGrace brand and solid track record of steady growth, the company is now registering to provide for the sale of franchises in all 50 states, an initiative expected to help continue BlueGrace's expansion. President and CEO Harris says that the decision to offer BlueGrace franchises is the next logical step in the company's aggressive growth strategy. With the company's technological and management infrastructure firmly in place, franchises are expected to bring even more strength and stability to BlueGrace's partnerships with customers and partners. Projections call for the addition of another 50 or more professionals to the BlueGrace team in Riverview, FL. BlueGrace forecasts double-digit growth to continue throughout 2011 and into 2012.

**Blue-Grace Group, LLC**

2846 S. Falkenburg Rd.  
Riverview, FL 33578  
800-MY-SHIPPING  
(800-697-4477)

Fax: 813-626-7447

contactus@mybluegrace.com  
www.mybluegrace.com

## BNSF Logistics, LLC

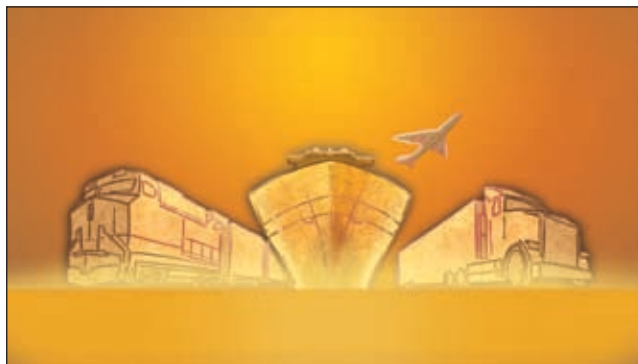


**Eric Wolfe**  
*Vice President and  
General Manager*

### 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.



**B**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 truckload activity.



### BNSF Logistics LLC

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



## 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.



**No Matter How You Slice It;  
We'll Get You To The Green**

**N**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](http://www.bulkconnection.com)



## C.H. Robinson Worldwide, Inc.



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

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

- Global freight services, outsource solutions, fresh produce sourcing, and information services
- Access to 47,000 contact carriers worldwide
- A global network of over 230 offices
- More than 7,500 dedicated, global employees
- Incomparable service and execution
- Unbeatable technology systems for supply chain visibility, tracking, and reporting
- An unmatched range of customer experiences across numerous industries



**C.H. ROBINSON**  
WORLDWIDE, INC.

**C.H. Robinson  
Worldwide, Inc.**  
14701 Charlson Road  
Eden Prairie, MN 55347  
800-323-7587  
solutions@chrobinson.com  
www.chrobinson.com



### About Us

Founded in 1905, C.H. Robinson Worldwide, Inc. is one of the largest third party logistics (3PL) companies in the world. We develop supply chain strategies and offer door-to-door transportation solutions to meet the needs of our customers, who range from Fortune 100 companies to small businesses.

### Renowned Service

Our skilled people tackle your most difficult supply chain scenarios. They know how to analyze information, attack the root of the problem, and help you determine the best approach for your business. And once you have a plan, we jump into the trenches with you to execute it.

### Legendary Execution

When you entrust any part of your shipping process to us, we care about it as much as you do. We track every move,

address problems, and alert you to issues as they occur while we work to resolve them promptly. To help you meet your goals, we employ optimal logistics solutions, provide visibility and reporting, and act as your trusted supply chain advisors.

### Global Network

With offices located in North America, Europe, Asia, South America, Australia, and the Middle East, our committed employees apply regional knowledge and expertise to manage and meet our customers' freight needs. Our capabilities set us apart from the rest, as we focus on better freight forwarding outcomes for project cargo, customs brokerage, and North American border crossing.

### Industry Leadership

The ongoing challenges of the transportation industry inspire us to search for innovative ideas that challenge the status quo. You are the beneficiary of

our forward thinking approach because we are not content to simply meet your expectations – we are committed to exceeding them every single day.

### Collaborative Expertise

Our services extend to more than 35,000 customers worldwide in a wide variety of industries. You benefit from our practical experience in developing best practices that deliver results.

### Powerful Technology

Take the guesswork out of shipping with our robust technology solutions. You'll reap the benefits of proprietary technology programs, multiple integration capabilities, and flexible reporting tools to monitor your shipments in real time as they make their way around the world.

For more information, visit our website, [www.chrobinson.com](http://www.chrobinson.com).



## C.R. England



**Dan England**  
*Chairman of the Board /  
President*

### Vision Statement:

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



**C.R.England**  
GLOBAL TRANSPORTATION

### C.R. England

4701 West 2100 South  
Salt Lake City, Utah 84120  
888-725-3737  
[www.crengland.com](http://www.crengland.com)



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

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

### C.R. England Services

■ **Dedicated:** As one of the largest dedicated service providers in North America, we design a contract carriage solution to match your requirements and support you with unparalleled customer service: refrigerated, dry, flat bed, specialized pups, DC-to-customer or a strategic combination of modes.

■ **Mexico:** C.R. England has invested the resources

and human capital to be one of the leading transportation companies capable of serving customers in U.S. and Mexico. We offer multiple border crossings and a bi-lingual staff.

### ■ Intermodal: C.R.

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

■ **Regional:** This over-the-road service is customized to meet the demands of a shorter length of haul in a concentrated network. Service areas include the Western United States and the greater Chicagoland area. C.R. England Regional service offers surge capabilities and on-time service without adding additional carriers.

■ **National:** C.R. England National is our largest, most flexible transportation service, spanning the entire continental U.S. Our national team has the capacity and experience to serve every critical need,

from freight transport to expedited team service to timely surge-response. We operate four award-winning driver schools throughout the United States, which means we train our drivers on the specific challenges of operating within a refrigerated fleet.

■ **Logistics:** We offer a comprehensive set of transportation services, ranging from parcel to LTL sourcing, to full truckload sourcing, warehousing, special project engineering, supply chain engineering, and international freight forwarding.

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

## Cardinal Logistics Management Corporation



**Vincent P. McLoughlin**  
*Chairman of the Board*

### Mission Statement:

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



### 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.



**Cardinal Logistics  
Management Corp.**  
5333 Davidson Highway  
Concord, NC 28027  
[www.cardlog.com](http://www.cardlog.com)

Skip Stritzinger, Sr. VP Sales  
Office: 401-295-0806  
[ssritzinger@cardlog.com](mailto:ssritzinger@cardlog.com)



## Carlile Transportation Systems

### Driving Alaska for 30 Years



**Linda Leary**  
President

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



#### Road Tested

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, non-bulk and waste. Our network of transportation partners shares our commitment to ensure safe, compliant transportation of hazardous materials.

#### Carlile Transportation Systems

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

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

**Carlile**  
TRANSPORTATION SYSTEMS



**Dan Sanker**  
CEO

#### **Vision Statement:**

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

#### **Warehouse Locations:**

- Portland, OR
- (2) Buena Park, CA
- Ontario, CA
- Dallas, TX
- Atlanta, GA
- Chicago, IL
- Scranton, PA
- Toronto, Canada



#### **CaseStack**

Corporate Offices  
3739 N. Steele Boulevard  
Suite 120  
Fayetteville, AR 72703  
Toll Free: 855-638-3500  
Office: 479-856-6140

2850 Ocean Park Boulevard  
Suite 100  
Santa Monica, CA 90405  
310-473-8885

consolidation@casestack.com  
www.CaseStack.com



#### **Total Outsourcing Solutions**

CaseStack sets the industry standard for comprehensive integrated warehousing and transportation services that cut costs for consumer goods companies worldwide. CaseStack partners with our customers, using our expertise and strategic supply chain relationships to provide services ranging from less-than-truckload (LTL) shipping to full outsourcing logistic solutions.

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

Successful logistics operations are rooted in teamwork and trust. At CaseStack, we work diligently to maintain strategic partnerships throughout the supply chain, affording our customers the competitive pricing and advanced technology enjoyed by their larger rivals. CaseStack transforms once small competitors into worthy adversaries, leveling the playing field and lowering your bottom line.

#### **Consolidation**

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

#### **Customer Benefits:**

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

#### **Retailer Benefits:**

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

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

#### **Global Transportation Services**

From dock to destination and rail to retailer, Casestack

## **CaseStack**

delivers complete, worldwide transportation management services solidified by strategic relationships with hundreds of domestic and international partners. CaseStack's extensive network of trusted carriers allows us to provide the most competitive industry rates.

#### **Global Services Include:**

- Less-than-Truckload (LTL)
- Full Truckload
- Air
- Ocean
- Rail

#### **Our Customers Benefit From:**

- Increased on-time delivery
- Reduced damages
- Improved order transparency
- Lower transportation costs
- Ease of use

#### **Technology**

Fast, inexpensive shipping means nothing without data security and transparency. That's why CaseStack ensures customers experience not just higher service levels, but complete data protection and visibility with our proven technology platform. CaseStack set the industry standard for operations planning with redundant servers and an off-site data recovery system ready to keep your logistics operations running smoothly. With a business continuity plan surpassing that of Fortune 500 companies, CaseStack's system reliability is second to none.

#### **Our Web-Based Platform Lets You:**

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



## Cass Information Systems, Inc.

Cass Information Systems, Inc. is the leader in customized freight bill audit, rating, payment and business intelligence services. We service over 1,200 customers 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



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

Our goal is to not just duplicate existing systems but to provide enhancements to the freight processing system that will help to maximize a customer's supply chain efficiency. Cass' team

of industry experts perform an in-depth analysis of your unique needs.

### Solutions

Cass offers solutions in these key areas:

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

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

### Financial Security

Cass Information Systems Inc. is a 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 business intelligence solutions that you can count on today and into the future.

# Catapult International

Combine all of your freight rates into one web-based system

## Global Freight Cost Management Systems

- Ocean FCL
- Ocean LCL
- Air
- Drayage/Cartage
- Truckload
- LTL
- Parcel

## All in One Pricing Tool!

Looking to consolidate all of your air, ocean, and ground shipping rates into one system? Having a difficult time keeping your rates up to date? Contact Catapult today for a free web demonstration!



Quote Faster.

Catapult QMS™ is a Global Freight Pricing Tool that provides a web-based, user-friendly platform that houses all of your Ocean, Air, and Ground rates in one system.

### Notable features:

- Rate search all modes
- Houses both buy and sell rates
- Multi-leg rating
- Calculates "chargeable" weight
- Email quotes to customers
- View transit times
- Book rates to carriers
- Request rates from providers
- Awesome management reporting capabilities
- Offers both full-serve and self-serve rate management options

Our focus is simple: To provide easy-to-use and reliable, freight costing solutions for global companies. Customers of Catapult are investing in technology that simplifies operational procedures and minimizes work for the branch offices.

Catapult's capabilities deliver speed and efficiencies. Here are some key features and benefits Catapult customers receive:

- Tools based upon "real world" needs to help assist your personnel in quoting, booking and managing rates more effectively.
- Layout and design of the interface with "the daily flow of sales and operations" in mind.
- More bang for your buck. Catapult's intent is to keep overhead low, keeping the web-based system competitive for both small and large companies.
- As the industry landscape and your company needs change, Catapult is committed to investing in research and development (R&D) offering the latest technology in the marketplace using API, SOAP, XML data feed transactions.

- Flexible solutions for every customer. Because one size does not fit all, why should your technology?

**Ocean Contract Management** is our specialty. Catapult will read and analyze your contracts, enter them in the QMS and keep the rates and surcharges up to date. Our employees have extensive backgrounds coming from APL, Maersk, K-Line, and MOL. Catapult can also manage contracts and feed it into operating systems.

**FMC Tariff Filing** – Catapult has one of the easiest to use Tariff systems in the industry for forwarders.

**Restricted/Denied Party Screening** – Check your suppliers and customers to comply with federal and international regulations.

## Catapult International

### Offices:

Kansas City  
San Francisco  
Amsterdam  
Xiamen, China  
+1 913-232-2389

growth@gocatapult.com

**CATAPULT INTERNATIONAL**  
Work Smarter. Quote Faster.



## Caterpillar Logistics Services, Inc.



**Steve Larson**  
*Chairman and President*

### Mission Statement:

Our mission is to be the low-cost provider of differentiated supply chain solutions delivering competitive advantage and attractive returns for Caterpillar and our external customers.



**C**aterpillar Logistics Services, Inc. (Cat Logistics) has provided world-class supply chain solutions and services to parent company, Caterpillar Inc. for nearly 80 years. After being recognized for high standards set in logistics performance for Caterpillar, other companies sought out Cat Logistics' advice and expertise to help meet their own business challenges.

Headquartered in Morton, Illinois, Cat Logistics serves more than 60 clients in distinct industries including automotive, aerospace, manufacturing, technology, industrial products, and consumer durables. Cat Logistics provides full service capabilities including planning and program management that help direct the logistics effort, as well as the functional capabilities that lead to outstanding operational performance. Impacting

supply chain can also result in improved customer service and substantial cost savings.

### Smart Business Solutions

Cat Logistics does more than provide warehousing and transportation services. We move businesses forward. We create smart business solutions through leveraging our knowledge and expertise of the complete supply chain. We find fast reliable ways to lower overall costs and provide higher levels of service and customer satisfaction.

### Global Network

Whether your customers are around the corner or around the world, the global capabilities of Caterpillar Logistics are unmatched in helping you meet their requirements. With more than 105 facilities and operations in 25 countries on six continents,

we not only have the global reach but also the cultural fluency that streamlines the complexities of international logistics.

### Systems Solutions

As customer expectations become more demanding, supply chain software must be developed with future requirements and trends in mind. Cat Logistics and software giant SAP have combined their best in class processes and know-how to develop the next generation of Service Parts Management System (SPM).

### Contact:

To see how a partnership with Cat Logistics can enhance your business performance, contact us at: [www.CatLogistics.com](http://www.CatLogistics.com) or [CatLogistics@cat.com](mailto:CatLogistics@cat.com).



### Caterpillar Logistics Services, Inc.

500 N. Morton Avenue  
Morton, IL 61548  
1-630-743-4101  
[CatLogistics@cat.com](mailto:CatLogistics@cat.com)  
[www.CatLogistics.com](http://www.CatLogistics.com)

## CEVA Logistics



**Matt Ryan**  
*President, Americas*

### Mission Statement:

CEVA will be the most admired company in the supply chain industry exemplifying Unity, Growth and Excellence.



**Making business flow**

**CEVA Logistics,  
Americas Head Office**  
15350 Vickery Dr.  
Houston, TX 77032  
281-618-3100  
[www.cevalogistics.com](http://www.cevalogistics.com)



**C**EVA Logistics is a leading global supply chain management company that provides end-to-end design, implementation and operation of logistics solutions in contract logistics, freight forwarding, distribution management and transportation management. CEVA provides world-class supply chain solutions for large and medium-sized national and multinational companies across the globe.

At CEVA, we make business flow more efficiently for our customers by designing globally recognized supply chain strategies that optimize the flow of products to enhance business performance. CEVA's non-asset based model allows us to provide customized transportation services without schedule limitations and the high costs of dedicated aircraft, truck fleets and ocean liners. We help minimize inventory and cut costs, which maximizes profits for our customers.

Formed in 2006, CEVA combines the heritage of the

TNT Logistics division and US-based Freight Forwarder EGL and operates an extensive global network of facilities with more than 1,200 locations in over 170 countries and more than 50,000 employees worldwide. We manage 614 warehouses around the globe with a combined space of more than 8 million square meters. United as CEVA, today, the organization is one of the world's leading supply chain management companies.

We focus on growing our business by coordinating and managing Supply Chain services on behalf of customers, providing a single point of contact for all activities and by optimizing services and making logistics activities more efficient and effective for our customers. We develop our business to support theirs.

CEVA can offer customers a wide range of solutions to meet supply chain needs, depending on requirements, geography and sector.

These include;

- Receipt and management of raw materials and products from source
- Wide range of multi-modal capabilities including air and ocean freight
- Extensive U.S. air and ground transportation network offering time-definite transportation services
- Complete customs brokerage with web-enabled tracking solutions
- Dedicated and shared warehousing options including management of national and regional networks
- Value-added services to improve costs, cycle times and inventory management at each stage of the process
- Combinations of transport and distribution, cross docking and after market services including home delivery, as customer needs dictate.

The value of the supply chain expertise found at CEVA is enhanced by an industry-focused approach to business which delivers unparalleled business and market skills. Customers benefit from the latest sector knowledge, resource sharing and an efficient transfer of best practices. The Company focuses on a range of market sectors: automotive, technology, consumer & retail, healthcare, industrial, energy and others.

At every link in the supply chain, we help make business flow.



**CGL**

**Dan Para**  
CEO



**Dominick Muzi**  
Executive Vice President



**Concert Group Logistics**  
1430 Branding Ave  
Suite 150  
Downers Grove, IL 60515  
866-CGL-SHIP  
Fax: 630-795-1492  
sales@cglship.com  
www.cglship.com



**C**oncert Group Logistics, Inc. (CGL) was founded in 2001 and for ten years we have succeeded in providing global transportation logistics solutions with a human touch. As your logistics partner, we get to know you and your needs, and we leverage the right resources to ensure your shipments arrive at their destination without any problems.

#### **Accessible Experts**

Whether you pick up the phone or turn on your computer we'll be there. Because CGL is comprised of a network of well-established offices, your shipments are in the hands of logistics professionals who have a direct investment in your total satisfaction. This network of attentive local owners is what gives CGL our competitive advantage. Our localized approach allows our clients to extend their shipping department with a partner who is just down the road. When we say Owners Deliver® we put our personal reputation on the line with every shipment, so we always put you first.

#### **Orchestrating Global Shipping Solutions**

As a non-asset based transportation logistics services provider we are not restricted by size, weight, mode or location. We tailor our services to meet your transportation requirements. You benefit from flexible shipping options – CGL has the freedom to find the right mode for your shipments destined for a consignee down the street or across the globe. We work hard and have the collective resources to ensure the options maximize your shipping spend. With all the necessary licenses and accreditations, CGL can take your ground, air, ocean, and customized logistics needs off your mind but leave them always within reach.

#### **In Tune with Information**

At Concert Group Logistics our logistics professionals learn that the information we move is just as valuable as your physical goods. Our internal freight management system and CGLShip – Client Tool communicate in real-time. While our experts navigate

your goods across the supply chain those shipping details are available for analysis and accountability. You decide how to interact with us and your local representative will establish all your communication preferences (EDI, web, email, phone & etc) – not just what our tech group thinks is cool.

CGL offers its clients the friendly and informed guidance that amplifies their shipping experience and bottom line. Headquartered in Downers Grove, Illinois, CGL is a wholly-owned subsidiary of Express-1 Expedited Solutions, Inc (NYSE AMEX: XPO). Get more information at [www.cglship.com](http://www.cglship.com).



## Cheetah Software Systems



**Jeff Groenke**  
Vice President  
Sales & Marketing

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



**CHEETAH**

Revolutionizing Speed of Service

### 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](mailto:info@cheetah.com)

[www.cheetah.com](http://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 cost-effective. 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, distribution, courier, 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) and drayage 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.*



## 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 web-enabled 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

## City of Rockdale, Texas



**Kelvin Knauf**  
City Manager

### About Rockdale

Centrally located in the most recession-proof area of the country, Rockdale is ideally situated to provide you with a base of operations in the next decade, and beyond.

*"Rockdale is the place to be..."*

– David Kaufmann  
GFL Americas, LLC



**T**he City of Rockdale and southern Milam County have what you need:

### Ample, Affordable Land

Rockdale and southern Milam County have abundant raw land. MLS studies show local land prices to be 25-30 percent lower than adjacent counties.

Additionally, property taxes are significantly lower than in the surrounding area.

### Ideal, Central Location

Rockdale is located less than one hour from the Austin, Georgetown, Pflugerville metropolitan area; the Temple, Belton, Fort Hood, Waco metropolitan area; and the Bryan-College Station metropolitan area. Rockdale is about 2.5 hours from the Dallas-Fort Worth, San Antonio and Houston metropolitan areas. Rockdale is also about one hour from IH-45, IH-10 and IH-35 and the NAFTA Corridor.

### Superior Transportation

Rockdale is located at the junction of two busy U.S. Highways, 77 and 79. They bisect the I-35, I-45, and I-10 triangle and connect to SH-130. Excellent highways have always been a Texas hallmark. Rockdale has an east-west rail line and H.H. Coffield Regional Airport.

### Business Friendly

Forbes.com's list of Best Big Cities for Jobs includes:

- 1 Austin, Round Rock, San Marcos
- 2 San Antonio, New Braunfels
- 3 Houston, Sugarland, Baytown;
- 5 Dallas, Plano, Irving.

Forbes.com's list of Fastest Growing Cities includes Austin at #2 and San Antonio at #4. Entrepreneur.com's list of 2010 Trends includes "Texas."

### Affordable Housing

According to Citydata.com, Rockdale enjoys a cost of living that is 25 percent below the national average.

### Great Climate

Weather in Rockdale is ideal year-round, with warm, dry summers and cool, humid winters. Snow and ice are rare.

### Super Schools

Rockdale Independent School District recently completely modernized the High School, constructed a new Intermediate School and expanded the Junior High. Rockdale is a AAA school with superior academics and athletics. Higher education includes numerous small colleges close by and nearby world-class universities such as Baylor University, Texas A&M University, and The University of Texas at Austin.

### Arts and Entertainment

Rockdale is located an hour from the world-renowned Austin entertainment scene, called "The Live Music Capital of the World." Locally, Apache Pass is an up and coming arts and music mecca.



### City of Rockdale

505 E. Cameron Ave.  
P.O. Box 586

Rockdale, TX 76567  
512-446-2511

Fax: 512-446-6258

kknauf@rockdalecityhall.com  
www.rockdalecityhall.com



# COGISTICS TRANSPORTATION

**Mission:**

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

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



**COGISTICS  
TRANSPORTATION**  
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Suite 25  
Lakeland, FL 33811  
Phone: 863-647-9389  
Email: [info@cogistics-transportation.com](mailto:info@cogistics-transportation.com)



**C**OGISTICS TRANSPORTATION delivers the most strategic options necessary for reducing your overall transportation spend without compromising carrier service.

COGISTICS TRANSPORTATION staff and decision support software will assist in all of your supply chain planning functions. From determining proper mode selection to developing dynamic milk-runs, consolidations and cross-docks, our professionals will optimize your entire supply chain.

COGISTICS TRANSPORTATION is the perfect partner for custom-designed supply-chain solutions for every aspect of your business. We will help you cut costs, reduce cycle time, improve customer service, help you integrate the best technology for your operations, and execute new strategic directions.

**Supply Chain Management**

COGISTICS TRANSPORTATION 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
- Internet visibility
- NAFTA certification compliance management
- C-TPAT (Customs Trade Partnership Against Terrorism) certification compliance management

**High Visibility Shipping**

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

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

COGISTICS TRANSPORTATION has been satisfying domestic and international customers for over 10 years.

## Columbus Region – Columbus Region Logistics Council



**Kenny McDonald**  
Chief Economic Officer  
Columbus2020!



**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 16th 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 Logistics Council

150 S. Front St., Ste 200  
Columbus, Ohio 43215  
614-225-6903

[columbusregion.com/logistics](http://columbusregion.com/logistics)



**T**he Columbus Region Logistics Council focuses on the growth of the region's industry capability in the eight county region, within the broader Columbus2020! Economic growth strategy.

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 27 colleges and universities. We find the fastest, most cost-efficient 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:** BNSF, CSX and Norfolk Southern railroads
- **Air:** Rickenbacker International Airport with 12,000 ft. runways; Port Columbus International Airport with approximately 150 daily departures

- **Intermodal:** Three 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, newly expanded to accommodate double-stack trains
- **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 1.8 million people; energetic young professionals from 27 colleges and universities; nationally ranked logistics curriculum
- More than 100,000 jobs; nearly 11% of the region's private-sector employment

### Cost-Efficiency

- Business-friendly tax policy; State commitment to the industry

## The Columbus Region



## Comprehensive Logistics Inc.



**Brad Constantini**  
Principal / Executive  
Vice President

### Comprehensive Logistics Inc.

(CLI) is a premier, non-asset-based provider of engineered logistics services for complex supply chains. Core capabilities include subassembly, sequencing and synchronous manufacturing support; warehousing, distribution and value-added services, including kitting, metering, repacking and inspection; and end-to-end transportation management with real-time shipment visibility and electronic event management.



**COMPREHENSIVE**  
LOGISTICS

Responsive. Lean. Transparent.

### Comprehensive Logistics Inc.

4944 Belmont Avenue  
Youngstown, OH 44505  
800-734-0372  
info@complog.com  
www.complog.com

Follow us on Twitter:  
@CLI\_Logistics



**C**omprehensive Logistics Inc. (CLI) manages more than 4 million square feet of facility operating space throughout North America and is ISO 9001, ISO/TS 16949 and QI Certified. A recent recipient of the coveted General Motors Supplier of the Year award and an *Inbound Logistics* Top 3PL Provider, CLI has a transportation legacy that stretches back more than 100 years. The company maintains a 99.97% inventory accuracy rate, 99.4% on-time delivery rate and quality performance that exceeds world-class standards.

### Lean & Agile

Companies that partner with CLI reduce logistics costs and enhance service performance while maintaining control over their supply chains. The secret is CLI's deeply rooted process-improvement culture and advanced supply chain intelligence technology.

While some service providers are just discovering the benefits of Lean Six Sigma, CLI has made it the foundation of its

business. Every process is engineered from the ground up to be a lean, custom-built extension of the customer's enterprise. That means every client benefits from a custom-engineered service model based on its unique requirements and strategic business goals.

In addition, CLI's disciplined approach to continuous improvement systematically and permanently eliminates waste and variation throughout its entire operational footprint, resulting in unprecedented flexibility and responsiveness to customer needs. As each process cycles through CLI's Continuous Improvement Loop, it becomes leaner, more effective and more agile, and CLI's clients benefit directly from the resulting efficiencies and cost savings. Those savings, in turn, translate into superior supply chain performance and enhanced competitive advantage for CLI's clients.

### Transparent & Trusted

Technology-enhanced transparency is an integral part of CLI's customer relationships.

Using the company's sophisticated, Internet-based intelligence tools, CLI's clients can access real-time, item-level logistics details on demand, 24 hours a day. They can view the flow of raw materials, work-in-process inventory and shop-floor processes as they happen. They can monitor key performance indicators and receive alerts when shipments deviate from established processes. And because the technology is browser-based, there's no software to install or maintain.

With the ability to monitor every process step, CLI's customers can more effectively track and measure logistics performance and confirm that the outsourced operation supports their strategic business goals. Full, end-to-end visibility into the supply chain also allows CLI's customers to receive faster, more customized service and better logistics results.

In short, companies that partner with CLI don't have to sacrifice control for exceptional supply chain performance.

## 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.



**C**on-way Inc. (NYSE: CNW), a \$4.3 billion freight transportation and logistics services company headquartered in San Mateo, Calif., delivers industry-leading transportation and logistics services through its primary operating companies: Con-way Freight, Con-way Truckload and Menlo Worldwide Logistics. Operating from more than 440 locations across North America and in 18 countries, these operating units provide high-performance, day-definite less-than-truckload (LTL); full truckload as well as logistics, warehousing and supply chain services; and trailer manufacturing.

**Con-way Freight** delivers superior LTL performance, comprehensive coverage and service excellence across North America. A single network of more than 365 operating locations, the largest in North America, enables Con-way Freight to provide improved

exception-free delivery, better on-time service performance and faster transit times to markets of all sizes. They also extend their customers' reach by providing full-service LTL throughout Canada and cross-border service to and from Mexico. Local, personal service is supported by the most experienced people in the business and state-of-the-art technologies ensure visibility, help customers save time, and provide them with the confidence their freight will be there – when and where they need it.

**Menlo Worldwide Logistics** designs and implements the logistics solutions that become customers' greatest competitive advantage. Menlo helps customers achieve their business objectives and improve performance while delivering the lowest total cost. Menlo provides consulting to determine optimal network design, and creates value

by carrying this theory into practice. Menlo has developed and implemented this plan for top companies around the globe. Combining extensive transportation management resources and leadership in lean logistics with the resources of more than 17 million square feet of warehouse space, Menlo designs, delivers and operates flexible, cost-efficient supply chain management solutions.

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

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

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

Visit [www.con-way.com](http://www.con-way.com).



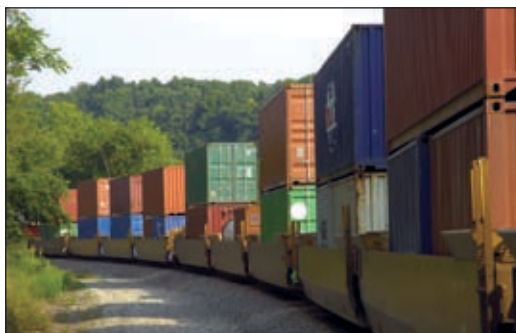
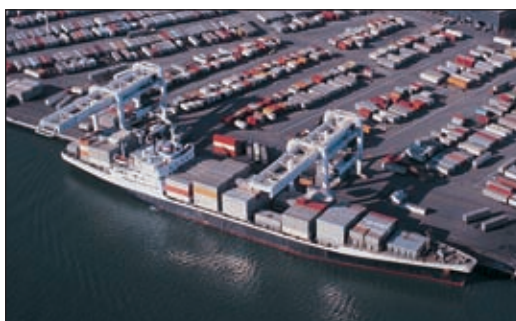
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## Corporate Traffic

**Mission Statement:**

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



**CORPORATE TRAFFIC**  
LOGISTICS

NEVER SETTLE.

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

**C**orporate Traffic was founded on the principle that logistics is about more than just transportation. It's about the relationships we build among all those with whom we do business. And it's about constantly seeking better ways to solve our clients' challenges.

Offering solutions via air, road, rail and sea, Corporate Traffic is a leading full-service logistics provider that is highly respected for its capabilities, resources and a truly unique dedication to everyone we do business with.

Our logistics solutions are incredibly flexible. So are our people. We bend over backwards for our clients. We become part of your team and commit to your goals, offering full-service logistics capabilities and delivering solutions that are all about you.

We are committed to meeting you where you are, handling your business with the same passion and dedication that you bring to your own work. To many of our clients, that is the difference-maker. And the fact that we can handle those bumps along the

logistics road also makes us incredibly easy to work with.

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

**Corporate Traffic Offers:**

- Air
- Truckload
- M-LTL
- Intermodal
- Ocean
- Retail logistics
- TMS



**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

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Jacksonville, FL 32225  
Main: 904-727-2200  
Toll Free: 800-CROWLEY  
[www.crowley.com](http://www.crowley.com)

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**C**rowley, founded in 1892, is a \$1.5 billion-a-year, U.S.-owned and operated marine solutions, transportation and logistics company providing services in domestic and international markets.

Crowley is customer centric and solutions oriented, with personnel and assets across the entire organization being regularly brought together to provide solutions to particular customer challenges. Many of the world's most dynamic corporations, including those in retail, apparel, automotive, food and beverage, construction, manufacturing, energy and maritime sectors rely on Crowley to help them succeed.

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

## Crowley

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 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

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.

# CROWLEY®

People Who Know®



## CRST International, Inc.



**Dave Rusch**  
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  
319-390-2764  
[www.crst.com](http://www.crst.com)



**A**fter a very difficult three year downturn, the trucking industry is beginning to see signs of recovery. While many carriers were going out of business, downsizing and struggling to stay afloat, CRST was busy laying the groundwork to maintain our industry leading position in our respective business niches and to serve the future needs of our customers.

Our highly-skilled and tenured executive management team has done a tremendous job of focusing their efforts on increasing efficiency and maintaining strong profitability. We are continuing to build the infrastructure needed to meet our growth plans. In addition to \$100 million in incremental equipment additions planned over the next 15 months, CRST is building a \$15 million terminal in Riverside, Calif., and expanding our newly-built training center in Cedar Rapids, Iowa.

We believe our strong financial position, which includes a debt-free balance sheet, will allow us to capitalize on the improved freight conditions by

growing our truck fleets to meet our customers' needs at a competitive cost. Our executive management team has a combined 125 years of transportation expertise solving the toughest supply chain challenges. Focusing on every aspect of product transfer, from long hauls to supply chain logistics, is what has allowed our four operating companies to lead the industry.

With more than 3,500 drivers, **CRST Expedited, Inc.** operates the trucking industry's largest fleet of team drivers. The company provides customers with irregular or scheduled routes in long haul, short haul, air cargo and dedicated fleets with secure, on-time, damage-free delivery.

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

protection for freight such as aluminum and high end steel.

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

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

When it comes to serving customers, CRST's mission is clear: Never promise more than we can deliver; Always deliver more than we promise.

Look to CRST International for service that goes beyond simply responding to your needs to a partnership that helps make your job easier.

**CSX**

**W**hether you're looking for the support of an asset provider or own your own equipment, CSX provides the intermodal solutions your company needs. From a single load to 500,000 loads a year, CSX has the capacity and flexibility to move your freight:

- Reliable service at more than 30 terminals across the United States.
- Competitive access to all major East Coast ports.
- Efficient interchange with all major Class I carriers.
- Transcon reach from coast-to-coast in rail-provided containers.

Our network directly covers more than two-thirds of the U.S. population – and it's constantly expanding to serve your key markets. We deliver predictable, reliable service by operating nearly 450 intermodal trains a week, and provide tools and resources to assure the greatest use of your assets.

In addition to providing highly efficient intermodal service, CSX is committed to offering the most convenient solutions to customers. CSX eBusiness Tools put the power of our shipping network into our customers' hands. Secure, web-based tools let customers access the most up-to-date information available.

**CSX**  
301 West Bay Street  
Jacksonville, FL 32202  
800-288-8620  
[www.csxi.com](http://www.csxi.com)

*How tomorrow moves*





## 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.

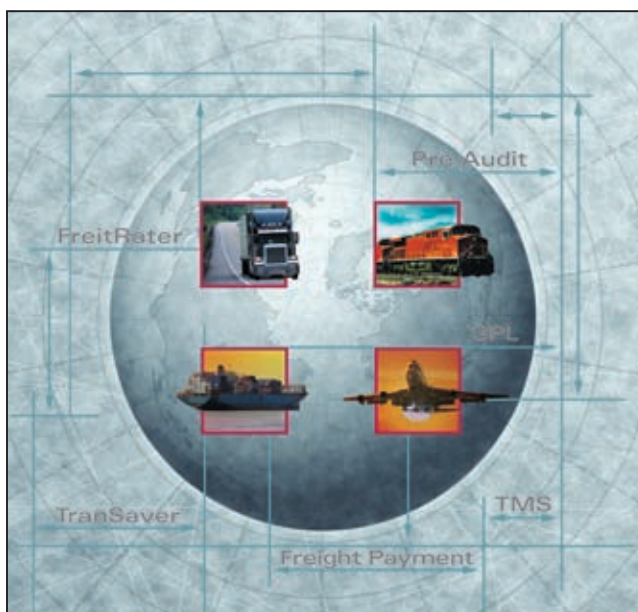
ISO 9001:2008

SAS 70 TYPE II



### CT Logistics

12487 Plaza Drive  
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216-267-2000  
Fax: 216-267-5945  
[www.ctlogistics.com](http://www.ctlogistics.com)



### Confidence

More than 88 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™, 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 88 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](http://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-Global

## 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.



- 50+ terabytes of online data storage
- 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.

### SaaS 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.

### Why CTSI?

At CTSI, we act as a valuable resource to our clients. For over 55 years, we have helped clients manage all key aspects of their supply chain – physical, information, and financial within one global database.

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

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

and decrease transportation costs. Also, using one provider for all your needs ensures seamless integration, eliminates redundant processes and costs much less.

### CTSI Highlights

- Global headquarters located in Memphis, Tennessee USA
- Network of over 20 global processing and consulting centers
- 55 year reputation for providing efficiency and savings
- 17,000+ carriers supported in all transportation modes
- Hundreds of quality clients across all industries
- 250+ million annual transactions



### CTSI-Global

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www.ctsi-global.com







**Jeremy T. Haycock**  
President  
Damco North America

**North American Offices:**

- Arlington, VA
- Atlanta, GA
- Charlotte, NC
- Chicago, IL
- Houston, TX
- Kansas City, MO
- Los Angeles, CA
- Madison, NJ  
(North America Headquarters)
- Miami, FL
- Montreal, PQ
- New York, NY
- Norfolk, VA
- Toronto, ON



**Damco North America**

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solutions@damco.com  
www.damco.com



**D**amco is one of the world's leading third party logistics providers and an independent business unit within the A.P. Moller - Maersk Group. Damco offers a broad range of freight forwarding services and supply chain solutions to customers all over the world. The company has 10,500 employees in over 280 offices across 90 countries and representation in 120 countries in Africa, Asia, Australia, Europe, North America, Middle East, and Latin America. In 2009, the company had a net turnover of over USD 2 billion, managed more than 2.3 million TEU of ocean freight and supply chain management volumes and air freighted more than 60,000 tons.

We manage and serve some of the most advanced supply chains in the world; in a diverse range of industries. With a relentless focus on simplifying complex supply chains, we uncover efficiency improvements that enable our customers to cut their inventories, reduce operating costs, and make significant short-term savings for long-term competitiveness.

**Global logistics,  
Individual Solutions**

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. 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.

**From single shipments to  
integrated supply chain  
management**

Our hands-on services and strategic solutions are extensive and customized to meet our customers' every need. So whether it's a competitive rate for an urgent shipment or a strategic partner who can identify and create short-term efficiencies and build up long-term competitiveness, our team of logistics professionals is ready to help.

## Damco

**Damco's Global Solutions include:**

- Air Freight
- Cargo Insurance
- Customs House Brokerage
- Green Logistics
- Importer Security Filing (10+2)
- Inland Transportation (Full Trailer Load, Less than Trailer Load)
- International Trade Documents
- Ocean freight – (Full Container Load and Less than Container Load)
- Reefer Logistics
- Sea Air Service
- Supply Chain Management
- Supply Chain Development
- Warehousing & Distribution

All supported by industry leading IT solutions designed to support your company's requirements no matter how simple or sophisticated they might be.

**Eco-efficiency for our  
business, our customers  
and our future**

As a leading global freight forwarding and supply chain management company, we are highly conscious of our responsibility and our customers desire to protect our environment for future generations.

Our new SupplyChain CarbonCheck™ enables our customers to reduce their environmental impact while also reducing their overall supply chain costs. We also share our knowledge and best practices with others throughout the industry to reduce our collective impact on the limited resources of our planet.

If you are interested in learning more or contacting us, please visit our website at [www.damco.com](http://www.damco.com).

## Data2Logistics, LLC

Data2Logistics, LLC is the global leader in freight bill audit and payment and supply chain management services. We partner with hundreds of clients from the SMB to the Global 1000, processing hundreds of millions of bills and billions of dollars annually while saving them 5-15% of their spend.

As a six-time recipient of *Inbound Logistics'* Top 100 Logistics IT Service Providers, we combine technology with first-class client relations to provide best in class service. And as the only service provider to work with our clients and carriers to eliminate billing errors from recurring and to continuously improve and optimize their logistics networks and spend, we continue to separate ourselves as the global market leader.

**Lean Six Sigma Process**  
**SAS 70 Type II Certified**



**Data2Logistics, LLC**  
4310 Metro Parkway  
Fort Myers, FL 33916  
609-683-3917  
[www.data2logistics.com](http://www.data2logistics.com)



**O**ur service offerings are executed and delivered by combining best-of-class technology, client relations and operational practices. These result in secure, timely, and accurate processing of payments and actionable information resulting in savings from 5-15%.

Call us to discuss your challenges, ask questions, or talk to one of our hundreds of clients about the proven benefits of a partnership with Data2Logistics.

### **Partnering With Data2Logistics**

Companies ranging from SMBs to the Fortune 500/ Global 1000 that are recognized as supply chain leaders partner with us to improve visibility to critical information and to provide a single source for global logistics information for all modes of transportation.

We simply become an extension of your business

providing the additional services and expertise you require.

- We take the time to understand your executive, financial and logistics goals, objectives and requirements.
- We implement fast and apply operational best practices developed over 40 years.
- We process timely and accurately and ensure security of your funds.
- We assign relationship managers to monitor, report and improve your cost saving opportunities.
- We provide a reporting solution that is easy to use, intuitive and empowers users to make informed fact based decisions.

### **More About Data2Logistics**

Data2Logistics' leading-edge technology has reshaped freight bill audit and payment services, providing visibility to actionable information for all modes of transportation on a

global basis. Data2Logistics' web-based tools provide alerts, diagnosis, analysis and solutions to help clients better manage and reduce their supply chain costs. Complemented by a full suite of Business Intelligence and Consulting Services, we help our clients continuously find cost savings and optimization opportunities.

### **Services at a Glance**

#### ***Freight bill Processing***

- Pre- and Post-Auditing
- Global Processing Presence
- Payment in 38 Currencies
- Expertise in All Modes
- Package Level Detail Processing
- Least Cost Carrier Selection & Rating
- Rules-Based Allocations Engine
- Accurate Accruals
- Robust Web Reporting Portal
- Carrier Portal
- Shipper Alerts
- Routing Compliance
- Carrier Report Cards
- On-Line Exceptions Portal

#### ***Consulting Solution Services***

- Routing Guide Development
- Carrier Bid Preparation
- Bid Analysis
- Carrier Negotiation Support

#### ***Business Intelligence Services***

- TMS
- Shipment Execution
- Shipment Visibility & Tracking

If you are looking for a full service freight bill processor to provide consistent, reliable and timely supply chain information on a global basis, look no further than Data2Logistics. Contact us today.



## DF Young



**A. Wesley Wyatt**  
*President and CEO*

### Mission Statement:

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

### DF Young Services

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



### DF Young Inc.

1235 Westlakes Drive  
Suite 255

Berwyn, PA 19312

Phone: 610-725-4000

Fax: 610-725-0570

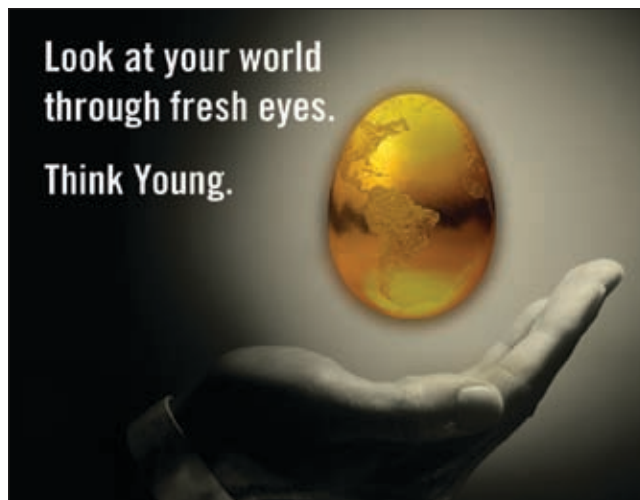
[www.dfyoung.com](http://www.dfyoung.com)

Contact: Dave Smith

VP of Client Relations

610-725-4000 ext 4019

[dave.smith@dfyoung.com](mailto:dave.smith@dfyoung.com)



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

### Automotive

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

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

### Commercial Goods

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

### Front End Services:

- Import/Export flow and distribution
- Quality Assurance program

### Back End Services:

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

### Supply Chain Services:

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

### Food/Humanitarian Aid

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

### Services include:

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

### Foreign Military Service

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

### Services include:

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

### Petrochemical

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

### Services include:

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

## Distribution Technology



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

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

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

Founded in 1969 by chairman of the board, Rock Miralia, Distribution Technology operated with seven full-time employees and provided 100,000 square feet of space for contract and public warehousing in the Piedmont region. In 1988, sons

Tom and Mark Miralia joined the family-owned company as staff industrial engineer and warehouse supervisor respectively.

Over the years, Distribution Technology continued to expand its services throughout the greater southeast region. Today, Tom Miralia oversees the company as its president/CEO and Mark manages sales efforts as Distribution Technology's vice president of sales and president of their records management company, Record Storage Systems. To date, Distribution Technology operates approximately a 1-million-square-foot warehousing campus, and employs more than 200 people.

As a privately-owned company, Distribution Technology's management team possesses an extensive background in warehousing, transportation and distribution. Through the years, Distribution Technology has earned a solid reputation among its customers

and other trade industries as a trusted partner in strategic planning and management expertise. Across the board, Distribution Technology believes that its greatest assets are its team members and associates who are committed to forward thinking and collaborative problem solving, leading to a higher level of delivered customer value.

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



**Distribution  
Technology Inc.**

1701 Continental Blvd.  
Charlotte, N.C. 28273  
Phone: 704-587-5587  
Fax: 704-587-5591

Mark.Miralia@  
DistributionTechnology.com  
www.Distribution  
Technology.com



## DSC Logistics

### Supply Chain Management and Logistics



**Ann Drake**  
CEO

Named "Pro to Know"  
2010 and 2011

**DSC recognized for  
leadership in Sustainability**



2010 Green Supply Chain Award  
from Supply and Demand Chain  
Executive



Inbound Logistics' Top 50  
Green Supply Chain Partners

#### HEALTH CARE

DSC's growing involvement  
with health care companies  
resulted in VAWD Certification  
for the distribution of health  
care products devices.

#### DSC Logistics

1750 South Wolf Road  
Des Plaines, IL 60018  
[www.dsclogistics.com](http://www.dsclogistics.com)

### What will it take to succeed in 2011?



**At DSC, we believe that  
success will depend on being  
ready for the world to change.  
Again! And again!**

But it's not enough just to  
wait for change to come. It's a  
matter of taking responsibility  
for it and providing leadership.

As supply chain partners,  
we collaborate with our cus-  
tomers – many of whom are

Fortune 500 leaders in their  
fields – on solutions and strate-  
gies that:

- reduce total system costs
- improve service to customers
- transform business processes
- facilitate growth and change

Success will require new  
ways of thinking and working  
together. As one example, the  
type of segmented thinking

that worked in the industrial  
age no longer works. In its place  
is more integrated, comprehen-  
sive, forward-looking planning  
and management.

To succeed in our role as sup-  
ply chain partner, we study our  
customers' current business  
situation, their marketplace  
environment, their challenges  
and their goals, and we apply  
our experience, expertise, tech-  
nology and information to help  
them achieve those goals.

We're also daring to step  
beyond the old boundaries.  
In 2010, our second annual  
Partners Summit with key  
customers focused on "Cross-  
Company Collaboration." And  
our 50<sup>th</sup> Anniversary Business  
Symposium, "Leading on the  
Edge," attracted more than 150  
leaders from a wide range of  
fields. They exchanged views on  
challenges that will critically  
impact business going forward  
as well as strategies to address  
them. We strongly believe the  
supply chain is increasing its  
role as a primary business  
strategy that affects the top  
and bottom lines.

As we begin 2011, we're  
focused on the future – and  
we're **READY!**

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

**DSC**  
LOGISTICS AND  
SUPPLY CHAIN MANAGEMENT

## 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

DEDICATED SERVICE  
FREIGHT BILL PAY AND AUDIT  
MULTI-MODAL  
MARKET LEADING TECHNOLOGY  
PROCUREMENT POWER  
COST SAVING SERVICE

EVOLVED  
TRANSPORTATION  
MANAGEMENT  
www.echo.com

954-617-780-97215

### 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.





# Environmental Packaging Technologies



**Nancy Wendrock**  
President

Environmental Packaging Technologies' goal is to safely and efficiently ship bulk liquid and dry, free-flowing products on international trade lanes. To achieve this goal, EPT is dedicated to designing and manufacturing the highest quality and most technologically advanced flexitank and dry liner systems for shipment by truck, rail and ocean carrier.

- Reclaim
- Reuse
- Recycle

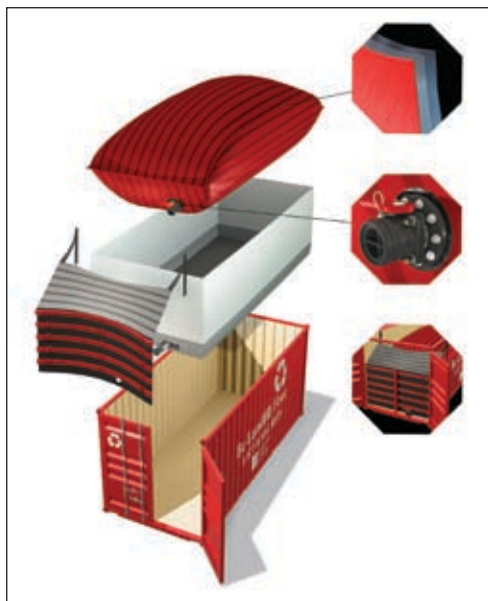


## Environmental Packaging Technologies

6100 West by Northwest  
Suite 100

Houston, TX 77040  
713-961-2795

Toll free U.S.: 877-8-BIG RED  
Fax: 713-961-0189  
info@eptpac.com  
www.eptpac.com



**E**nvironmental Packaging Technologies, Ltd. (EPT) provides innovative packaging for the transportation and storage of bulk liquid and dry flowable products.

With offices and depots around the world, EPT can respond quickly to your packaging and logistics needs.

### **BIG Red Flexitank—Made in the U.S.A.**

Our BIG Red Flexitank represents the latest technological advances and innovations in the industry and offers a safe and economical way to ship your bulk ingredients, raw materials, beverages, lubricants, and thousands of other non-hazardous chemicals. Flexitanks offer single-use convenience; no required leases, cleaning or repositioning costs and with their low tare weight, flexitanks deliver increased payloads over IBC's, totes, and drums.

EPT's BIG Red Flexitank is constructed of 2-ply proprietary PE films that are food-grade and Kosher and protected by a rugged polypropylene outer woven layer. We offer the only flexitank with Strength Bands incorporated into our woven sleeve that act as a "corset" to help control liquid dynamics. Our total flexitank system includes our Barrier Wear Sleeve to protect the flexitank against poor container conditions and provide a barrier to chemical and odor migration. EPT has also engineered a unique Swept-bar Bulkhead system with shock absorption technology to protect the container, minimize sidewall deflection and protect the cargo.

Our BIG Red Flexitank system has passed both the American Association of Railroads (AAR) Impact Test and Simulation Test. We have the only flexitank with authorization from several

North American Class I Railroads as well as approval from the Russian Railroad and the China Railroad. EPT's flexitank offers a safe and economical solution whether shipping by ocean, road, or rail.

### **BIG Red Dry Liner**

EPT's BIG Red Dry Liners are made of reinforced woven HDPE/PP with internal and external HDPE/PP lamination and meet FDA requirements for food handling. These rugged, high-performing liners are customized to specifically handle your product's requirements and your loading/unloading capabilities. Our Dry Liners can be configured to any shape, size and feature to fit any application and maximize cargo space. EPT's bulk packaging specialists will ensure that the proper dry liner design and materials match the performance and specification needs of your cargo.

## Estes Forwarding Worldwide

### Always On.



**Scott P. Fisher**  
President, CEO

#### Mission Statement:

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



#### Estes Forwarding Worldwide, LLC

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



#### A supply chain with no weak links.

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

When you're handed one, that person becomes your single source of contact, day or night. So while your goods may travel by a number of different forms of transportation, through a number of different time zones, you always have

one single number to call to plan the journey or track the shipment.

As Scott Fisher, President and CEO of EFW, likes to say, "it's like being a travel agent for freight." And it's that commitment to personal service that has made Estes Forwarding Worldwide a leader in logistic solutions across the globe.

What started as a single call center now has eight regional offices: Richmond, VA; Miami, FL; Elk Grove Village, IL; Jamaica, NY; Harrisburg, PA; Grapevine, TX; South San

Francisco, CA; and Carson, CA – plus two international offices in Charleston, SC, and Hong Kong.

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

The company is also a licensed Customs House brokerage and has a government services division. They can provide armed escorts, EDI transmissions, transportation of dangerous goods, and mass distributions to simultaneous locations, like they just did for The Home Depot's PC Refresh program.

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

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



## Evans Distribution Systems



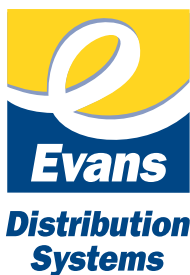
**John A. Evans**  
President

### Quality Mission:

Evans Distribution Systems 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



**E**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 third-party logistics provider offering warehousing, transportation, packaging, inspection, and staffing services. Our extensive and diverse experience with industries including automotive, chemicals, food & beverage,

retail and others provides our customers with flexible, 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 approximately 2,000,000 square feet of space in Michigan, Virginia and other states across the U.S.

### 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-the-art WMS & TMS 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

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

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

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

## FAC Logistics

**Our Mission:**

We will continue to grow by building on our acknowledged reputation for unsurpassed food logistics solutions.

We will grow even stronger by continuing to identify new logistics challenges and opportunities that address the evolving needs of our clients.

**FAC Logistics**

1951 N Church Street  
Rocky Mount, NC 27802  
800-285-7004

generalinfo@faclogistics.com  
www.faclogistics.com



**S**ince our inception, FAC Food Logistics has always been a customer-centric organization. While we have experienced dynamic growth over nearly thirty years, we have never lost sight of the importance of unsurpassed customer service...and we never will.

Strategically located in Rocky Mount, NC on the I-95 corridor, the FAC network serves the entire continental US, Canada and Mexico.

**A Core Focus on Food**

Unlike many competitors, we decided long ago to focus exclusively on the food logistics channel and to provide exceptional depth of knowledge, resources and results. Today FAC enjoys unparalleled partnerships among its Fortune 500 client list of food manufacturers, suppliers, distributors and restaurant chains.

**Results That Can Be Measured**

As a premier food logistics partner we know the key performance indicators that matter most to our clients. That is why FAC can proudly claim the following:

- **Outstanding Customer Service.** Simply put, we have never lost a client over a service related issue in our entire history.
- **Financial Stability.** Our debt free status enables us to invest in the most effective solutions for your business.
- **Custom Solutions.** We treat every client challenge on its merits and carefully plan and execute customized programs.
- **On Time Reliability.** Because the food logistics business involves critical time sensitivity, we focus on planning minimal transit times and maximum efficiencies.

- **Cost Savings.** Because we plan for efficient handling and transportation solutions, we can also capture and pass along substantial cost savings to you.

**The FAC Advantage**

The specific advantages of working with FAC include:

- Extensive vendor and distributor knowledge
- Proven system and process to reduce transportation costs
- Food specific focus, expertise and knowledge capital
- One stop, customized service, enhanced shipment visibility
- Customized KPI's, 24-7 Dedicated Customer Service
- FACTS Technology
- Fixed rate structure
- Proactive, professional cargo claims management
- Exposure to nation's largest restaurant chains



**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**

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Fax: +52(81) 8152-4201  
[www.finsa.net](http://www.finsa.net)



**F**INSA 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 square feet (4.7 million square meters) of developed projects serving sectors such as logistics, manufacturing, medical, aerospace, and automotive, among others, and land reserves for future developments, FINSA satisfies the requirements of all its customers with world-class quality, on time and cost competitive.

FINSA industrial parks excel with their state-of-the-art infrastructure, flexibility and high-performance construction under a sustainable approach. FINSA is the first company in Mexico to build an entirely sustainable building certified by LEED (Leadership in Energy and Environmental

Design), and the first developer in Mexico in the process of certifying all its developments as "Clean Industrial Parks" granted by the Office of Environmental Protection (PROFEPA).

FINSA also introduced in Mexico the concept of "Automotive Clusters" with parks dedicated to manufacturers of automotive parts, enabling just in time/just in sequence implementation, as well as the concept of integrated developments that combine housing, industry, and commerce.

Since 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 percent coming from established clients. FINSA is commercially related with more than 300 companies, most of them in the Fortune 500.

FINSA's growth objectives consist of developing world-class sustainable spaces in Mexico for the industrial sector, as well as broadening 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.



## Florida East Coast Railway



**James R. Hertwig**  
President & CEO

### Ramp Terminals

- Jacksonville
- Ft. Lauderdale
- Miami
- Ft. Pierce
- Atlanta

### Port Locations

- Miami
- Everglades
- Palm Beach
- Jacksonville
- Charleston
- Savannah
- Brunswick



**F**lorida East Coast Railway (FEC) owns and operates a 351-mile freight railroad operating from Jacksonville to Miami, Florida. FEC also owns/leases and operates approximately 235 miles of branch, switching and other secondary track; 115 miles of yard track, various railcar marshalling yards, trailer/container and automotive loading and unloading facilities, signaling system facilities and a number of operating offices, shops, and service house buildings.

### Florida Specialists

FEC is one of only two major freight railroads serving South Florida and operates the State's most direct north-south rail route. In 2010, FEC transported a variety of types of freight for over 500 customers hauling such products as intermodal containers and truck trailers, crushed rock (aggregate), automobiles, food products, and other industrial products.

FEC's geographic footprint, established over 100 years ago, is a unique and irreplaceable asset, creating a significant competitive advantage. Its

direct route through some of the most highly congested regions of the State combined with the efficiencies inherent in rail transportation – one train can haul the equivalent of up to 280 trucks – enables FEC to haul freight often more quickly and more cost effectively than other modes of transportation, such as trucking.

### Port Authority

FEC is the only railroad with direct access to the major South Florida ports of Miami, Everglades (Fort Lauderdale), and Palm Beach, and as such is well positioned to continue to grow its volumes of intermodal containers imported and exported through these ports. In fact, over 70% of the U.S. population is reachable by rail from the Ports of South Florida within a maximum 3-4 day transit time. FEC is also the

largest hauler of aggregate in the State of Florida and a key conduit for the transportation of automobiles.

### Quality and Reliability

Customers choose FEC due to the quality and reliability of its service. Several motor carriers are major customers and utilize FEC as an extension of their operations and a more efficient and economical mode for moves into southern Florida. In many instances, FEC's customers have substantial investments in facilities located directly on its line and served only by FEC. Examples include limestone mines, for which FEC is the only direct rail service provider, major distribution centers for retail and commercial shippers, as well as major rail yards owned by other railroads that utilize the FEC as an extension into the State of Florida.

### Florida East Coast Railway

7150 Phillips Highway  
Jacksonville, FL 32256

800-211-7245

Jim.Hertwig@fecrwy.com

www.fecrwy.com





## FLS Transportation Services, Inc.



**Domenic Di Girolamo**  
Chief Executive Officer



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



**FLS Transportation Services, Inc.**

333 Decarie Blvd.  
Suite 250  
Montreal, QC H4N 3M9  
Canada  
Phone: 800-739-0939  
Fax: 514-739-8113  
[www.fls-transport.com](http://www.fls-transport.com)

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

FLS understands the importance of providing reliable solutions, executing to plan, and achieving

performance goals. Their focus on precision and performance, coupled with a passion for delivering exceptional service has earned them several accolades from their many clients who round out North America's Fortune 500. Embracing their ability to customize client-centric logistics programs, act pro-actively, and tap into a multitude of successful resource options, FLS is one of North America's fastest growing full service logistics companies.

Services offered by FLS Transportation include:

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

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

### **FLS Technology**

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

## 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 ISO9001-2008 certification.

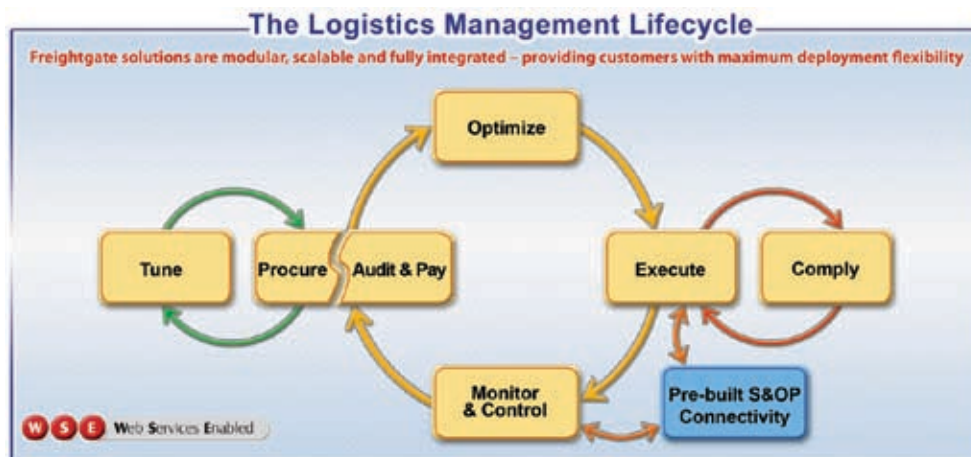
### Freightgate, Inc.

15061 Springdale St., Ste. 111  
Huntington Beach, CA 92649  
[www.freightgate.com](http://www.freightgate.com)

714-799-2833

Fax: 714-799-0100

With offices in North  
America, Europe and Asia



### Freightgate-aligning SaaS<sup>Plus</sup> with customers' businesses to meet new challenges

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

### Global Procurement & Tendering

Built in collaboration with major carriers and shippers to manage complex, multi-mode freight tenders and negotiations in a simple, consistent manner. Using industry standards and 'best practices', Shippers receive more accurate and timely carrier responses. Service

Providers manage received tenders and their deadlines, monitor progress, and automatically complete 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.

### Optimization

Dynamic, multi-modal and cross-modal capacity allocation, route planning, carrier booking, and up to the minute KPIs.

### Transportation Execution & Management

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.

### Monitor & Control: Inventory, PO, Shipments

Provides collaborative inventory-in-transit visibility, PO management, and shipment status information – all modes, all carriers – from PO creation to carrier equipment return. Last-leg-management, dashboard and event driven alerts ensure maximum control,

and prevent unnecessary costs like demurrage, detention and downtime. Automated carrier status updates eliminate classic supply chain blind spots and costly service exceptions.

### Freight Audit & Payment

Uses the powerful rating and routing engine to automatically audit invoices on the fly, with or without a matching booking. Shippers and NVOCCs may set their own business rules, using the seamless exception management workflows to communicate, monitor and resolve billing disputes. Pay on your terms through our global settlement resources, or receive electronic payment instructions to your A/P.

### CBP & FMC Compliance

A complete compliance solution, including seamless 10+2 functionality for smarter Import Security Filings, Denied Person Screening, and integrated FMC publishing.





## Freightquote.com



**Timothy Barton**  
CEO

### Mission Statement:

The mission of Freightquote.com is to provide our customers with the tools to make freight transportation management faster, easier and more cost efficient.

We have created solutions where carriers and shippers can come together in mutually beneficial ways – where a customer's service and price requirements are optimally matched with a carrier's operational strengths.

To execute our mission, we focus on innovative technology. Our large technology organization continually develops new tools and products for our transportation management solutions.

Along with the technology, we have outstanding people – people with energy, insight and a fervent customer service mentality. The pairing of technology and the right people has helped fuel Freightquote.com's innovation and growth within the industry.

**Freightquote.com**  
16025 West 113th St.  
Lenexa, KS 66219  
800-323-5441  
[www.freightquote.com](http://www.freightquote.com)



### History

Freightquote.com was founded in 1998, and is headquartered in Lenexa, Kansas, outside Kansas City. Through the Freightquote.com website and online platform, we have emerged as a leader in changing the freight shipping landscape. We were the first online freight broker, and over the past twelve years, we have become the largest online freight brokerage and one of the largest overall freight brokers in the country.

### Innovative Technology

Freightquote.com is technology. Through the effective application of our patented technology, coupled with energy and innovation, we have developed outstanding freight products for both shippers and carriers. This combination has fueled our growth within the industry.

Freightquote.com solutions are designed to scale. The adaptability of our platform and the knowledge of our product teams equip us to tailor our solutions to industry verticals and to all company sizes. With our strong business intelligence, data analytics teams and a wealth of industry information, we can identify

risks for customers and quickly respond to market conditions. This nimble approach has resulted in better-than-industry performance for the past several years.

### Transportation Network

Freightquote.com has a large carrier network, with over a thousand carriers. Agreements are in place with the largest national, super-regional, regional, local and cartage LTL carriers. These carriers are regularly reviewed and measured internally with the goal of partnering with the best performers to increase customer satisfaction.

### Experience

Freightquote.com has helped over 350,000 customers across several industry verticals including retail, manufacturing and wholesale. We manage over 1 million shipments a year to locations across the country and around the world. While

we started Freightquote.com to manage LTL freight shipments, our services have expanded to include truckload, intermodal, air and international shipping. Our trained industry experts will help you find the best, most cost-effective solution, to fit your needs.

### Solutions

Freightquote.com services customers by delivering solutions in three areas:

■ **Technology:** Our platform is powerful and easy to use. From rating and execution, to tracking and beyond, our solutions ensure maximum efficiency, consistency and communication.

■ **Service:** Account Representatives and Customer Service teams provide day-to-day management of our customer relationships, addressing any service concerns in a professional manner.

■ **Strategy:** We partner with our customers to find solutions. We can provide the data and tools customers need to optimize their transportation budgets and infrastructure.

At Freightquote.com we strive to help shippers manage their transportation needs in the most cost effective and efficient ways possible. Call us today at 800-323-5441 or visit [www.freightquote.com](http://www.freightquote.com) for more information.



**FREIGHTQUOTE.COM**

## 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.



**W**ith 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](http://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

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## Georgia Institute of Technology



**John H. Vande Vate, PhD.**  
*EMIL-SCS Executive Director*  
*Professor*



**Georgia Institute  
of Technology**  
EMIL-SCS Program  
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Phone: 404-385-8123  
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**T**he EMIL-SCS Program prepares executives from the world's leading companies to face a multitude of global logistics and supply chain issues by teaching them to design creative logistics solutions while expanding their network of international government, industry and academic contacts.

This unique 18-month masters program keeps key employees on-the-job while teaching them practical techniques for decreasing logistics costs and improving supply chain efficiencies across the globe.

Employees are required to participate in 5 two-week residences over the course of

five semesters, requiring only 10 weeks in total away from work. The program is designed to challenge participants to stretch beyond their past experiences, to grasp new ideas and develop a better understanding of the processes used by successful leaders in logistics.

The academic program covers the extended supply chain and regional differences across Europe, Asia, Latin America, and the United States. EMIL-SCS provides participants with the analytical skills and intellectual framework needed to succeed in designing and implementing a global logistics strategy.

EMIL-SCS is offered through the #1 Ranked School of Industrial and System's Engineering at Georgia Tech, as ranked by U.S. News and World Report. In fact the Georgia Tech ISyE graduate school has now been ranked #1 for 21 of the past 22 years.

Georgia Tech's EMIL-SCS program is clearly in a category of its own. For senior logistics executives seeking an advanced degree in international logistics and supply chain strategy, EMIL-SCS is the program of choice. We combine a strategic blend of people, places, and content that goes far beyond a class or workshop. EMIL-SCS offers a life-enhancing opportunity to spend extended periods of time with others who, like you, seek to define the future of supply chain logistics.

## Georgia Tech Supply Chain & Logistics Institute



**Jaymie Forrest**  
Managing Director

### Mission Statement:

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



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

### Supply Chain and Logistics Education

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

### Supply Chain Executive Forum

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

### Research Centers & Sponsors

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

SCL also opened a Trade, Innovation, and Productivity Center in Costa Rica and a Panama Logistics Innovation and Research Center.

### The Integrated Food Chain (IFC) Center

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

### Leaders in Logistics

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

**Georgia Tech  
Supply Chain &  
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Fax: 404-894-6527  
[www.scl.gatech.edu](http://www.scl.gatech.edu)



**Georgia Tech  
Supply Chain &  
Logistics Institute**



## 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**  
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Fax: 909-597-3647  
info@gilbertusa.com  
www.gilbertusa.com



**T**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

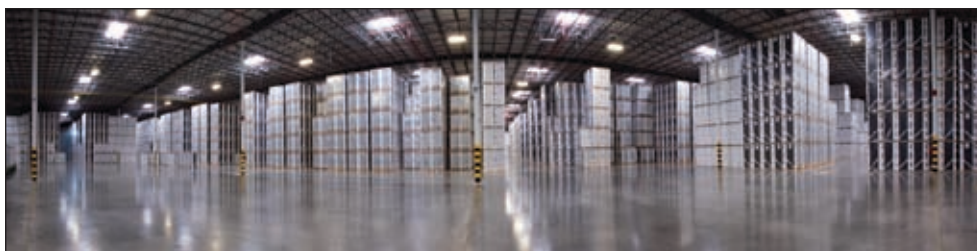
#### **IT Power**

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

## GP Desarrollos

### Services Portfolio:

- Site Selection
- Design/Built
- Licenses & Permits
- Project Management
- Feasibility Studies
- Financial Analysis
- Sales & Marketing
- Market Analysis
- Lease Acquisition Projects
- Concession Projects
- Property Management



GP Desarrollos is Mexico's leading real estate developer for logistics and manufacturing facilities with over 3.2 million ft<sup>2</sup> built and a land reserve of 2,360 acres available in strategic domestic locations such as Nuevo León, Tamaulipas, San Luis Potosí, Coahuila and Querétaro.

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

Over the years, GP Desarrollos has been an active member of key organizations such as AMPIP (Mexican Association of Private Industrial Parks), ADI (Real Estate Developers Association)

and CMIC (National Construction Industry Chamber) with a strong commitment of contributing to the socioeconomic development of Mexico.

### Competitive Advantages

■ **Technical Capacity:** Your solutions are altogether within our walls, this means we do not outsource construction or property management services like most of developers, therefore achieving maximum efficiency combined with domestic market knowledge that sets industry standards for the delivery of results on time.

Our construction segment has over 40 years of experience with global companies and international standards compliance, nowadays aiming for specialization in LEED certification projects. On the other hand, when it comes to Property Management, the company's facilities are maintained in accordance to the industry's highest standards certified by:

- National Fire Protection Association (NFPA)
- ISO 9001:2008

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

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



### GP Desarrollos

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Monterrey, N.L., México  
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Toll Free from USA:  
1 866 54 520  
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## GTO 2000



**Gregg Gordon**  
*President*

### Mission Statement:

#### Our Customers

Our mission is to be the most customer-focused logistics broker in the transportation industry. GTO 2000 survives and prospers in business because we exceed the needs and concerns of our customers.

#### Carriers

We consider ourselves a preferred customer for all of our carriers.

#### Employees and Agents

GTO 2000 strives to provide a positive work environment where both management and employees can work together as a team for our mutual long-term benefit.

#### Community

We are responsible to the communities where we live and conduct business.



#### GTO 2000 Inc.

P.O. Box 2819  
Gainesville, GA 30503-2819  
Phone: 770-287-9233  
Toll-Free: 800-966-0801  
Fax: 770-287-7878  
[www.gto2000.com](http://www.gto2000.com)



### GTO 2000 A company on the move

GTO 2000 is one of the country's fastest growing logistics providers. Even the down economy has been merely a bump in the road for company president Gregg Gordon, who has set his sights on growing the 65-employee company by more than fourfold over the next five years.

GTO's growth strategy has revolved around a classic agent-partner model. Its corporate headquarters in Gainesville, Ga., houses a dedicated staff that provides sales leads, invoicing and accounting, and numerous other back-office support functions to a network of over 30 agent offices across the country.

"We owe our success to our agent partners, no doubt," says Gordon. "It has allowed us to minimize risk and overhead while expanding our company with a wider sales presence, more lanes, and greater diversity in product."

Gordon says he values his team so much that he recently implemented what he believes is the industry's first written corporate "Pledge and Promise to Agent-Partners," demonstrating his steadfast commitment to them.

### Growing up with chickens

Well before GTO 2000 began building its team of agent-partners, the company got its start in the chicken business in Gainesville, a town that has long billed itself as the "Poultry Capital of the World." Tom Cornett, stepfather of today's company president, was once vice president of Tyson's Foods, working alongside industry giants John and Don Tyson during the 1960s.

Hauling chicken was a tough business, requiring stringent and demanding deadlines, but it set a standard for customer service that paved the way for success as GTO branched into bakery and other staple goods.

"Next to our employees and agent-partners, I would say that technology has had the biggest impact on the success of our company today," says company CFO Tommy Cornett, son of the company's founder. "We have been deeply involved in the development of software with two different companies that we feel not only has met our needs as a company, but also has greatly benefited the entire logistics industry."

### Family business at heart

Today, GTO 2000 is a far



**Gregg Gordon, President, and Tommy Cornett, CFO,** proudly display their company's written guarantee to each of the agent-partners of GTO 2000.

stretch from where it started with six employees and a small fleet of trucks. Still, the company retains a feeling of "family" throughout its vast and sophisticated operation.

Stepbrothers Tommy Cornett and Gregg Gordon bought the company in 2009, while Tom Cornett remains on the board of directors. Together, they have set the tone for a company that embodies a proud tradition, strong family values, customer focus, and the highest standards of ethics – signaling even greater success for the next generation of growth at GTO 2000.

### GTO Services

- Freight brokerage and logistics.
- Specializing in Refrigerated Products, Dry Freight, Flat Bed, LTL, Truck Load, and Expedited.
- Partnership with over 15,000 of nation's top freight carriers.
- Fully integrated computerized load tracking and dispatch.
- 24-hour customer support.
- Primary cargo insurance.
- Load consolidation.
- Dedicated services.
- Contract carriage.
- In-house claims processing.



**Andrew Bullen**  
President and CEO



**W**ith offices throughout the United States and in Asia, IES, Ltd. is one of the largest transportation software providers in North America. In operation for over 20 years, the IES suite of import and export solutions serve Freight Forwarders, NVOCCs, Customs Brokers and other transportation intermediaries. IES product offerings adjust to the changes and complexities inherent when doing business in the global arena.

The key advantage of IES's suite of software products is its operational usability, EDI/XML capabilities and the continuous re-use of data throughout a series of integrated products. Data dynamically flows throughout the software, ending the need for repeated data entry. The result is a highly efficient product that dramatically reduces the cost of coordinating an international shipment between multiple players and platforms.

IES is known as a major player and pioneer in the field of regulatory compliance. Most notably, IES was hand-picked by US Customs to take part in a pilot ISF program and was the first service bureau out the door with an ISF solution. The company has since expanded its web-based eCellerate product offering to include

Purchase Order Management, Booking, Shipment and more.

In addition, IES has one of the most powerful purchase order management tools available on the market today. The company's Purchase Order Direct product equips users with origin-based bar-coding capabilities, flexible en route allocations, cross-dock shipping, automated e-mail alerts and end-to-end online visibility. The optional packaging optimization feature can provide up to a 40% freight savings when compared to standard manual packing procedures.

New to the IES product line this year is the iView Web Desktop portal. With rich drilldown detail, portability, dynamic interaction and ease of use within a robust dashboard framework, the dashboard is a higher-level organization of data layered on top of the company's proven Web Tracking visibility. iView allows decision makers to see certain key indicators and multiple comparative sets of data in parallel without changing context or focus. Essentially, the product provides an overall snapshot while still drilling down to fundamental data.

IES continues to offer its 'flagship fundamental' products

## IES, Ltd.

including Accounting, Statistics, Customs House Broker (ABI), Inventory-Based Warehouse Management (WMS), Ocean and Air AMS, Ocean and Air Export, Exception Management, DC Bypass, Import Break Bulk and More. All modules may be interconnected and are designed to expand with your company— simply add-on options as you grow.

As a technology leader, IES was the first:

- To offer web-based electronic in-bond process to optimize 7512 filing
- Authorized service bureau to CBP to support NVOCC Ocean AMS
- Approved to file AES-Direct with CBP
- US Truck ACE authorized software provider
- To process ISF transactions as a service bureau

### Business Model

As a thought and trend leader in the field of supply chain software, IES has continued to differentiate itself through the application of its proven business model, 'Success through Innovation'. With over 22 years of collaborative work with its client base, the company's integrated product offerings, such as the dynamic relationship between its software modules mirrors the customers' true needs. For example, the integration of the IES Accounting product and the Forwarder Suite echoes the essential business requisite of all freight forwarders, customs brokers and NVOCCs to balance operations with overall return. This is why IES is the 'Software Solution for the Future of Freight' – providing the backbone for customers' long-term success through technology.



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**iGPS**

**Bob Moore**  
Chief Executive Officer



iGPS operates the world's first pallet rental service providing shippers and receivers with lightweight, 100 % recyclable all-plastic pallets with embedded RFID tags. Its highly engineered platform – the world's only pallet to receive Food Equipment Certification from NSF International – is rapidly replacing wood as the platform of choice among the world's most innovative companies.

Businesses that switch from wood pallets to iGPS realize game-changing savings – as much as \$2 per unitized load – thanks to lower transport costs, reduced production downtime, reduced product damage and fewer rejected loads. And shipping on iGPS means an end to dubious year-end "Lost Equipment Notices."

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

- Each pallet is 35% lighter (27 lbs) than multi-use wood pallets, removing 500-2,000 lbs of needless weight from each truckload, saving on transport expenses, reducing fuel usage and green house gas emissions

- Solid top deck design reduces product damage and rejected loads
- Unlike wood, iGPS' pallet is easily cleaned and does not absorb liquids and other contaminants that can breed dangerous pathogens like Salmonella, Listeria and E. coli
- Impervious to insects, eliminating the need for fungicides and pesticides, including TBA/TBP
- The end of protruding nails and splinters found on wood pallets that injure workers and damage equipment
- Embedded RFID tags 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

iGPS has been built on a foundation of sustainability. An independent life cycle analysis conducted by Environmental Resources Management found that iGPS' pallet has dramatically less environmental impact than wood rental pallets on every measured dimension, including global warming (65% less), ozone layer depletion (91% less) and ecotoxicity (75% less).

Launched in March 2006, the company has created nearly 2,000 new green jobs in the U.S. and is led by pallet and supply chain veterans with decades of experience. iGPS ([www.igps.net](http://www.igps.net)) is headquartered in Orlando, FL and operates its state-of-the-art National Sales and Innovation Center in Northwest Arkansas.

**iGPS**  
225 E. Robinson St.  
Suite 200  
Orlando, FL 32801  
Telephone: 1-800-884-0225  
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[www.igps.net](http://www.igps.net)

**iGPS****intelligent GLOBAL POOLING SYSTEMS**

# Institute of Logistical Management

**“Earn While You Learn” for Real World Application!**



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

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*“ILM puts the Logic in Logistics.”*

## Institute of Logistical Management

888-ILM-4600  
609-747-1515

[info@logisticseducation.edu](mailto:info@logisticseducation.edu)  
[www.logisticseducation.edu](http://www.logisticseducation.edu)



## (8) Academic and Professional Career Tracks

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

- Available 24/7
- Recommended academic credits
- Open Enrollment, cost effective
- No prerequisites
- Students Worldwide
- 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 G.I. Bill
- Go Army Ed
- Defense Acquisition University (DAU)

- Certified Claims Professional – CCPAC
- Licensed, State of New Jersey
- DETC Recognized by US Secretary of Education
- Oldest Logistics Distance Learning School in the World!
- Course work Articulated with University of Phoenix, and Recommended Credits generally transferable to degree-granting Institutions.

## 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.



## Interlink Technologies



**Jessie Miller**  
President, CEO



### About Us

In 2011 Interlink Technologies proudly celebrates 25 years of WMS Solutions! Beginning in 1986, Interlink was one of the first companies in the nation to develop and offer Warehouse Management Solutions (WMS). Early on, Interlink's vision was to provide paperless, real-time information in the warehouse so that managers and supervisors could make smart decisions and keep the supply chain on track with their customer's demands. Interlink's vision remains focused on this philosophy while product development continues evolving with advancing technologies and practices. The key to Interlink's success is the partnership Interlink provides to customers. Interlink believes that it's not enough to just provide customer service; instead Interlink provides a partnership service to achieve customer goals and deliver peace of mind.

### WHSe-LINK®

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

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

Warehouse Link includes features and functionality to manage your way. With 25 years of warehouse management methods built into receiving, putaway, tracking, picking and shipping, Warehouse Link is designed to work with you, not dictate to you. Use Warehouse Link to manage kitting, lot/batch/serial numbers, environment requirements, hazardous materials, seasonal products, QC, cycle counts and more! (Many customers have even eliminated physical cycle counts!)

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

### Interlink Solution

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



**Interlink Technologies**  
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www.thinkinterlink.com

## International Warehouse Logistics Association



**Joel Anderson**  
IWLA President & Chief  
Executive Officer

### Mission Statement:

Help members run high-quality, profitable warehouse logistics businesses.

### Vision:

To be the most valued trade association for our members.



**T**he International Warehouse Logistics Association (IWLA) has been in existence since 1891 and is the leading warehouse trade association. The more than 500 member companies provide a wide range of logistics services including warehousing, transportation, value-added services, consulting and much more.

The association's primary role is to help members succeed in an increasingly challenging business environment. IWLA reduces its members' costs and increases their resources through programs, products and services that are exclusive to IWLA membership. IWLA also funds research and training programs to advance business practices of the warehouse logistics industry.

IWLA is devoted to communicating the value of outsourcing the warehousing function, and the many services that are provided by IWLA members. Countless time is

spent each year crisscrossing the United States, Canada and other countries discussing the warehouse industry and the benefits of logistics outsourcing. IWLA is also a potent lobbying force with governmental entities, educating policy-makers on industry-related issues.

The theme of IWLA's 2011 Annual Convention to be held March 6-8, at the Vinoy Renaissance in St. Petersburg, FL is **Innovation & Sustainability: Driving Best Practices in 3PLs**. The program is being organized to offer resources, critical information, and best practice guidelines for the 3PL community. It will provide the opportunity for hands-on instruction from some of the greatest minds in the logistics industry.

Attendees will learn how to develop a sustainable process for their warehouse operations and will afford themselves

the ability to network with 3PL peers and stimulate innovative ideas and business opportunities.

Rep. Laura Richardson (D-CA) will speak to the issues of port velocity and throughput of our import and export freight. She is deeply involved in these areas because her district includes the ports of southern California, the largest gateway into the USA from Asia. Attendees will seek answers from Rep. Richardson on how the new Congress can work with private industry to facilitate increased trade and commerce by improving our nation's investment in our freight infrastructure.

Other special keynote presentations will be delivered by: Kate Vitasek, founder of the Supply Chain Visions consulting practice, who teaches at the University of Tennessee and Wright State University; Shawn Achor, expert on how positive habits lead to personal and professional success; and John G. Miller, author of *Outstanding! - 47 Ways to Make Your Organization Exceptional*.

The program also includes an exhibition of the latest products and services offered by suppliers to the logistics industry, and a full range of social events that will offer unique opportunities for networking.

For more information about the convention, trade show and 2011 Golf Classic, visit [www.iwla.com](http://www.iwla.com). To learn more about the Renaissance Vinoy Resort and Golf Club in St. Petersburg, visit [www.marriott.com/hotels/travel/tpasr-renaissance-vinoy-resort-and-golf-club/](http://www.marriott.com/hotels/travel/tpasr-renaissance-vinoy-resort-and-golf-club/).



I | W | L | A

The Association for Logistics Outsourcing

### The International Warehouse Logistics Association (IWLA)

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



## Interpuerto Monterrey

"We understand and appreciate the 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 much-needed 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."



**I**nterpuerto 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.

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, Texas).
- A steel terminal for products such as rolls, rods, and tubes, with a yearly capacity of 175,000 tons.
- A warehouse yard for storage and handling of

commodities including forest and mineral products.

- A grain terminal providing a capacity of 300,000 metric tons.
- An automotive terminal with the capacity to handle up to 6,800 cars. Operations will be supported by state-of-the-art technology.
- A petro chemical warehouse with a capacity of 50,000 metric tons 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:** Value-added 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 ultra-modern 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.

■ **Safe and Secure Pre-Clearance 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.



### Interpuerto Monterrey

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interpuertomonterrey.com

www.interpuerto-  
monterrey.mx

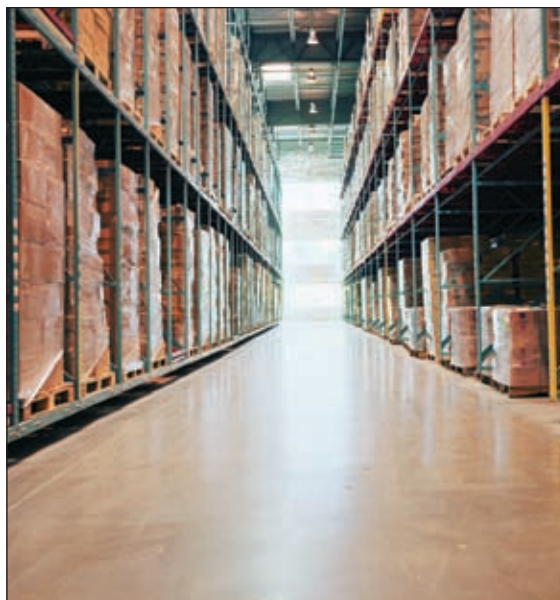
## Intramerica Real Estate Group



**Fernando Garza**  
*Managing Director*

### **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 Capital 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 long-standing 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.

**Intramerica  
Real Estate Group**  
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[www.intramerica.com.mx](http://www.intramerica.com.mx)



imagination at work





## J&B Group



**Mike Hageman**  
CEO

### Mission Statement

To create a system of shared common value for each participant within the supply chain.

### Vision Statement

J&B Group is the premier cold chain provider to the food industry.



J&B Group is a state of the art facility designed to meet our customer's needs. With over 30 years of cold chain distribution experience, we take pride in our ability to deliver customized solutions for the industry. Our state of the art equipment, computer systems and most importantly our associates, will provide you with timely information and product throughput.

### Logistics Advantage

- 3rd Party Logistics (Cold Chain) Services
- Integrated Transportation Distribution Network
- Frozen Storage / to -10°F
- 350,000 sq. ft. of Refrigerated Storage
- Coolers / 28 to 40° F
- Three multiple coolers with individual range settings
- Refrigerated Dock to 40°F
- 160,000 lbs. of blast freezing capacity
- Scheduled Dock Times/ Extended Service Hours
- Trained Professional Staff with Efficient and Courteous Service
- Red Prairie WMS System

- Lawson ERP System
- EDI and Radio Frequency Capabilities
- In House HACCP and Security Programs
- USDA Inspected
- Computer Monitored and Controlled Refrigeration System
- Automatic Fire Protection System
- Online Inventory access for customers

### Our Services:

- Re-distribution
- Cold Storage
- LTL, Partial & Full Truckload Temperature Controlled/ Frozen Transportation
- Order Selection & Assembly
- Fulfillment
- Blast Freezing
- Cross Docking

### State of the Art Facility

J&B Group has invested in a state of the art software system for our ERP from Lawson Software and Red Prairie for our WMS. Red Prairie is a full-featured Warehouse Management System (WMS). It is a highly-

configurable software product, which can be easily reconfigured to accommodate unique requirements of J&B customers. J&B has a modern, sophisticated, highly secure data center housing its computer equipment. The latest in technology infrastructure is used to maintain the computer architecture and network facilities. Highly competent Information Technology professionals are available to assist your company in interfacing electronically with J&B. Interfaces such as EDI (through use of a VAN or AS2 transactions), use of web access, or transmitting Excel spreadsheets between companies, are all possible and can easily be set up through use of J&B's technology resources.

J&B's facility is located within the metro area of Minneapolis/St. Paul, MN with easy access to Interstate I-94. We provide cold chain warehousing, transportation & distribution solutions on a nationwide basis and look forward to serving your cold chain needs.



### J&B Group

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www.jbgroup.com  
www.nonamesteaks.com

## 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

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www.jacobsonco.com



### Jacobson Goes Global *Experience our 'Can Do' Third Party Logistics Worldwide*

We are a leading third party logistics company offering end-to-end supply chain management solutions around the globe. Our extensive network includes 195 facilities worldwide operating 35 million square feet of warehouse space, making us the 2nd largest warehouse 3PL in the United States. Jacobson recently announced the establishment of our first off-shore legal entity, Jacobson Global Logistics, Ltd. (JGL) in Hong Kong. JGL will be the platform from which we grow our business in Asia and around the globe.

### Our end-to-end supply chain solutions world- wide include:

- Solutions Design
- Procurement Services
- Consolidation/Origin Services
- Freight Forwarding (ocean and air)
- International Transportation (road and rail)
- Customs Brokerage
- Contract Manufacturing
- Warehousing and Distribution
- Contract Packaging
- Staffing
- Deconsolidation
- Freight Management
- Transportation Services
- Dedicated Contract Carriage

### Why Jacobson?

Our strategy and service philosophy offers flexibility, trust and collaboration with our clients. We provide creative and technology-forward logistics solutions to the food and beverage, chemical, consumer packaged goods, industrial/automotive, life sciences and healthcare, retail, consumer electronics and commercial durable goods industries. We believe in total customer satisfaction and exceeding expectations, which leads to on-time deliveries, solving complex logistics and customs scenarios and reducing your logistics costs. Our broad reach and proven expertise give us the power to deliver smart logistics and transportation solutions around the globe.

When you go with Jacobson, you quickly realize you've made the right decision. The relationships we develop with our clients are built on trust and mutual respect, with open, honest communication. Let us show you what we can do for you so you can focus your resources on your mission.

### What Can We Do For You?





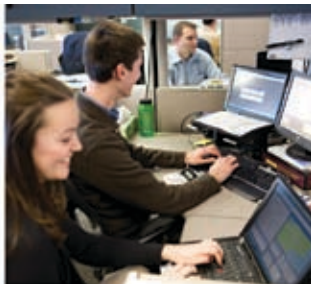
## J.B. Hunt Transport Services, Inc.



**John Roberts**  
President and CEO

### Mission Statement:

We forge long-term partnerships with key customers that include supply-chain management as an integral part of their strategy. Working in concert, we drive out cost, add value and function as an extension of our customers' enterprise.



Intermodal  
Dedicated  
Final Mile  
Truckload  
Less Than Truckload  
Refrigerated  
Flatbed  
Expedited

What's your **next** move?™

J.B. Hunt utilizes an integrated, multimodal approach to provide customer-oriented solutions centered on delivering customer value and industry-leading service. Our unique suite of services includes intermodal, dedicated contract carriage, truckload, final mile delivery, less-than-truckload, temperature-controlled, flatbed, expedited and many other options. We combine our assets with those of more than 24,000 transportation providers to ensure our customers obtain the capacity they need, even in difficult market conditions.

### Value

J.B. Hunt utilizes a proprietary methodology known as Customer Value Delivery® (CVD) that distinguishes our passionate pursuit of continuous improvement in all we do. This ensures a continuous development program that matches customers' needs with our unique suite of transportation services.

### People

We believe one of the factors differentiating us from our competitors is our service-oriented people. Our employees are the absolute best in the business and they exemplify J.B. Hunt's pledge to deliver new levels of value for our customer at every opportunity.

### Innovation

Our customers benefit from more than 40 years of experience that has produced a deep inventory of transportation solutions. J.B. Hunt continually reinvents itself to bring innovative solutions to our customers.

### Sustainability

By converting over-the-road shipments to rail, greenhouse emissions are reduced by an impressive 50% while lowering overall shipment cost. Combining multiple smaller shipments into one multi-stop full load shipment also reduces cost and emissions. J.B. Hunt is a two-time recipient of the

SmartWay<sup>SM</sup> Transport Partner Excellence Award from the U.S. Environmental Protection Agency.

### Safety

Our industry-leading safety culture is the cornerstone of our organization and the primary focus in everything we do. J.B. Hunt has an aggressive, on-going safety program which encompasses the areas of education and training, risk identification, prevention and control that is widely regarded as one of the best in North America.

### Technology

We have some of the industry's most advanced technology to tackle any transportation challenge. Our award-winning information systems offer our customers real-time data which allow them to make real-time decisions. We are committed to creating new value through greater automation, improved visibility and enhanced information.



### J.B. Hunt Transport Services, Inc.

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Lowell, AR 72745  
Phone: 800-643-3622  
info@jbhunt.com  
www.jbhunt.com

## Joplin Regional Partnership



**Kevin Welch**  
Director

### Welcome to the Joplin Region!

The Joplin Region is comprised of Southwest Missouri and Southeast Kansas, where you'll find five counties working together to make your business expansion or location successful and profitable. Explore our region and you will find a quality labor force, available buildings and sites, a strong transportation network, competitive state and local incentives, numerous education and training facilities and many other resources available to grow your company.



### Joplin Regional Partnership

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417-624-4150

Fax: 417-624-4303

Email: kwelch@

joplinregionalpartnership.com  
www.joplinregionalpartnership.com



### Joplin Region's Logistics Advantages:

- 670-acre Distribution Park adjacent to I-44 and new interstate grade U.S. 71 (I-49 corridor) The Region has numerous other distribution parks in other communities
- Nine communities and five counties make up the Joplin Regional Partnership
- Rail-served sites up to 1,500 acres
- More than 50 trucking companies
- Excellent highway access
- Available sites and buildings
- Low operating costs

### Access to Success

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

Interstate 44 (east-west) along with interstate-grade US Hwy. 71 & US 69 (north-south) create connections to every region in the country and to Mexico and Canada as well. These major highway connections are enhanced with

numerous state highways that provide efficient market access throughout the region and the greater Midwest area.

Three Class 1 railroads and two regional short-line railroads are important parts of the transportation system. These rail lines provide direct access to major ports on the Gulf of Mexico and Pacific Ocean. The Joplin Regional Airport and three other airports within 60 to 90 minutes drive-time serve the region, providing commercial and cargo air service to markets throughout the world.

While the Joplin metropolitan area comprises 173,000 people, the three-state market area encompasses more than 450,000. The labor pool of more than 250,000 people gets high marks for its productivity and quality of work. The excellent highway system makes it easy for businesses to access this talented labor market.

The workforce is enhanced with training opportunities at Missouri Southern State University, Crowder College, Pittsburg State University and Franklin Technology Center.

All of these institutions offer standard and customized training in a wide variety of skills.

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

Overall, the Joplin Region offers an ideal location for companies that need access to U.S. and North American markets, quality labor, available sites and buildings, low operating costs and communities with a high quality of living.

The Joplin Region is home to companies such as General Mills, Leggett & Platt, Owens Corning, Atec Steel Fabrication, Butterball, Schreiber Foods, and Thorco Industries. Let us help you successfully meet your logistics needs as well.



## Kane is Able, Inc.



**Richard Kane**  
President and CEO

### 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  
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info@kaneisable.com  
www.kaneisable.com



### History

Kane Is Able, Inc. was founded in Scranton, PA in 1930 as a local trucking company. 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.

### Strategy

Kane is strategically focused on providing logistics solutions for consumer packaged goods (CPG) companies. Our customers include some of the world's most respected CPG manufacturers and retailers, including 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](http://www.kaneisable.com/codegreen).

**kane**  
*is able*  
The CPG Logistics Specialists

## Kelron Logistics



**Geoff Bennett**  
*President*



**Keith Matthews**  
*Executive Vice President*

### Vision

Working together to be a leading provider of customer-driven Transportation and Logistics solutions.

### Values

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



**Kelron Logistics**  
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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 industry-specific logistics best-in-class operating models, such as the SmartWay environmental stewardship initiative and TIA's Performance Certified designation.



## Kenco Logistic Services



**Gary Mayfield**  
Chief Executive Officer

### The Kenco Family of Companies includes:

- Kenco Logistic Services
- Kenco Transportation Services
- Kenco Material Handling Solutions
- Kenco Management Services
- JDK Real Estate



### 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



**I**n 1950, Kenco opened its first warehouse in Chattanooga, Tennessee. Today, Kenco's network has grown to over 100 facilities across North America, and our core competencies include not only warehousing services but also transportation, real estate management and material handling equipment.

Kenco has adopted Lean Six Sigma as its primary continuous improvement philosophy. This philosophy perfectly aligns with our Operational Excellence initiatives that are deeply instilled in our culture. Our vision of Operational Excellence is to leverage our most valued asset, our people, by bringing them together with the right processes and systems to ensure the highest level of execution possible for our customers.

Throughout our network, we are committed to providing the highest level of quality, service and continuous improvement in the following areas:

### Warehousing

Kenco operates over 25 million square feet of

warehouse space. We perform services that go far beyond the receiving and storage of freight. Site optimization, sequencing, raw materials management, product testing, vendor-managed inventory and regulated pharmaceutical destruction are just a few of the value-added services we perform.

### Information Systems

We stay abreast of, and utilize, all of the latest technology. Our proprietary WMS solution, Warehouse Efficiency System, is proven to reduce warehouse travel time and increase efficiency. Additionally, at many of our facilities, Kenco operates Tier-1 systems, such as SAP, Manhattan and Red Prairie.

### Transportation Management

Kenco Transportation Services, an affiliated Kenco company, offers full-service transportation solutions including dedicated fleet management, freight management, transportation brokerage, over the road transportation and

transportation management systems. In addition, our transportation management division specializes in pre-audit and payment, post-audit and payment, regulatory services and educational seminars.

### Real Estate Management

JDK Real Estate, an affiliated Kenco company, is known for optimum site selection and rate negotiation power, leveraging our partnerships with internationally known real estate firms we provide a "one-stop shop," capable of managing the real estate process from beginning to end; locating an existing site or building-to-suit, customizing, equipping, and managing customers distribution centers.

### Material Handling Equipment

Kenco Material Handling Solutions (KMHS), an affiliated Kenco company, has been providing material handling equipment (MHE) and maintenance services for over 45 years. In addition to 6 regional forklift dealerships, KMHS has the ability to provide on-site technicians that provide preventative maintenance and repairs. This service can substantially reduce equipment downtime and maintenance costs. We also offer a fleet strategy service that tracks MHE data to provide independent reports and service ticket auditing. This information allows management to make more informed MHE decisions.

Whether it's highly-trained people, warehousing, systems, transportation, real estate or material handling equipment, Kenco is your one-stop solution provider.

## Kontane Logistics



**Michael J. Stolarczyk**  
*President*

### Integrated Solutions Driving Value and Efficiency:

- Wireless Technologies
- Sub Assembly and Kitting
- Aftermarket Logistics
- Sequencing
- Pick and Pack
- Retail/Wholesale Channels
- Transloading
- Aftermarket Packaging
- Engineered Export Packaging
- Cloud Based WMS
- FTZ Services
- ISO 9001-2008 Certified



**K**ontane Logistics was established in 1995 as a separate operating division of Kontane Inc., one of the premier packaging design, engineering, and builder of packaging solutions in the United States.

Since 1997, Kontane Logistics expanded dramatically to include warehousing, aftermarket packaging, transload, freight consolidation, import material receipt, line sequencing, parts distribution, development of logistics information systems, sub-assembly, kitting, retail fulfillment, and foreign trade zone services.

We operate over a million square feet of flow center space, via multiple facilities in North and South Carolina, and will shortly open a brand new facility in Texas.

We can integrate our services via client aligned, customer attuned supply chain solutions. We tailor our services around your specific needs, not

against excess capacity, where joint value creation and mutually beneficial fiscal results are achieved via open, honest vested collaboration.

At Kontane Logistics, we have the experience and resources to develop integrated solutions that add value and efficiency to your supply chain strategy. We will constantly pursue ways to develop these solutions, increasing efficiency and profitability through continuous improvement programs.

Our solutions focus on cutting costs, improving service, continuous improvement and positioning your company for growth. We will achieve all four by conducting thorough analysis, setting up logically located,

functionally efficient fulfillment operations, employing cloud based information technology systems, facilitating a smooth transition, and ensuring sustainability via ongoing quality initiatives.

Kontane Logistics will confidently create a successful program for your organization. We have the best team in the business, an ideal cultural fit and unmatched experience in multiple logistics' disciplines.

We look forward to the opportunity to present our considerable enthusiasm for your business and our commitment to its success. Together, we will create a mutually beneficial long-term supply chain partnership.

**Kontane Logistics**  
1000 Charleston Regional  
Parkway  
Charleston, SC 29492  
SC: 843-352-0011  
NC: 704-768-1890  
TX: 866-856-2476  
info@kontanelogistics.com  
www.kontanelogistics.com



**KONTANE**  
LOGISTICS



## 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.



**L**andoll Corporation, which celebrated its 47th anniversary in December 2010, 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 Gerken**  
*Chairman, President &  
Chief Executive Officer*

Landstar provides supply chain solutions and complete global and domestic transportation services. 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.

Visit [www.landstar.com](http://www.landstar.com) to watch our video detailing Landstar's full complement of services. Or call 866-439-1407.



**Landstar System, Inc.**  
13410 Sutton Park Dr., South  
Jacksonville, FL 32224  
Toll Free: 866-439-1407  
[www.landstar.com](http://www.landstar.com)



### **Integrated Supply Chain Management Solutions with No Capital Investment**

- Leading-edge technology.
- Web-based Software-as-a-Service applications.
- Real-time order management & dynamic supply chain optimization.
- Global in-transit and inventory visibility.
- Carrier management services.
- Coordination of bids, scheduling, shipping, tracking, invoicing & reports.
- No upfront software costs.

### **Domestic and Global Transportation Logistics Truckload & LTL**

- Access to 8,500 power units operated by Landstar business capacity owners and 14,000 pieces of trailing equipment, plus approximately 25,000 other approved third-party truck capacity providers.

### **Heavy Haul – Specialized**

- One of the industry's largest selections of equipment & qualified owner-operators.
- Access to 1,700 stepdecks and 1,400 flatbed trailers.

### **Expedited Ground**

- Cargo vans, straight trucks and tractor-trailers, including air-ride.
- Customized, safe pick up/delivery.

### **Air**

- Expedited air.
- North American services.
- International air express or air cargo.
- Air charter worldwide.

### **Rail Intermodal**

- Contracts with all major railroad transport & stack train operators.
- Competitive pricing for reliable door-to-door service throughout the U.S.
- Service into Canada and Mexico.

### **Warehousing**

- Network of 250 facilities operated by Landstar warehouse capacity owners totaling more than 68 million square feet.
- Tier 1 WMS with single point of visibility across multiple facilities.
- Dynamic Web-based visibility accessible worldwide.
- Value-added services: pick and pack, B2B/business to consumer fulfillment, consolidation, cross docking, local pick up/delivery, drayage & more.
- Custom reports & Alert management.

### **Ocean Freight Forwarding**

- Import & export.
- Full or Less-than-container load.
- Licensed NVOCC.
- Ocean freight forwarding.
- Over-dimensional breakbulk.



## Laufer Group International Ltd.



**Mark Laufer**  
*President*

Laufer Group International Ltd. has established a complete logistics and service platform from which we provide our customers improved shipping flexibility, enhanced operational control, and exceptional customer service. Laufer Group is headquartered in New York City with offices in Atlanta, Boston, Kansas City, Long Beach and Seattle.



**F**or over 60 years, Laufer Group International 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:

- ISF 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™ is our on-line supply chain visibility tool. Peer Plus™ was established to give our customers access to real-time information. You have the ability to control what you see and how you see it, including:

- Air shipments, with key event tracking
- Customs entries
- Detailed tracking
- EDI purchase orders to SKU-level detail
- Booking activity
- Warehouse entries
- ISF 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](http://www.laufer.com)
- Booking / loading updates
- Auto alerts
- D/C bypass programs

### **Social Responsibility**

The Give Back program was established in 2010 in response to the strong need to keep key organizations that provide emotional and financial support to the less fortunate, from becoming nonexistent. The program allowed each Laufer employee to set aside a dollar amount to donate to an organization or charity. All 130 Laufer employees actively participated.

**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](http://www.laufer.com)

## Leading Edge Logistics



**Thomas D. Torcomian**  
*President & CEO*

### Mission Statement

To Live Our Name and Be Recognized as a World Class Provider of Performance-Based Logistics Services to a Diverse Market Segment via Relentless Personal Service Backed By State-of-the-Art Technology.

### We Will Accomplish Our Vision by Living Our Name And:

- Anticipating All of Our Customer's Needs and Exceeding Their Expectations. Meeting Our Pledge That "Our Customers Should Never Have to Ask a Question."
- Being the Employer of Choice by Continually Encouraging, Empowering and Investing in Talented and Committed Associates.
- Fostering Innovation Through Technology, Entrepreneurship and Long Term Thinking to Position Leading Edge Logistics as a Leader in the Industry.
- Creating Mutually Beneficial Relationships with Every Leading Edge Logistics Business Partner. Never Risking a Relationship for Profit.

Always Think in the Long Term.

**F**or more than fifteen years, Leading Edge Logistics has delivered Guaranteed Logistics Cost Savings without fees to our customers. We serve a growing list of the world's leading manufacturing and distribution companies. Leading Edge Logistics operates 15 offices in the US and Mexico with many affiliate offices throughout the world.

We couple state of the art JDA i2 Technology supported by the finest personal customer service teams to deliver your product on time and under budget. Leading Edge customizes a logistics solution for each of our customers that achieve the goals of:

### Cost Reduction-Service Improvement-Visibility Guaranteed Cost Savings

- LEL is a performance based company. Our Risk Transference Strategy provides customers measurable, quantifiable savings. We Put our Money Where our Mouth is!
- We leverage our purchasing power, optimization, and modeling tools to deliver year over year cost reduction regardless of mode, location, inbound or outbound. We guarantee results!

### Service Excellence

- We are Experts in the field of Logistics Management
- We are Experts in the field of Project Management and Specialized Transportation
- We understand the demands of today's economy and provide solutions that exceed expectations to keep you competitive

### We Service

USA – Canada – Mexico – Asia  
Europe – South America – and  
All Other Points in the World

### Dedicated Customer Service Team for Each Leading Edge Logistics Customer

- One Call for All Shipments
- Dynamic Shipment Management – Regardless of Mode
- Visibility – Proactive Track and Trace of Every Shipment
- Scalability to the Dynamic Demands of Your Business
- Direct Contact – No Voicemail
- Relentless Customer Service 24 Hours Each Day
- Over 10,000 Asset Based Service Partners

### Technology

- JDA i2 Supply Chain Manager
- JDA i2 Transportation Modeler
- Supply Chain modeling tool to strategically support your business
- POWER Portal
  - Visibility to PO fill rate in advance of departure
  - Provides efficient Purchase Order Management
  - Effective in Inventory Management & Planning
- Value Added Services
  - Web Based Track/Trace
  - Web Based Claims Management
- Customized Monthly Reports

### Our Services Include:

- Truckload Transportation
- LTL
- Specialized Heavy Haul
- Freight Forwarding
- Expedited Freight
- International – Air/Ocean
- Project Management
- Intermodal – Warehousing
- Pool Distribution
- Dedicated Contract Carriage
- Cross-Docking – Packaging
- MBE Partnership

**We Live By Our Motto:**  
**Customers Should Never**  
**Have to Ask Us a Question**  
**Anticipate Everything!!**

### Leading Edge Logistics

Corporate Headquarters  
90 S Newtown Street Road  
Suite 11  
Newtown Square PA 19073  
610-359-1500

Operations Offices  
Troy, Michigan  
248-588-9100

Houston, Texas  
281-445-1002

Dallas, Texas  
972-573-1910

Mexico City, Mexico  
(011 5255) 4984 4936

tomt@lelmail.com  
www.leadingedgelogistics.com





## LeanLogistics Inc.



**Dan Dershem**  
President & CEO

### Largest Smartest Transportation Network



**L**eanLogistics is a global leader in SaaS transportation technology and supply chain services. Used by leading Global 1000 companies and leading 3PLs, LeanLogistics On-Demand TMS® delivers complete transportation planning, execution, settlement, and procurement, as well as supply chain visibility and business intelligence to improve business processes, increase efficiency and reduce costs. On-Demand TMS processes millions of shipments representing more than \$6 billion in annual freight spend across the largest multi-modal transportation network – more than 51,000 shippers, suppliers and trading partners interacting with thousands of carriers.

network provides KPI analytics, allowing data-driven network improvements in carrier alignment, asset utilization, centralized operations and collaborative optimization. On-Demand TMS can be quickly implemented and is fully scalable providing exceptional ROI.

The self-serve delivery of the technology provides value in speed to market, and ease of use. Both applications tap into one of the industry's largest transportation networks, accessing the capacity and data intelligence to make better decisions strategically and tactically.

#### Supply Chain Services

Managed Transportation Services, GreenLanes™ Network Optimization and Carrier Procurement Services provide LeanLogistics clients with blended expertise, staffing and technology for outsourced transportation solutions. Clients receive maximum value through these transparent best practices.

#### Recent Milestones

- Released LeanSource™
- Introduced LeanDex™ Transportation Index
- Achieved 98.3% Customer Satisfaction Ranking
- Launched GreenLanes™ Initiative

#### DIY Applications

LeanSource™ and LeanDex™ Transportation Index are self-service solutions heralding next-generation tools for the transportation management process.

Known for exceptional customer service as well as technology leadership, LeanLogistics is headquartered in Holland, Michigan, and is a Brambles Company. For additional information, visit [www.LeanLogistics.com](http://www.LeanLogistics.com) or call 616.738.6400.

#### SaaS Network

A full SaaS solution, On-Demand TMS surpasses traditional TMS applications with the power of the transportation network. The



**LeanLogistics Inc.**  
1351 S. Waverly Road  
Holland, MI 49423  
Phone: 616-738-6400  
[sales@leanlogistics.com](mailto:sales@leanlogistics.com)  
[www.leanlogistics.com](http://www.leanlogistics.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:

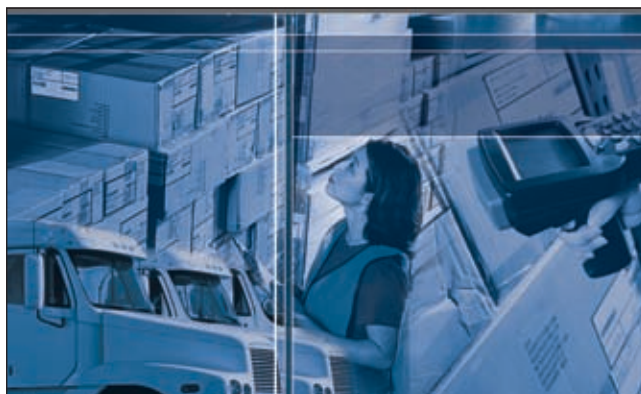
- Chemical
- Retail
- Pharmaceutical
- Beverage

### 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](http://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 solution for you, while measuring and monitoring the key performance indicators that are critical to your business. Most of our customers have multiple manufacturing facilities, distribution points and suppliers, as well as high

inventory turns and hundreds or thousands of different products or parts to handle.

### LeSaint TechKnow™ adds visibility and control.

LeSaint TechKnow™ adapts best of breed third-party information technology systems to provide management and reporting throughout the supply chain, with the accountability and visibility you need to streamline your logistics processes. Our WareTech™ manages all your inbound and outbound shipments, fulfillment and inventory control. For real-time reporting, count on our WareTech™ Portal, providing web-based order and inventory status, customized reporting and email alerts. Our TransTech™ solution manages your entire transportation process, from order entry and dispatch through logistics management and settlement. We are continually adding and upgrading technologies to help manage the flow of your products more effectively.

### 14 North American locations.

Headquartered near Chicago in Romeoville, IL, LeSaint has warehouse and distribution facilities located throughout North America. Put LeSaint 3PL KnowHow™ to work for your business. You'll see the difference on your bottom line.





# Lily Transportation Corp.



**John Simourian II**  
President & CEO

## Mission Statement:

To be the premier dedicated logistics provider in North America & Canada with a commitment to delivering on time, on budget, every time while adjusting to our customers needs with customized, sustainable transportation solutions.



## Why Lily?

Since 1958 Lily Transportation has designed, delivered and operated dedicated logistics systems incorporating on-site management, dedicated drivers and equipment, and customized technology into every system.

Our focus is always anticipating and responding to our customers' needs. You'll find our stability, industry knowledge, and commitment to you invaluable in helping your company achieve its business goals.

## What can we do for you?

Lily delivers the highest quality service and innovative solutions that ensure measurable results. Our systems include any of the following:

- Direct Store/Multi-Stop Deliveries
- Peak Demand Response with our unique Core/Flex Fleet methodology
- Temperature Control

- Unattended-Overnight Deliveries
- Dynamic Routing
- Time Sensitive Deliveries
- Team Service
- Job Site Deliveries

## What Customers Are Saying...

Our customers know they can rely on us to deliver consistent high quality service & solutions giving Lily one of the highest customer retention rates in the industry.

*"...the entire Lily team provided Whole Foods with outstanding service during our busiest time of the year. It is really a credit to your people that made this happen. Whole Foods broke records in product movement each progressive day this week."* – Whole Foods Market

*"Lily's commitment and ability to satisfy our daily driver and vehicle needs 100% of the time is second to none."* – NAPA Genuine Parts Company

*"Lily Transportation's modern logistical capabilities have saved our company 25% in the real cost of transportation over the last two years."* – ACME Corrugated Box Company

*"Lily's dedicated capacity has enabled Leviton to operate at a reduced cost per mile while maintaining a very high level of on-time service."* – Leviton Manufacturing Corp.

*"I have contracted with Lily to transport a very sensitive product requiring climate controlled conditions and timely delivery precisions. Trust, dependability and professionalism are just a few of the words that come to mind when I think of Lily and the outstanding service they provide."* – The Jackson Laboratory

*"I have been impressed with Lily's ability to respond to schedule changes and their ability to deliver nearly flawless service. We service a very sensitive customer and Lily has helped us provide world-class service from day one."* – VersaCold



## Lily Transportation Corp.

145 Rosemary Street  
Needham, MA 02494  
781-449-8811  
800-248-LILY  
www.lily.com

## Litco International, Inc.

### Mission Statement:

With corporate headquarters in Vienna, Ohio, our mission is simple: To be the low-cost supplier of innovative, cost reducing pallets and related transport packaging products that meet our customers' changing needs and provide service that exceeds their expectations.



**Litco International, Inc.**  
Molded Products Group  
One Litco Drive  
PO Box 150  
Vienna, OH 44473-0150  
Phone: 330-539-5433  
Toll Free: 877-504-7954  
Fax: 330-539-5388  
E-mail: [info@litco.com](mailto:info@litco.com)  
[www.litco.com](http://www.litco.com)



### Overview

Since its inception in 1962, Litco International has emphasized quality products, developed its peoples' talents, expanded product lines and effectively managed its resources.

### Products and Services

Through its Molded Products Group, Litco International is the exclusive North American source for the Inca® Presswood pallet. These environmentally friendly products are molded from wood fiber and are commonly used for domestic and export transport packaging for military and commercial shipping.

Litco also offers molded core plugs and separator boards. Inca Presswood products are available from two strategically-located plants. Both are near major interstates for convenient, low-cost shipping.

### Sustainability

Inca pallets are a complement to corporate sustainability initiatives. All of Litco's Inca presswood products are Cradle to Cradle (SM) certified at the silver tier through McDonough Braungart Design Chemistry (MBDC) for their ingredients, recyclability and design principles.

### Exportability: IPPC-ISPM 15 Compliant

Litco's Inca Presswood products are approved for export without further treatment and stamping. Since they are free of bugs, bark, nails and staples, they are easy to use and accepted anywhere in the world without import delays and related costs. In addition, they eliminate the potential of countless hours spent to prove compliancy to have container loads released from foreign ports that are often halfway around the world.

### Space Savings

One key advantage is that Inca Presswood pallets are nestable, saving handling costs and freeing up valuable warehousing and manufacturing space for production.

At 50 pallets per stack, 1,250 48" x 40" Inca pallets occupy no more space than 600 conventional wooden pallets stacked 20 high. It also takes half the amount of lift truck resources to unload a trailer or supply work stations, reducing touches and travel time.

### Safe to Use

Inca pallets are free of chemicals that are a concern to food, produce and

pharmaceutical manufacturers, including TBP, TCP and TCA. With a moisture content of less than 9% at the time of manufacture, Inca pallets will not promote the growth of mold.

### Easy Disposal

With a commitment to avoid sending product to landfills, Litco offers the removal of truckload lots of spent presswood pallets. The cost of the removal service varies by location and is available in select areas of the US. Inca pallets can be upcycled into a variety of uses at the end of their life.

### What's New?

To meet the needs of shippers with smaller products or less-than-full pallet load quantities, Litco has launched "half size" 24" x 40" pallet for the domestic market and a 600 x 800 MM pallet for Euro shipments. These half-size pallets offer the same performance and sustainability benefits as full size pallets while increasing handling efficiencies and reducing costs for shippers of less than full pallet loads. Popular in Europe for many years, the lighter weight saves the equivalent of 21,000 pounds of unnecessary shipping weight for every 1,000 pallets shipped. And, because they nest, 2,500 24" x 40" pallets can be stored in the same area as 600 conventional 48" by 40" wooden pallets.

### Purchase or Rental

Litco's Inca presswood pallets are available in lots as low as 100 pallets, up to full truckload lots of over 1,000 pallets.

Inca pallets are generally purchased. However, a lease/rental program can be customized.



# Logistics Management Solutions (LMS)



**Dennis Schoemehl**  
CEO and President

## Mission Statement:

Our mission is to empower manufacturers, wholesalers and retailers to gain competitive advantages through optimal transportation management. By offering advanced technology and results-oriented services, LMS helps shippers significantly improve their safety, financial and customer service performance.

## Offerings:

- Strategic Planning
- Tactical Execution
- Web-Native Technology

## Logistics Management Solutions (LMS)

1 CityPlace, Suite 415  
St. Louis, MO 63141  
Toll Free: 800-355-2153  
Phone: 314-692-8886  
Fax: 314-692-0788  
info@lmslogistics.com  
www.lmslogistics.com



## Delivering the Competitive Difference

LMS is a third party logistics company that understands how supply chain operations impact your customers and your bottom line. The company believes effective supply chain management isn't just about moving freight; it's about moving your business to the next level. Companies with lean, nimble supply chains are best positioned to navigate today's marketplace and outpace the competition.

According to Dennis Schoemehl, president and CEO, this approach has led clients to view LMS as a business partner rather than a vendor.

"Our goal is to become a valued extension of a client's business," he said. "We take on their short- and long-term goals and make them our own."

Unlike other providers, LMS does not offer fixed service and technology solutions or attempt to take over shipping operations. Instead, LMS works hand in hand with customers and uses a combination of offerings to best address each client's unique needs. LMS offers supply chain

management solutions, as well as a proprietary, Web-native transportation management system (TMS) that provides comprehensive functionality and an unprecedented level of business intelligence.

## A Top 100 3PL and IT Provider

LMS' dual expertise in transportation management and technology has made it one of the few providers to earn a spot on *Inbound Logistics'* Top 100 IT and Top 100 3PL lists. Coupling Web-native technology with transportation management know-how has served this 3PL, and its clients, very well. Despite the ultra competitive 3PL market, LMS continues to earn and retain business from Fortune 500 companies and mid-sized companies, too. It continues to receive national and local recognition for company growth and innovative solutions.

## Service Offerings

### Supply Chain Solutions:

- Network Redesign Studies
- Market Evaluation Studies
- Load Control Centers

- Freight Management
- Freight Optimization
- Continuous Move Engine
- Freight Audit & Payment

### Dedicated Services:

- TL & LTL Transportation Services
- Flat Bed Services
- Intermodal Services
- Expedited Shipment Services
- Heavy Haul/Over Dimensional Services

### Technology Solutions

LMS' TMS offering, TOTAL, is also designed to help clients yield competitive advantages. In addition to providing complete transportation management functionality, it features a business intelligence solution that affords users an unmatched level of operational insight. TOTAL is offered in an on-demand/ASP/SaaS format and can be implemented and producing a return on investment in as little as 90 days. The system's key functions include:

- Order management, shipment optimization, load planning
- Rate management, rate queries
- Load tendering, shipment verification, freight tracking & tracing
- Business intelligence – dashboards, online analytical processing, business performance management, predictive analysis

Contact LMS for more information or a free TOTAL demonstration.



## 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



**O**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.**

**L**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™ 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

## The M&W Logistics Group, Inc.



**Mike McFarlin**  
CEO

The M&W Logistics Group, Inc. is a 3PL company providing customized supply chain solutions to its customers. M&W provides services such as customized warehousing solutions, multi-client and contract warehousing, fulfillment, value-added services and truckload transportation.

The M&W Logistics Group keeps its operating philosophy simple: We listen to our customers and provide the best possible solution to meet their needs in a cost-effective manner.



**The M&W Logistics Group, Inc.**

1110 Pumping Station Road  
Nashville, TN 37210  
Toll-Free: 800-251-4209  
Phone: 615-256-5755  
Fax: 615-726-3568  
Email: [info@mwtrans.com](mailto:info@mwtrans.com)  
[www.mwtrans.com](http://www.mwtrans.com)



### About us

A family owned and operated 3PL headquartered in Nashville, TN. M&W Logistics Group has been serving companies locally and across the nation for over 35 years.

We understand that our ability to survive and prosper is totally dependent on meeting the logistics and warehousing needs of our customers. Therefore, building long-term customer relationships based on service, information management and contractual flexibility has contributed to our continued growth and success.

### Warehousing & Distribution

At M&W, we understand that each customer has unique needs, which is why we focus on being a flexible solution provider. We offer flexible design, customized implementation and value added services that provide customers with a competitive advantage in the distribution of their product.

Whether your needs require multi-client warehousing, value added services or a complete

distribution operation, we customize a supply chain solution that fits your company's needs and produces bottom-line results. Please call or visit us on the web.

### Customized 3PL Services

- Warehousing Management
- Transportation Solutions
- Fulfillment
- Food-Grade Facilities
- Dedicated Contract Carriage
- Reverse Logistics
- Value-Added Services
  - Packaging
  - Light assembly
  - Kitting
  - Consolidation
  - Cross-docking
- Inventory Management

### Transportation

Our truckload service, M&W Transportation, has expertise in milk runs, reverse logistics, time critical pick-up, value-added services, and delivery and local shuttling. Our management staff has the knowledge and experience to provide the on time service and superior communication that our customers expect.

M&W Transportation boasts the safest, most courteous drivers in the transportation industry. We have received safety awards from the Truckload Carriers Association and the Tennessee Trucking Association.

We have invested in the latest technology from advanced software to alternative power units to save fuel and reduce emissions. M&W Transportation is proud to be a SmartWay Transport Partner.

To aid in customer service, our tractors are equipped with satellite tracking so our customers can view shipments in real-time visibility on our website.

### Overview

With over 35 years of experience in the warehousing industry and with a safety award-winning truckload transportation fleet; The M&W Logistics Group provides the perfect link in your company's supply chain.

Our success has been built on the ability to provide flexible supply chain solutions to our customers.



## Maersk Line

Maersk Line, the world's leading global container shipping company and a division of the A.P. Moller-Maersk Group, is dedicated to delivering the highest level of customer-focused, reliable global ocean transportation services.



### **Our focus is on serving you better. Here's how:**

We are raising the bar on schedule reliability. In the next 3-5 years, we will work to deliver 95% on-time delivery to help you remove waste from your supply chain and unnecessary costs. Our goal is to give you confidence that your cargo will be delivered consistently for optimal supply chain performance.

We continually strive to be a company that is easy to do business with. You'll be able to reach us via multiple communication channels and contact points. And, when it comes to exceptions, you'll find us proactive and agile, so you are not surprised by supply chain disruptions.

As a leader in sustainable practices, we'll help you reduce the carbon footprint of your supply chain to add value to your logistics operations and brand.

Our philosophy of constant care for the environment is evident in our consistent efforts to reduce the environmental impact of our business practices on the planet. Visit [www.maersk.com](http://www.maersk.com) for more information about our sustainability practices.

### **Comprehensive global resources for reliable, consistent performance**

Whether you are an importer of shoes from Brazil or an exporter of cotton to Vietnam, you require a reliable supply chain partner that delivers a comprehensive global network and dedicated customer support to ensure you and your cargo is well taken care. We have over 325 offices located in more than 125 countries worldwide, and a total of 23,000 dedicated employees. With us, you will receive the depth of coverage, expansive resources and customer support you need for optimal supply chain execution.

### **It's easier and more accurate with e-commerce**

Processing your ocean shipments using Maersk Line e-business is fast and easy. You'll save time, reduce processing costs, and gain visibility to your shipments, but that's not all. You'll also improve data accuracy and reduce time spent rekeying data. Streamline your documentation process using our intuitive e-business solutions at [www.maerskline.com](http://www.maerskline.com), via EDI or XML (system to system connection for large volume shippers), or by utilizing INTTRA – [intra.com](http://intra.com) (for shippers requiring standardized processing across a multi-carrier network).

**Maersk Line**  
2 Giralda Farms  
Madison, NJ 07940  
Phone: 973-514-5000  
Fax: 973-377-7216  
[usatnmcom@maersk.com](mailto:usatnmcom@maersk.com)



**MAERSK  
LINE**

# Magaya Corporation Logistics Software



**Jesus David Rodriguez**  
President

## Logistics Software Products

- Magaya Cargo System
- Magaya WMS
- Magaya Commerce System
- Magaya Supply Chain Solution



**W**ith 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, the business-to-business communication infrastructure that connects logistics companies with their origin and destination agents and provides business-to-consumer communications between logistics companies and their customers. The software can be customized to specific needs, connect you 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.

Over 1,400 companies worldwide in over 55 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 cargo transfer, receipt, and storage. Increase the speed and accuracy of receiving, sorting, picking and loading by scanning barcodes with wireless handheld units. Maintain up-to-the-minute 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 plug-ins for additional functionality such as the Magaya WMS Mobile for the warehouse and Magaya POD Mobile for deliveries, and online access for customers to place bookings, shipping orders, sales orders, and make payments 24 hours a day, 7 days a week.

Magaya Corporation has been developing logistics software solutions since 2001. Get a free download of the full software and use it for 30 days to see why Magaya is the leading software choice for startup logistics companies.

**Magaya**  
Logistics Software Solutions

**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

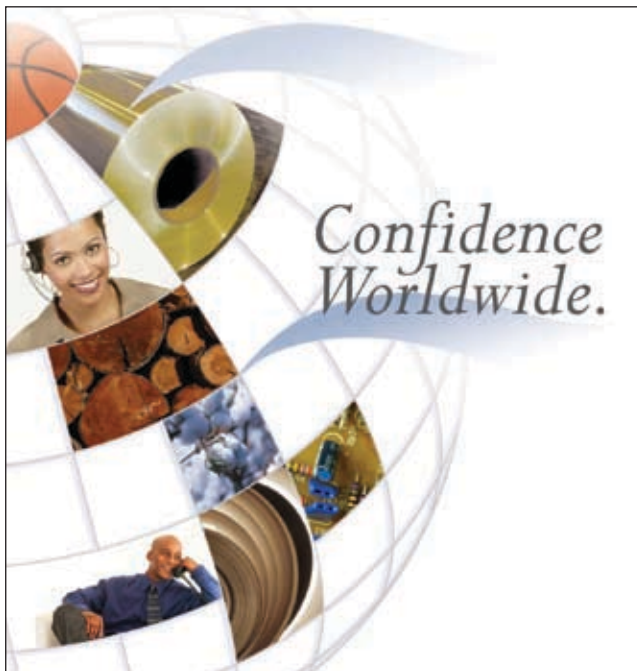
## Mission Statement:

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.



*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



**M**allory Alexander International Logistics ([www.mallorygroup.com](http://www.mallorygroup.com)) is a leading third-party logistics (3PL) provider. Mallory supports manufacturers, retailers and other suppliers in the storage and shipment of their valuable cargo, and we do it with confidence – on time, with care, everywhere. We recognize the invaluable role our customers play in the international economy and in the lives of millions around the world.

As a full-service logistics provider, we know how to navigate the complex logistics landscape and build safeguards into our processes, ensuring accuracy and providing our customers peace of mind. We live up to our commitments. We put experts on the front line to support customers and create reliable yet nimble systems to meet our customers' dynamic needs, at every touch point, every time.

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

Rely on Mallory Alexander for superior supply chain performance around the world. Our commitment to you:

- Experience
- Expertise
- Excellence

## Experience

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 – on time, with care, everywhere.

# 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' 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, provide dramatic improvement to the performance of your global supply chain.

**Management  
Dynamics Inc.**  
POWERING GLOBAL TRADE™

### Management Dynamics Inc.

One Meadowlands Plaza  
East Rutherford, NJ 07071  
USA  
Telephone: 201-935-8588  
Fax: 201-935 5187  
Email: Solutions@  
ManagementDynamics.com  
Web: www.Management  
Dynamics.com  
Twitter: @GTMbestpractice  
Linked In: GTM Best Practices  
Blog: www.gtmbest  
practices.org



**S**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 Web-based 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 – Import and Export Compliance & Trade Agreements

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, classifying 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, over 115 denied party lists, documents, quotas, and much more.



## Maryland Port Administration



**James J. White**  
Executive Director

### Mission Statement:

The Maryland Port Administration (MPA) oversees and manages the six public marine terminals of the Port of Baltimore. It is tasked to stimulate the flow of waterborne commerce through the State of Maryland in a manner that provides economic benefit to Maryland citizens. The MPA directly markets, promotes, and facilitates trade through the Port of Baltimore while supporting both public and private Port facilities. The Port of Baltimore annually generates about 16,700 direct jobs and nearly \$400 million in taxes.



### Maryland Port Administration

401 East Pratt Street  
Baltimore, MD 21202

800-638-7519

410-385-4400

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



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

Centrally located on the Atlantic coast, the Port of Baltimore, which is managed by the Maryland Port Administration (MPA), is the furthest inland port in the United States with a 50-foot dredge. Baltimore is

also constructing a 50-foot container berth that will be ready to welcome the world's largest ships in 2012. It is also the closest Atlantic port to major Midwestern population and manufacturing centers and a day's reach from one-third of all U.S. households. Steel manufacturers in Pittsburgh, furniture makers in North Carolina, and consumers in Boston are all served in less than 24 hours from the port.

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

One of the unique aspects of the port's trade is the diversity of cargo moving through its facilities. With a balanced portfolio of automobiles, forest and paper products, ro/ro,

and container shipments, the port hosts a variety of global shippers and is less vulnerable to precipitous drops in niche trades.

The MPA operates six public terminals:

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

## Material Handling Industry of America

The increasingly integrated and globalized economy has redefined the dynamics of success for modern organizations. The complexity of managing supply chains that span continents and dominate markets demands agile and adaptable strategies, equipment and systems. With product lifecycles shortening and worldwide competition increasing, success depends on effective material handling & logistics solutions for the global supply chain delivering the right product to the right market at the right time.

Material Handling Industry of America (MHIA) is the trade association leading this vital industry. MHIA members are material handling and logistics equipment and systems manufacturers, integrators, third party logistics providers, consultants and publishers. Their membership in MHIA reflects an ongoing commitment to the increased safety, productivity and profitability that material handling and logistics offers.

MHIA's mission is to create diverse networks of people, equipment and systems that interact to create global solutions for the movement, storage, control and protection of materials and products throughout the manufacturing and distribution process to their consumption and disposal.



### Material Handling Industry of America (MHIA)

8720 Red Oak Blvd., Ste. 201  
Charlotte, NC 28217  
800-345-1815, 704-676-1190  
Fax: 704-676-1199  
[www.MHIA.org](http://www.MHIA.org)



### ProMat® 2011

Over March 21-24, 2011, the material handling and logistics industry will showcase the latest manufacturing, distribution and supply chain solutions at ProMat 2011. Over 700 exhibits will come alive at Chicago's McCormick Place.

ProMat 2011 is the one show where you can see the latest manufacturing, distribution and supply chain solutions and innovations and meet the leading providers face-to-face.

Industry professionals attend ProMat to find the latest equipment, systems and services to help them:

- Streamline their operations and improve visibility
- Maximize efficiency and flexibility
- Cut costs
- Speed time to market
- Reduce their carbon footprint

The Conference at ProMat 2011 will offer unparalleled educational and networking opportunities. This year's

program features two keynotes, two half-day educational tracks and 80 seminars that focus on the latest equipment and technology innovations and trends. The ProMat Conference will spotlight several important areas driving change in business today – supply chain security, manufacturing and supply chain innovation, sustainability and workforce training.

Selected as an International Buyer Program event by the United States Department of Commerce, ProMat 2011 will host attendees from more than 100 countries. ProMat's International Visitor's Center will offer international attendees numerous services to make their visit productive and rewarding.

Complete information on ProMat 2011 (including complimentary on-line show registration, news, detailed conference information, exhibitor information, travel information and a show agenda planner) is available on-line at [www.ProMatShow.com](http://www.ProMatShow.com).

### MODEX 2012

MHIA will hold its newest expo, MODEX 2012, February 6-9, 2012 in Atlanta's Georgia World Congress Center. This new manufacturing, distribution and supply chain expo will feature over 500 exhibits and an extensive educational conference. For more information, visit [www.MODEXShow.com](http://www.MODEXShow.com).





## 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 Management with Mojo*  
**Inbound - Outbound - Global**

**Make Smarter, Faster Transportation Decisions**

Web-native TMS for parcel, LTL, truckload, rail, intermodal, air freight, ocean, and multi-modal:

- \* On demand or deployed – you choose!
- \* Sharing and reuse enables fast implementation and rollout
- \* Sensible collaboration allows practical sharing of information improving data integrity
- \* Alerts and exception driven reporting increase effectiveness of employees
- \* Dynamic process flow allows the system to grow and change with your organization

*MercuryGate makes it easy*

**M**ercuryGate delivers end-to-end transportation solutions that allow shippers and logistics service providers to plan their transportation, execute their freight movements, and analyze the performance of all involved. The MercuryGate TMS is architected to support both site-hosted and SaaS deployment models while providing ease of integration to your other business systems. The solution is highly scalable and configurable to the unique requirements of a wide variety of customers.

MercuryGate's TMS helps you find ROI and profits hidden in your operations with capabilities that include:

- Inbound, outbound and multi-leg optimization

and visibility across all modes: Parcel, LTL, TL, Rail, Intermodal, Air Freight, and Ocean

- Manages global multi-leg movements and electronically files SED's and 10+2 data with US Customs

- Coordinate with carriers, vendors and clients using the application's web portals, EDI and email

- Fastest route optimization engine in the market – built as a transportation solution to support pooling, backhauls and multi-stop loads using real life rates, availability and locations

- Supports flexible business models to manage profitability (i.e. buy/sell rates, management fees and gain-share models)

- Optimize moves across customers or business

units while allocating all transportation costs based on configurable rule sets

- Manage all data (i.e. insurance coverage, safety rating, availability, etc.) and connections with thousands of carriers integrated with your transportation planning and execution process

- Built-in carrier and customer invoicing and freight audit capabilities

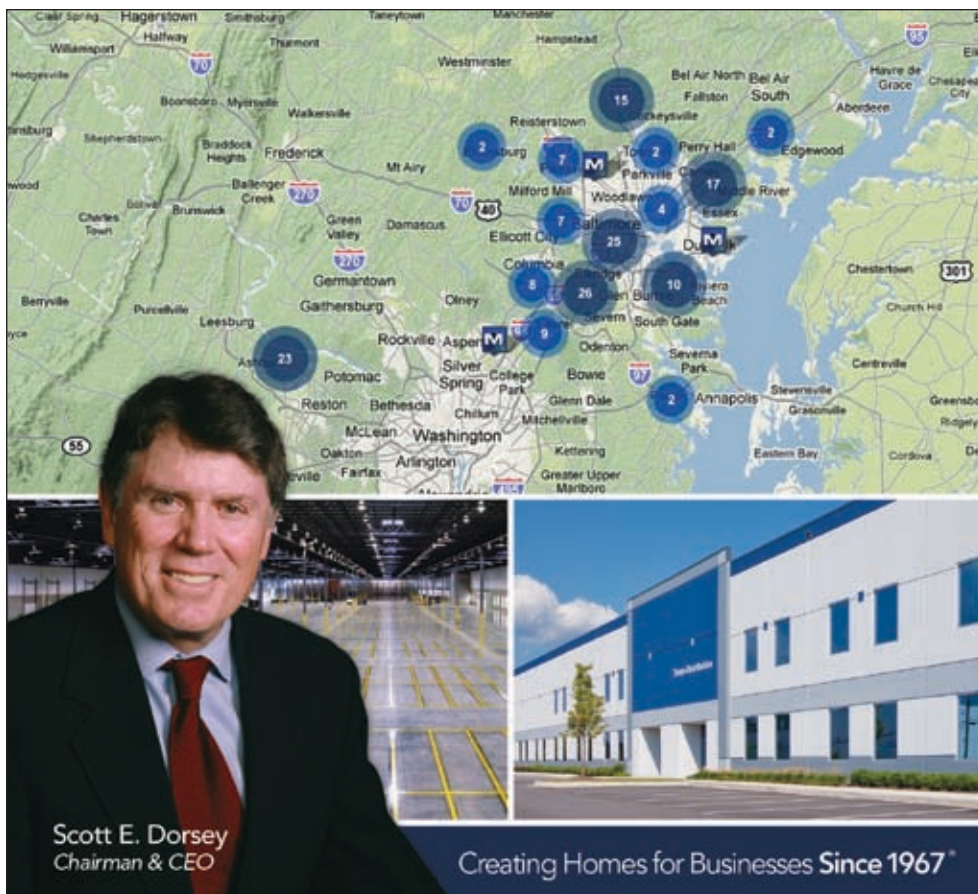
- Powerful access to data with analysis tools to mine information and provide operational, tactical and strategic reporting

- Un-paralleled abilities to quickly on-board new clients and configure unique business processes – and adapt these processes as clients change

## Merritt Properties

### Quick Facts:

- Nearly 16 million square feet of commercial real estate developments in Maryland and Northern Virginia
- Construction Services division has the ability to handle any type of custom build-out requirement or build-to-suit
- Over 70 locations strategically located near major transportation and service arteries
- Locations near major transportation hubs: BWI Airport, Dulles International, and the Port of Baltimore
- Warehouses near major East Coast trucking routes: I-95, I-81 and I-70
- Many locations near or on CSX International lines
- 150+ employees dedicated to more than 1,200 customers
- All properties and customer service needs handled internally



**M**erritt Properties has always remained true to our company's mission: Creating homes for businesses.

Since 1967, our privately held commercial real estate portfolio has grown into the largest in the Baltimore/Washington region, with nearly 16 million square feet of office, flex, warehouse and retail.

But we don't take our success, or our customers, for granted. We build for the long-term and we manage all of our own properties. Therefore, we value lasting relationships over short-term gain – committed to honest and fair business dealings that grow our

customer relationships into long-term partnerships. In fact, Leroy Merritt, who founded our company more than 40 years ago, often completed deals on a handshake. That level of trust and respect continues at our company today.

We listen. We get to know your business. We want to learn how you operate and how you serve your customers. Then, we help you create a space that allows you to conduct your business efficiently in an environment that reflects your company's culture.

Merritt has also established a reputation as a leader in utilizing design, construction

and operational practices to create buildings that achieve high marks for energy efficiency even by today's green standards. So, it's only natural that we have emerged as a regional leader in green building. We build high-quality, energy-efficient buildings using the latest technologies and materials to provide the best possible working environments for our customers.

With our expertise and roster of prime properties, we have the resources and the flexibility to meet the demands of a changing market and to guide you in making the soundest possible choices.



2066 Lord Baltimore Drive  
Baltimore, MD 21244  
410-298-2600  
[www.merrittproperties.com](http://www.merrittproperties.com)



## MOL (America) Inc.



**Tsuyoshi Yoshida**  
*Chairman, President & CEO*

### MOL Corporate Principles:

As a multi-modal transport group, we will actively seize opportunities that contribute to global economic growth and development by meeting and responding to our customers' needs and to this new era.

We will strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards.

We will promote and protect our environment by maintaining strict, safe operation and navigation standards.

### MOL (America) Inc.

North America Headquarters  
700 East Butterfield Road,  
Suite 150  
Lombard, IL 60148 USA  
Phone: 630-812-3700

### U.S. Regional Offices

Atlanta: 678-855-7700  
Chicago: 630-812-3700  
Edison: 732-512-5200  
Long Beach: 562-983-6200

Toll Free: 800-OK-GATOR  
[www.MOLpower.com](http://www.MOLpower.com)



**M**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 wholly-owned subsidiaries of TraPac, Inc., MOL Consolidation Service, Ltd. and MOL-IT.

Headquartered in Tokyo, Japan, MOL is the world's largest multimodal shipping company. Founded in 1884, MOL's business diversity makes it one of the world's most financially solvent transportation companies.

### Global Services

MOL, along with its alliance partners, operates weekly Asia-North America, Europe-North America, Americas and Asia-Europe Services. MOL also has one of the industry's most extensive intra-Asia service networks with sailing schedules synchronized to its mainline services.



## NASSTRAC



**Eric Morley**  
2011 NASSTRAC Chairman  
Director of Transportation,  
Best Buy Company



**Joe Estrella**  
2011 NASSTRAC 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.



**W**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](http://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](mailto:Brian2008@NASSTRAC.org)  
[www.NASSTRAC.org](http://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](http://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](http://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 can assist in rate comparisons and offer advice on energy efficiency, conservation, new and emerging electro-technologies, and power quality, thus providing you the most cost-effective electric energy.



**Nebraska Public Power District**  
*Always there when you need us*

### 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](mailto:dghall@nppd.com)  
[sites.nppd.com](http://sites.nppd.com)

## New Breed Logistics



**Louis DeJoy**  
CEO

Since our founding in 1968, some of the world's most respected organizations have relied on us for a new breed of logistics services. Here's why:

We bring a unique perspective to designing, implementing and managing supply chains. We focus on operational excellence, foster a culture that rewards innovation, and use applied technology to create smarter supply chains—and empower clients to make better-informed business decisions.

We invest in our clients' success. New Breed Logistics believes in long-term, collaborative relationships with clients. Those relationships require commitment, and the investment of intellectual and capital resources in pursuit of sustained returns.

We thrive on challenges. Whether it's JIT manufacturing support for the aerospace industry or innovative, closed loop supply chains for the wireless sector, we excel at solving and managing complex challenges.

I invite you to explore what we can do for you.

**New Breed Logistics**  
4043 Piedmont Parkway  
High Point, NC 27265  
866-463-9273  
info@newbreed.com  
www.newbreed.com



**As businesses evolve, we're there to ensure that their supply chains keep pace.**

We're a new breed of 3PL with the experience, expertise and resources to solve and manage the most complex logistics challenges – and a track record of doing just that.

Our focus on process engineering and systems-enabled solutions delivers actionable information and improved levels of control over operations.

We meet all quality requirements – New Breed Logistics operations conform to ISO 9001, AS9100, and ISO 14001 – but our 7,000-plus employees strive to set the standard for performance.

We're accomplished at developing and implementing comprehensive solutions for complex, high-volume, high-velocity, and high-value supply chain operations. We manage millions of square feet at

50-plus distribution centers in North America, Asia and the UK, while never losing sight of the smallest details.

We support inbound, outbound and reverse logistics programs for some of the world's leading brands in aerospace, wireless, medical, and retail, as well as government and defense agencies. Our services include:

- **Supply Chain Planning and Management:** Network design and lead logistics services.
- **Manufacturing Support:** Materials management, vendor managed inventory, kitting and subassembly, and just-in-time delivery to manufacturing lines.
- **Warehousing and Distribution:** Distribution center management and value added services.
- **Transportation Management:** Carrier selection, network design, dynamic freight

optimization, load tendering, and freight audit and payment.

- **Reverse Logistics and Repair:** Returns center operations, repair and refurbishment services, financial processing.
- **Service Parts Management:** Network design, depot management, expedited delivery of critical service parts.

Visit [www.newbreed.com](http://www.newbreed.com) to learn why some of the world's most respected organizations rely on New Breed, or contact us today to discuss what we can do for your business.





## Nexus



**Dean Hansen**  
Chairman & CEO



**Will Hansen**  
Principal

### **The Nexus Way: Value-Added Exchange**

We will honorably serve Customers, adding value in every exchange, at every interface.

### **Providing Solutions**

We will formulate and execute creative solutions that allow Customers to gain marketplace advantages, deliver superior service, and make wise investments across the supply chain.

### **Continuous Improvement**

We will uphold standards of excellence, never ceasing to document, evaluate, and improve.



### **Nexus**

3555 Salt Creek Lane  
Suite 100  
Arlington Heights, IL 60005  
Sales: 800-536-5220  
sales@teamnexus.com  
www.nexusdistribution.com



**N**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 mid-sized 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.

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.

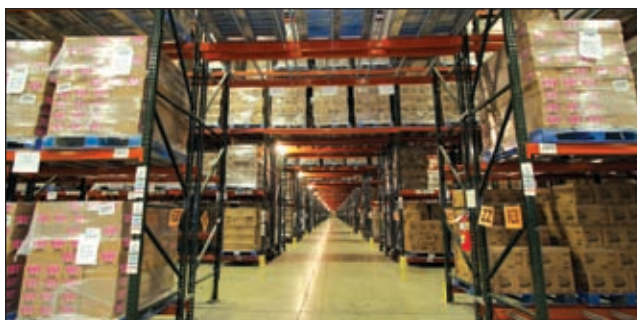
#### Values

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

**NFI**

1515 Burnt Mill Road  
Cherry Hill, NJ 08003  
1-877-NFI-3777

contactus@NFIindustries.com  
www.NFIindustries.com



**F**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.

#### ■ NFI Distribution:

We 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 (Dedicated/Regional Services):

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. Regional 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 Intermodal:** Get your products there by rail quickly, seamlessly, and in a more sustainable way. NFI RoadRoad® combines the best abilities of all our transportation modes to deliver service, savings and customized solutions for your most complex shipping needs. Delicate perishables? No problem. NFI's state-of-the-art refrigerated intermodal containers ship finished product or raw materials. Product can be frozen up to -20F. These containers can be moved on any of the class one railroads over any major US rail route.

■ **NFI Canada:** NFI Canada is headquartered in Mississauga, Ontario. They began as a global cold supply chain company and while still actively participating in that industry, their reputation as one of Canada's premier multimodal logistics providers has allowed NFI Canada to expand into other non-traditional supply chain verticals, including dimensional loads. Over 300 active customers have found a home with NFI Canada because of their reputation, on-time performance and customer satisfaction levels, not to mention their expertise in cross-border shipping and beneficial relationship with CN railroad for intermodal services.

NFI is your one-stop resource for integrated supply chain solutions.



## nVision Global



**Luther M. Brown**  
Founder & CEO

### Mission Statement:

nVision has evolved as one of the fastest growing Global Freight Audit, Payment & Logistics Management solution providers in the industry through two simple underlying principles: "Providing Customers with the Operational Business Intelligence they require to increase efficiencies and reduce costs within their supply chain" and secondly by "Providing a true global enterprise-wide solution with unsurpassed Customer Service by delivering more than is expected."



**nVision Global**  
**Technology Solutions, Inc.**  
World Headquarters  
1900 Brannan Road  
McDonough, GA 30253 USA  
770-474-4122  
sales@nvisionglobal.com  
www.nvisionglobal.com



nVision Global is a leading Global Freight Audit, Payment & Logistics Management Solutions provider. With locations in The Americas, EMEA and APAC regions; our staff, fluent in over 25 languages, processes and pays freight invoices from over 198 countries worldwide.

From our roots as a North American service provider nVision Global has evolved to one of the fastest growing Global Freight Audit, Payment and Logistics Management solution providers in the industry.

Our customers have come to rely on our prompt, accurate, Sarbanes-Oxley compliant freight audit and payment services and software as well as our leading-edge information management analytical tools to increase efficiencies and reduce their overall supply chain costs.

Over the years we've continued to build on our success by "Partnering" with some of the world's most

recognized companies from a wide array of industries to provide state-of-the-art technology, flexible processes and unparalleled customer service second to none in the industry.

As your global business partner, nVision Global is poised to provide your company a true single source global solution with the flexibility and foresight to meet your current and future needs. nVision Global's products and services provide year over year savings that go directly to the bottom line!

While each of our customer's demand products and services tailored to their unique needs, nVision Global with its flexibility and technology is ideally equipped to meet these requirements. Our commitment to excellence through continuous improvements, technology enhancements and customer service allows us to provide services efficiently and intelligently around the globe.

### nVision Global Highlights include:

- Processing Facilities on Three Continents
- Global Single Source Solution
- Industry Leading Analytical Tools
- Multi-Lingual Staff
- Processing Freight Invoices From Over 190 Countries Worldwide
- Experts in Processing all Modes of Transportation
- Six Sigma Process Improvement Methodology

### Core Services include:

#### Global Freight Audit/Payment

- Single Global Platform
- 120 Standard Data Elements Captured
- Latest Imaging Technology
- Experts in Complex Account Coding
- On-demand Closings
- Non-commingled Payments in any Currency

#### Business Intelligence/Information Management

- Industry Leading iFocus Dashboard
- Global Mapping, Graphing
- Ad-hoc Reporting
- Least Cost Carrier Applications
- Single Source Data Warehouse

#### Logistics Management

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

#### Claims

- Loss & Damage Claims Software or Service

## NYK Line



**Yasumi Kudo**  
President

### NYK Group

#### Mission Statement:

Through safe and dependable *monohakobi* (transport), we contribute to the betterment of societies throughout the world as a comprehensive global-logistics enterprise offering ocean, land, and air transportation.



**S**ince its founding in 1885, Nippon Yusen Kabushiki Kaisha (NYK Line) has steadily emerged as a leader among the world's shipping companies. Today, NYK is a comprehensive global-logistics group offering ocean, land, and air transportation services that draw on a world-class fleet of specialized vessels, warehouses, trucks, and aircraft.

#### Meeting the Needs of the Age of Globalization

The emerging economies have recently expanded globally and recorded rapid economic growth, all of which has fueled a trend toward multi-polarization of corporate sales, production, and procurement functions.

As a result, logistics operations are becoming more sophisticated and complex, and customers are finding it increasingly difficult to manage inventories and optimize procurement and production.

Consequently, more companies are outsourcing their logistics operations to a logistics company in order to optimize procurement and sales logistics, while focusing themselves on production and sales activities. Thus, there is a clear need for experience and know-how in the field of international logistics.

Fortunately, customers find a matchless solution in the NYK Group with its global network of ocean, land, and air services, and its long experience and know-how across a range of industries.

#### Unique and Unmatched: NYK's Comprehensive Global Logistics Services

The NYK Group began developing its integrated-logistics solutions in the 1980s when the sudden appreciation of the yen led Japanese customers to step up overseas ventures.

In line with subsequent

operational developments, we expanded while also transforming our operational configuration, and as a result have established a global service network that integrates ocean, land, and air modes.

Utilizing our vast range of resources – an operating fleet of 803 vessels, 308 distribution centers in 33 countries, trucks, terminals, aircraft, and other logistics assets – we have built a system that responds flexibly to diversifying customer needs and provides optimal integrated-logistics solutions.

Moreover, by combining all the tangible assets used to provide transportation services with the intangible strengths of our decades-cultivated human resources – as evident in innovative transport technologies, on-site capabilities, and proposal strengths – we help our customers to optimize their entire supply chains. This approach, constantly improving, is unique to NYK.



#### Nippon Yusen Kabushiki Kaisha (NYK Line)

3-2, Marunouchi 2-Chome,  
Chiyoda-ku, Tokyo  
100-0005 Japan  
Tel: +81-3-3284-5151  
[www.nyk.com/english/](http://www.nyk.com/english/)



# Odyssey Logistics & Technology



**Bob Shellman**  
CEO

**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.

**Locations:**

- United States
- Belgium
- China



**RESPONSIBLE CARE**  
OUR COMMITMENT TO SUSTAINABILITY

Odyssey Logistics & Technology Corporation,  
a Responsible Care® Partner

**Odyssey Logistics  
& Technology**

39 Old Ridgebury Road  
Danbury, CT 06810  
866-487-7481

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

**LEVERAGE OUR EXPERTISE™**



**Managed Logistics:**

OL&T delivers a comprehensive portfolio of managed logistics services to the chemical and process industries – so that our clients' products are delivered safely, reliably and economically, with shipment visibility and actionable data across all modes.

We apply industry knowledge, experience, technology and flexibility based on our expertise in the chemical and process industries, like no one else.

**Integrated global supply chain solution from one provider**

With capabilities in North America, Central America, EMEA (Europe, Middle East and Africa), Asia, and ASEAN (Australia and South East Asia), OL&T has expertise in each region as well as to or from any of these regions. OL&T's offering is unique within the chemical and process industries' lead logistics or third-party service provider market.

**Leverage our network and expertise for savings**

OL&T operates a logistics network comprising over 2,000 transportation service providers globally and the movement of cargo value in excess of \$44 billion. Providing services in all modes of transportation, the company truly serves as a single point of contact for any movement or logistics service.

**Technology leadership**

Clients are integrated into the Odyssey Global Logistics Platform<sup>SM</sup>. Both the client and OL&T can manage logistics operations using state of the art systems that are deep in key modes. OL&T is the only multi-modal service provider offering this advanced global technology solution.

**Third Party Services:**

OL&T provides services to ship cargo safely, efficiently, and at the lowest possible cost.

**Services include:**

- Less-Than-Truckload Services
- Truck Broker
- Custom House Broker
- International Freight Forwarding Services
- North America Import/Export Compliance
- Warehousing and Terminal Services

**Consulting:**

OL&T advises clients on logistics strategy, network analysis, benchmarking, workflow analysis and other logistics challenges.

**OL&T At A Glance:**

OL&T's managed logistics and third-party services move products for clients between 185,000 origins and destinations in North America and over 325,000 transportation lanes globally. International freight management shipments for clients move between 220 ports worldwide.

**Outlook:**

In the fourth quarter of 2010, OL&T expanded its global operational centers to China and Japan. The company's 2010 acquisition of International Forwarders, Inc., a Charleston, S.C.-based export freight forwarder and customs house broker, has strengthened OL&T's customs broker and duty drawback capabilities.

In 2010, OL&T also earned certification as a Partner Company in the American Chemistry Council's Responsible Care® Initiative.



**OHL**

**Bert Irigoyen**  
Chief Executive Officer

**Mission Statement:**

To be the preferred logistics solutions provider, supporting and meeting the changing needs of our customers in a global environment.

**OHL**

7101 Executive Center Drive  
Suite 333  
Brentwood, TN 37027  
Phone: 800-401-6400  
ohlinfo@ohl.com  
www.ohl.com



OHL is one of the largest 3PLs in the world, providing integrated global supply chain management solutions. OHL provides transportation, warehousing, customs brokerage, freight forwarding, and trade consulting services.

Providing flexible end-to-end supply chain management solutions with integrated business and technology processes across the global supply chain, OHL generates seamless end-to-end logistics solutions.

**Global Footprint**

OHL operates more than 130 value-added distribution centers, offers comprehensive transportation management services, employs nearly 6,000, and has offices worldwide.

**Expertise**

The OHL team includes experts in a wide range of business sectors from specialty retail to manufacturing, and specializes in the apparel, electronics, printing, food and beverage, and consumer packaged goods industries.

OHL also provides direct to consumer fulfillment and efulfillment services to companies building multi-channel distribution approaches.

**Integrated Solutions**

OHL's integrated solutions group uses proven methodologies and approaches to meet and exceed shipper's business objectives. The OHL team has a proven history of generating meaningful and measurable strategies that capture key insights across industry analysis, customer needs, and competitive positions.

**Scalability**

Flexible services allow the OHL team to meet and exceed the needs of any supply chain, no matter the size or complexity. End-to-end services are integrated to deliver powerful, supply chain solutions that achieve strategic business objectives and cut costs. Teams of experts design solutions utilizing our robust supply chain network and comprehensive visibility tools. OHL uses state of the art engineering design and supply chain modeling tools, transportation optimization software, and end-to-end linked visibility.

OHL, your preferred global supply chain partner.



## Old Dominion Freight Line, Inc.



**David Congdon**  
President and CEO

**Vision Statement:** To be the premier transportation solutions company in domestic and global markets served.

**Mission Statement:** To provide innovative solutions designed to exceed customer expectations, increase shareholder value and ensure the continued success of the OD Company and our family of employees.



*Helping the world  
keep promises.™*

**Old Dominion  
Freight Line, Inc.**  
500 Old Dominion Way  
Thomasville, NC 27360  
Toll-Free: 800-432-6335  
Fax: 336-822-5239  
customer.service@odfl.com  
www.odfl.com



**T**homasville, N.C.-based Old Dominion Freight Line is an LTL, national multi-regional motor carrier providing one-to-five day service among six U.S. regions and seamless worldwide LCL and FCL services.

Through its four product groups, **OD•Domestic**, **OD•Expedited**, **OD•Global** and **OD•Technology**, the company offers an array of innovative products and services that provide direct service to 48 states through its 213 state-of-the-art service centers. In addition to domestic LTL services, the company offers expedited, drayage and assembly and distribution services, as well as container delivery services to and from North America, Central America, South America and the Far East.

The four product groups: **OD•Domestic's** single source operation helps customers manage their domestic shipping needs with confidence. Old Dominion provides complete nationwide coverage across all regions of the United States, and the company's super regional service allows customers to ship nationally, interregionally and intraregionally within the Northeast, Southeast, Midwest,

Central states, Gulf states and West regions of the country, with the most competitive transit times available.

**OD•Expedited** provides daily on-time deliveries, guaranteed deliveries within normal transit times and time-specific deliveries, including air service, tailored to customers' needs. Old Dominion provides online tracking and tracing, monitored shipments 24/7 and a seasoned, proactive team to serve customers.

**OD•Global** offers seamless, reliable worldwide LCL and FCL services tailored to meet customers' export and import, foreign to foreign or air freight needs. In North America Old Dominion provides direct service to Alaska, Canada and Mexico. Outside North America, the company's service extends to the Caribbean, Europe, the Far East, Central America, South America and points in between. Old Dominion's Pacific Promise provides businesses with standard guaranteed transit times and simplified rates from 10 origin ports in China to nearly any U.S. domestic destination. The offering also includes port-to-door tracking of all shipments.

**OD•Technology's** award-winning technology enables the company to manage both equipment and shipments more efficiently while consistently providing customers with superior service, access to real time information and the comfort of knowing their shipments are moving as safely as possible. On the company's secured website, [odfl4me.com](http://odfl4me.com), customers can manage their accounts with Old Dominion and control transactions, including scheduling pickups and tracking shipments in real-time.

Since 1934, Old Dominion has built a solid reputation of "Helping the World Keep Promises" with its customers by achieving, among other key metrics, one of the highest on-time delivery records and one of the lowest claims ratios in the industry.

In September 2010, Old Dominion was named to the 2010 *InformationWeek* 500 – a list of the top technology innovators in the United States. The company ranked No. 15 on the magazine's overall list and topped the logistics and transportation category. In June 2010, *CIO* magazine honored Old Dominion as a recipient of the 2010 CIO 100. The annual award program recognizes organizations around the world that exemplify the highest level of operational and strategic excellence in information technology.

In addition, Old Dominion has been honored for its green efforts. In February 2010, *Fleet Equipment* magazine and Citgo Petroleum Corp. honored the company as the Top Green Shop for 2009.

For more information about Old Dominion, visit [www.odfl.com](http://www.odfl.com) or call (800) 432-6335.

**OnTrac**

**Robert E. Humphrey, Jr.**  
*Chief Operating Officer*

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**

**Mark Magill, Director of Business Development**  
Main: 800-334-5000  
Cell: 818-482-0844  
mmagill@ontrac.com  
www.ontrac.com



OnTrac, the leader in regional overnight package delivery, is proud to celebrate our 20th Anniversary of delivering excellence. Founded in 1991, OnTrac has the expertise to provide superior service and value in overnight delivery, distribution and logistics. We deliver to the six largest western states offering time-critical service to California, Arizona, Nevada, 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 offers 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.

**IT and Supply Chain**

As a total logistics service provider and an industry leader in IT applications, OOCL offers our customers tailor-made 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.

The online interactive product My OOCL Center offers OOCL customers advanced capabilities, helps lower their business costs, saves time and offers total transparency and maximum control in their supply chain. Innovative services are also available on the Mobile version, m.oocl.com.

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 sub-continent, 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. OOCL customers can calculate their carbon emissions from their supply chain using the in-house developed OOCL Carbon Calculator.

**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 2011!



**OOCL (USA) Inc.**  
U.S. Headquarters  
2633 Camino Ramon  
Suite 400  
San Ramon, CA 94583  
Toll-Free: 888-388-OOCL  
www.oocl.com

## Pacer International, Inc.



**Daniel W. Avramovich**  
*Chairman and CEO*

### Our Portfolio

- Intermodal
- Trucking
- Import & Export
- Warehousing
- Logistics Services



### Who is Pacer?

Pacer is a North American freight transportation and global logistics services provider that facilitates the movement of freight from origin to destination through its intermodal and logistics segments. Our focus is to coordinate the full Pacer portfolio with our customers' transportation network needs. No matter where you are going or what you need shipped Pacer provides customized door-to-door solutions that make your world run smoother.

### What is smoother?

Smoother means faster, smarter, greener freight solutions. Through our diverse portfolio of transportation and logistics services, Pacer is delivering your freight smoother. And our best-in-class customer service delivers the confidence you need to make Pacer your preferred choice.

We've got you covered with superior service, operational excellence, and the capacity you demand. So whether you're looking for an individual service or multiple solutions, Pacer will move your freight smoother on the rail, on the road, over the ocean, in the warehouse, and through the supply chain.

### Have you tried our Smoother Moves Calculator?

From origin to destination we can help you reduce your total carbon emissions. From musical instruments to construction equipment Pacer can show you savings. The Smoother Moves Calculator is an easy to use and unique carbon emissions and costs savings calculator that can show customers the effects specific movements can have on the environment and on their pockets. Try the Smoother

Moves Calculator and see how Pacer can make your world run greener.

Our people solve the roughest shipping challenges for many of the largest brands of the world, across many different industries. Our dedicated staff, located in offices all over the world, is driven by getting you from origin to destination as smoothly as possible. We create the value our customers need to stay competitive. After all, our success is measured by their success.

Our vision is to be the customers' preferred choice, earning customer confidence every day by reliably delivering best-in-class door-to-door transportation services and logistics solutions.

Call 888-722-7404 or visit our website at [www.pacer.com](http://www.pacer.com) to learn how Pacer can help make your world run smoother.



**Pacer International, Inc.**  
6805 Perimeter Drive  
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1-888-722-7404  
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[www.pacer.com](http://www.pacer.com)



## 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 growth and enhanced corporate profitability through state-of-the-art technology and investing in our most valuable asset, our people.



- Transport Topics Top 100 For-Hire Carrier
- Transport Topics Top 5 Expedited Air
- Inbound Logistics Top 100 Motor Carrier
- NDTA Distinguished Service Award



### Company Profile:

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 anywhere 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. Finally, you can track your shipment online down to the street level to give you piece of mind that your shipment is en route and on-time.

### Service Offerings:

**Panther Global Logistics.** A provider of world-class logistics solutions for companies looking to reduce transportation costs, increase operational efficiency and improve customer service. Our fully integrated turn-key system provides affordable transportation management

solutions that guarantee supply chain integration, visibility, and optimization contributing to improved bottom line results. Our global transportation platform allows for complete inbound and outbound logistics management and is designed to support all modes of transportation.

**Ground.** With over 1,000 dedicated, 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, and HAZMAT. Our fleet is equipped with Qualcomm OmniVision satellite tracking, so we are able to electronically dispatch the "right" truck in less than 90 minutes.

**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.

With Premium Logistics™ services on six continents, Panther offers world-class shipping solutions, superior technology, and global forwarding expertise. Access the world with confidence and unparalleled visibility. Let Panther provide a single source solution for all your shipping needs.

**Over the road, through the air, or across the ocean Panther Delivers On Time. On Target. No Exceptions.**

### Panther Expedited Services, Inc.

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Seville, OH 44273  
800-685-0657  
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salesupport@pantherexpedite.com  
www.pantherexpedite.com



## Penske Logistics



**Marc Althen**  
*President, Penske Logistics*

### Products and Services

- Dedicated Contract Carriage
- Distribution Center Management
- Transportation Management
- Lead Logistics
- Customized Solutions

**PENSKE**

**Penske Logistics**  
Worldwide Headquarters  
Route 10, Green Hills  
Reading, PA 19603  
[www.PenskeLogistics.com](http://www.PenskeLogistics.com)  
1-800-529-6531

### Industry expertise

Our experts work collaboratively with you and your teams to help drive down costs, elevate service, and improve business performance. Decades of real-world expertise across many industries enables our people to deliver the results you need to succeed every day.

Leading companies around the globe trust us to help them

reduce costs and improve customer service while managing the complexities of their supply chains. We instill operational process excellence and continuous improvement in everything we do.

### Innovative thinking

As a recognized industry thought leader, our award-winning teams bring fresh perspectives to benefit you and

your business. By tapping into our fresh thinking you can start driving innovation that drives real business results.

### Global capabilities

With offices and operations in North America, South America, Europe, and Asia we can serve your needs virtually anywhere in the world. Call today or visit us online.



## PeopleNet



**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

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Minnetonka, MN 55343  
Phone: 888-346-3486

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www.peoplenetonline.com



**P**eopleNet increases the efficiency, improves the safety, and advances the profitability of fleet owners through the use of highly configurable and innovative solutions. PeopleNet's suite of products enable an ever-growing set of high-value applications, including route management, supply-chain communications, end-to-end vehicle management, driver services, and safety, security and compliance. PeopleNet's history of innovation begins with the first Internet-based and integrated onboard computing and mobile communications systems for the transportation industry. Its open interface integrates locating, messaging and driver performance data with the leading back-office applications, including routing and dispatching, fuel tax, driver performance reporting, and more.

■ Precise GPS satellite tracking pinpoints vehicle

location at any time.

■ Locating & Messaging keeps track of fleets, monitors customer loads, predicts delivery times, prints mileage and routing reports and more.

■ Two-way, in-vehicle data and voice communications ensures efficient communication throughout the supply chain.

■ Vehicle Management increases fuel economy and manages drivers. As a monitoring and reporting tool, it manages operating costs and helps fleets run more effectively.

■ Automated Workflow and geofencing provides exception based communications and automated arrival and departure notification.

■ 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.

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## Performance Team



**Craig Kaplan**  
CEO

Our focus has always been on building partnerships through leveraging our expertise, human capital, technology, and integrity. Today's supply chain solutions depend on absolute commitment to these ideals.



Los Angeles • Seattle  
Dallas/Fort Worth  
Miami • Charleston  
Northern CA • Inland Empire  
New York/New Jersey



### PERFORMANCE TEAM

**Performance Team**  
11204 Norwalk Blvd  
Santa Fe Springs, CA 90670  
562-345-2212  
Cliff Katab, President  
marketing@ptgt.net

**WE'RE THE ONLY THING  
THAT SHOULD COME BETWEEN  
YOUR PRODUCTS AND YOUR CUSTOMERS**



## PERFORMANCE TEAM

CONSOLIDATION/DECONSOLIDATION • CROSS DOCK • WAREHOUSING  
& DISTRIBUTION • PICK AND PACK • TRANSPORTATION • RETAIL STORE  
DELIVERY • SUPPLY CHAIN LOGISTICS • EDI / INTERFACE SERVICES

**P**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 3.9 million square feet of warehouse space, and a fleet of more than 400 trucks, our skilled team of 3,500 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.



# Phoenix Warehouse of California, LLC Phoenix Warehouse of New Jersey, LLC

## Phoenix Warehouse at a Glance

### Complete 3rd Party Logistics

East and West Coast logistics company providing supply chain service and solutions in the areas of warehousing, distribution, transportation, and value-added services.

- Jersey City, New Jersey
- Harrison, New Jersey
- Cerritos, California
- La Mirada, California
- Laredo, Texas
- Mississauga, Ontario
- Vancouver, BC



## Phoenix Warehouse of California, LLC Warehouse of New Jersey, LLC

Corporate Offices  
201 Port Jersey Blvd.  
Jersey City, NJ 07305

[www.Phoenix3PLGroup.com](http://www.Phoenix3PLGroup.com)

Eddie Habbaz  
Business Development  
Client Relations  
800 521-0074

### Professional Inventory Management and Value- Added Services

- Public & Contract Warehousing
- Bar Code Scanning
- Order Processing
- Full Case Packs & Pick-Pack
- Replenishment
- Co-Pack, Re-Pack & Assembly
- Pallet & PDQ Displays
- Quality Exams & Corrections
- Labeling & Ticketing
- Returns Processing
- Transportation

### Excellence in Outsourced Logistics

Phoenix is a privately held company founded in 1976 with a clear objective: Provide comprehensive and superior logistics services to a myriad of industries.

Today, Phoenix operates in excess of 1.5 million square feet of modern warehouse-distribution space and a wholly owned transportation company. All City Leasing and Warehousing.

### Management through Technology

- EDI, Scanning and Bar Coding
- Web-Enabled Data Reporting
- Real Time Inventory and Order Status



Warehouse of California, LLC  
Warehouse of New Jersey, LLC

## Pilot Freight Services



**Richard G. Phillips**  
*Chairman of the Board*

### Corporate Mission Statement:

Pilot Freight Services' mission is to allow our customers to focus on their businesses by making the transportation of their goods easy, fast, and dependable.



### Piloting Logistics. Piloting Business.<sup>SM</sup>

Pilot Freight Services is a full-service global transportation and logistics company with over 75 locations throughout North America, and a worldwide network of overseas partners. For you, that translates into global coverage 24 hours a day, 7 days a week. Which means not only can we move your freight anywhere in the world, we can deliver the expertise and customized services that help your business run more effectively and efficiently than you ever thought possible. After all, we're not just shipping freight, we're Piloting Business<sup>SM</sup>.

As North America's largest privately held freight forwarder, we offer a full range of services. 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.

Our ability to meet specific customer needs with uniquely tailored solutions enables us to work with any size shipper or any size budget. We leverage the resources of world-class air carriers, ocean shipping companies, ground transport, and warehouse networks to maximize performance. We also negotiate the best flights, overseas connections, drivers and carriers, and warehousing space and services so we can meet exact cost criteria and standards.

This proactive customer service is reflected in everything we do. Our advanced IT capabilities create services that make the entire shipping process faster, smarter,

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, set up email alerts, create customized reports, and more.

Pilot has dedicated more than 40 years to building our business, customer by customer. In that time we've earned a reputation for distinguished service in the industry and proudly carry the ISO 9001:2000 certification. Whether you ship nationwide or worldwide, we have a solution to meet the situation-specific and always-evolving freight needs of modern business.

Discover what Piloting Business<sup>SM</sup> is all about. Call us 24 hours a day, 365 days a year, via our National Customer Service hotline: 1-800-HI-PILOT.



**Pilot Freight Services**  
314 N. Middletown Road  
Lima, PA 19037  
1-800-HI-PILOT  
[www.pilotdelivers.com](http://www.pilotdelivers.com)



## PITT OHIO



**Charles L. Hammel III**  
President

**Mission Statement:**

PITT OHIO is a service organization dedicated to consistently providing high-value transportation solutions to our customers.

**Customer Driven**

We strive to understand the diverse and emerging needs of our customer base. This includes developing flexible solutions that meet their specific needs.

**People Driven**

We know that our most significant resource is our people. We truly believe the success of our organization can be attributed to our employees' dedication, pride, and outstanding work ethic.

**Quality Driven**

We recognize that quality is important to our customers. We measure our performance so that we can continuously improve the reliability and efficiency of all aspects of our service.



PITT OHIO is a service organization dedicated to consistently providing high-value transportation and supply chain solutions to our customers. PITT OHIO is Customer Driven, People Driven, and Quality Driven.

As an organization, we remain committed to innovating in every area of our company whether it be with our dependable LTL, Truckload, and small package services or providing diverse transportation solutions, we strive to take it to the next level, helping you customize your supply chain. Our customer-focused mindset has allowed us to give customers what they want and need to be more competitive in the marketplace. This customer-focused mindset is evident with our participation in The Reliance Network (TRNet), an alliance consisting of ourselves and five other regional LTL carriers who can provide seamless service throughout North America. All of the carriers in The Reliance Network are known for their exceptional customer service,

dependable on-time delivery records and a strong reputation in their own territories. Our focus on the customer led to the creation of a supply chain and small package service. PITT OHIO created a SUPPLY CHAIN department that is focused on accommodating customers who have specialized supply chain needs. The introduction of our GROUND solution fulfilled our customers need for a flexible and more cost-effective small package solution.

"We Are Invested In Your Success" by using our award-winning technology to create customized solutions that makes doing business with PITT OHIO easy. Our technology generates more efficient and flexible services that give our customers a noticeable difference in productivity. We are able to leverage the use of our

on-board computing systems to deliver superior on-time performance and remain environmentally conscious. The online tools on our website, mobile applications and recent social media give customer's access to information at their fingertips.

PITT OHIO is revolutionizing the transportation industry with our innovative way of thinking and will continue to be flexible in developing solutions that meet or exceed our customer's expectations. Our organization exists to make our customers more competitive, our employees more valuable and our communities stronger. PITT OHIO continually strives to be committed to our customers, our employees, and our community, that is why,

*"We're Always There For You!"*

**PITT OHIO**  
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www.pittohio.com

**PITT OHIO**  
SUPPLY CHAIN ■ GROUND ■ LTL ■ TL

## 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. Delivering Today. Growing for the Future.

Port Corpus Christi is one of the top ten ports in the United States in total tonnage. For 85 years we have offered shippers a profitable alternative to the 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 sits 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 freight-forwarders the advantage of a strategic US Gulf central location, a 45' deep, short transit 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. Our refrigerated warehouse, a state-of-the-art, 100,000-square-foot facility, boasts chilled and frozen space a short 60 feet from dockside and enclosed, temperature-controlled, rail and truck loading docks. Cargo Dock 8, one of the strongest open wharf on the Gulf of Mexico, is handling tons of wind turbine, military, H/L modules and breakbulk shipments everyday. Important infrastructure growth is also generating new opportunities. 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 also added four miles of ship channel frontage and 630 green-field acres for development.

In addition, under development is the La Quinta Trade Gateway, a 1,100-acre multi-purpose cargo handling facility. Its 3,600-foot shoreline and 45' channel depth will accommodate a container terminal, project cargo and storage, warehousing, distribution centers, industrial parks, logistical centers and associated business. The La Quinta Trade Gateway is situated close to highway and rail access and only 17 nautical miles from the deep waters of the Gulf of Mexico.

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.

Port Corpus Christi is committed to maintaining an Environmental Management System that promotes regulatory compliance and pollution prevention through a strategy of continual improvement and teamwork. Our Port has made great strides in recycling, reducing electrical consumption port-wide and reducing air pollution.

Outstanding infrastructure. Strategic location. Extraordinary management. Exceptional staff. Port Corpus Christi is your Global Texas Connection and "More Than You Can Sea."



**PORT CORPUS CHRISTI**

### Port Corpus Christi

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Corpus Christi, TX 78401  
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Toll free: 1-800-580-7110  
Fax: 361-882-7110  
portofcorpuschristi.com  
businessdevelopmentdpt  
@pocca.com



## 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.



**W**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 multi-modal 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](http://www.portfreeport.com), e-mail us at [wilson@portfreeport.com](mailto:wilson@portfreeport.com) or call us at 1-800-362-5743, extension 4265.

**Port Freeport**  
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[wilson@portfreeport.com](mailto:wilson@portfreeport.com)  
[www.portfreeport.com](http://www.portfreeport.com)



## Port of Galveston



**T**he Port of Galveston is located on the northern shore of Galveston Island, at the mouth of Galveston Bay, only 9 miles from the open Gulf of Mexico. The Port is situated on the Gulf Intracoastal Waterway, the Interstate Highway system and is served by both Western U.S. Class 1 railroads; BNSF Railway and the Union Pacific Railroad.

The Port of Galveston is a significant contributor to the Galveston Bay-Houston regional and Texas state economies. The Port, through its activities, provides an annual estimated economic impact to the State of Texas of over \$1.05 billion. Current average annual cargo volumes total approximately 8.2 million short tons.

In 2010, the Port of Galveston, Texas' #1 cruise port ranked as 6th busiest cruise port in

the U.S. and one of the top-twenty cruise homeports 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 state-of-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**  
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Galveston TX 77550  
Phone: 409-765-9321  
Fax: 409-766-6171  
[www.portofgalveston.com](http://www.portofgalveston.com)





## Port Jersey Logistics

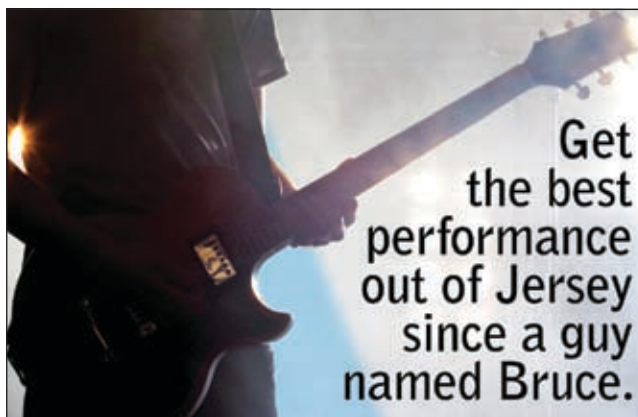


**Robert Russo**  
President

Centered in the heart of the nation's largest market, Port Jersey offers flexible solutions to domestic manufacturers and international shippers alike. Our strategically situated warehouse locations allow effective, efficient product distribution along the East Coast, throughout the country and around the world. And we're committed to damage-free delivery to the right location, at the right time, every time. That's what we mean by "Partnership."



**Port Jersey Logistics**  
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jemelo@portjersey.com  
www.portjersey.com



**F**rom storage and distribution to integrated logistics programs, Port Jersey offers nearly 60 years of experience with state-of-the-art systems and facilities to meet your supply chain requirements. It is equipped to handle a complete spectrum of products including grocery, specialty foods, alcoholic beverages, health and personal care products, electronics, ingredients and raw materials.

All Port Jersey facilities are certified food-grade, FDA registered with AIB superior ratings and USDA Organic certification. C-TPAT compliant processes ensure product integrity, food safety and enhanced security.

As a complete provider, Port Jersey Logistics provides many Valued Added Services such as:

- Freight consolidation programs
- Customs bonded storage
- E-commerce fulfillment
- Packaging and Assembly
- Shippers / point-of-purchase displays
- Ink jet printing
- Heat shrink packaging
- Labeling and ticketing
- Product return services
- Transportation management

### Warehousing

With space and capacity flexibility, and specialized capabilities, Port Jersey Logistics has your public or contract warehousing and distribution requirements covered. In addition to offering ambient and temperature-controlled warehousing, our operations utilize a full range of modern material handling equipment.

Should your warehousing and distribution situation require dedicated operations, we have the resources to provide a fast, effective solution anywhere from New Jersey to the entire east coast and beyond.

### Transportation

Port Jersey Logistics' expertise in supply chain management means safe, on-time delivery of your goods from point of origin to their final destination.

For pickups and deliveries throughout the New York metropolitan area, our dedicated fleet provides local LTL and truckload service. Unique vendor consolidation, pre-load and drop box programs allow shippers to combine orders destined to select regional consignees at

reduced freight rates, saving money and meeting your delivery requirements.

Our national brokerage operation works with a vast network of highly qualified carriers to arrange the most efficient, and economical mode of transportation for your needs. In addition to nationwide Truckload and Less than Truckload deliveries, we provide intermodal, container drayage, and complete freight management programs throughout the United States, Canada & Mexico.

Modern equipment and technology, along with our proximity to regional rail networks, international airports, intermodal rail yards and easy access to the New Jersey and New York marine terminals enable us to provide the freight solutions you need – locally, nationally and internationally.

### Value Added Services

Beyond warehousing and transportation, Port Jersey provides added value by developing solutions tailored to the needs of our clients – and their clients. Integrating product packaging & kitting projects, labeling and return services, fulfillment, shipper and display assembly, online tracking, and vendor compliance initiatives, our broad range of options will exceed your expectations.

Our experience and commitment to the industry, coupled with our ability to execute efficient, flexible and cost effective solutions geared toward each client's requirements has helped us grow and develop a leadership position. We have the team, systems and facilities in place – all ready for a quick, seamless transition.

## Port Logistics Group



**Bob Stull**  
CEO

### Mission Statement:

■ We are the gateway logistics experts, providing complete logistics services at major North American ports, enabling speed to market, inventory control & visibility, and fast, flexible, reliable service for our clients.

■ Our clients benefit by leveraging our experience, agility, innovation, service excellence and national footprint to gain a distinct competitive advantage.



**Port Logistics Group**  
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Suite 400

Houston, TX 77046

973-249-1230 x1310

Fax: 973-249-9028

info@portlogisticsgroup.com

www.portlogisticsgroup.com

### The Gateway Logistics Experts



#### Gateway Logistics Services

Warehousing & Distribution  
Import Deconsolidation  
Transloading  
Vendor Pickup & Store Delivery  
Value Added Services

#### National Footprint

New York / New Jersey  
Los Angeles / Long Beach  
Seattle  
Houston

#### Proven Results

Speed to Market  
Inventory Control  
Visibility  
Fast, Flexible, Reliable  
Service

### The New Leader in Gateway Logistics Services

Port Logistics Group is the nation's leading provider of gateway logistics services, including value-added warehousing and distribution, transloading and crossdocking, vendor consolidation and national transportation. With more than 4 million square feet of warehouse space strategically located in and around major North American Ports, PLG provides the critical link between international transportation and the "last-mile" supply chain.

### National Presence, Local Touch

When you work with PLG, you'll be confident that our local operators know your products, your customers, and your challenges at each port of entry. From the moment your goods arrive, our team provides fast, reliable pickup and processing. Our retail industry knowledge allows us to meet your most demanding customer specifications. And, with PLG you can

expect that same level of service regardless of your US point of entry, giving you the flexibility to manage a complex and ever-changing global supply chain.

### On the Shelf, On Time

At PLG, we understand the urgency of getting goods from the port to store shelves on time and consumer-ready. Whether your products require transloading, crossdocking, or storage and distribution, PLG provides the experienced staffing and advanced material handling technology to get your products out of the port and on to store shelves.

### A Full-Service 3PL

We've designed our locations to be a one-stop solution for our retail and manufacturing customers. We combine our gateway logistics services with domestic vendor consolidation for store and DC delivery operations. For our clients who need a complete distribution solution, PLG provides inventory management, order fulfillment, pick-pack, and

kitting. Our Value Added Services teams provide a full range of retail finishing services (inspection, ticketing, sewing, pressing, re-pack, GOH processing, labeling, gift wrap) so your products arrive at their destination ready for sale.

### Many Channels—One Provider

We specialize in solutions for retailers and manufacturers who need to combine a traditional retail distribution strategy with a B-to-C channel. Our proprietary WMS allows you to maintain a single inventory at multiple locations while fulfilling orders to your DCs, stores, or internet customers – seamlessly.

### The PLG Difference

Experience. Agility. Service Excellence. National Footprint. As you design your supply chain strategy, don't leave the critical link between global transportation and your last-mile supply chain to chance. Trust Port Logistics Group – the Gateway Logistics Experts.



## Port of Tacoma



**John Wolfe**  
*Chief Executive Officer*

### **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.



**Port of Tacoma**  
One Sitcum Plaza  
Tacoma, WA 98421  
253-383-5841  
Fax: 253-593-4570  
[portoftacoma.com](http://portoftacoma.com)

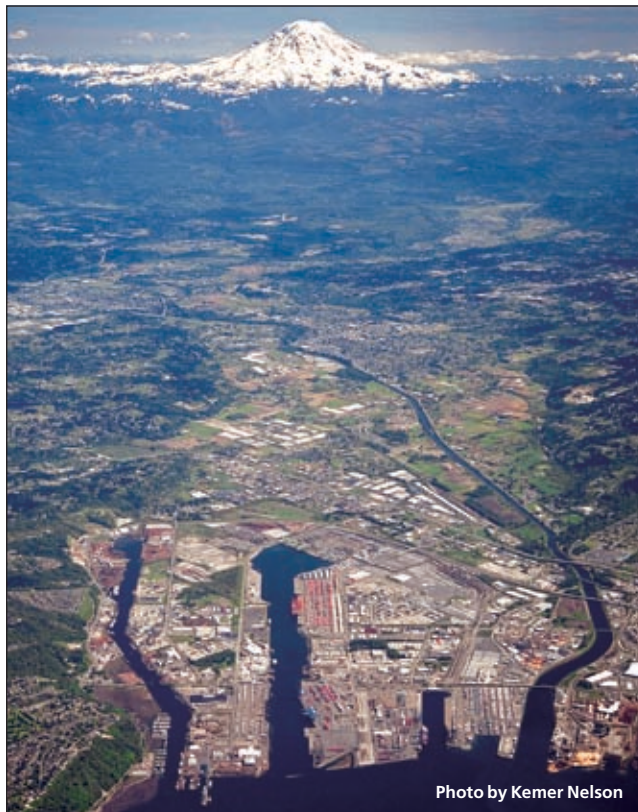


Photo by Kemer Nelson

**T**he Port of Tacoma is your Port of Choice for international and domestic cargo, and offers:

- On-dock and near-dock rail service from all terminals via two West Coast Class I railroads with major destinations in major Midwest and East Coast markets.

- A dedicated domestic intermodal yard within the Port industrial area offering rail connections to California, Midwest, Southeast and the East Coast.

- More than 20 full-service transload and warehouse facilities clustered around Port terminals.

- Congestion-free roads with direct access to Interstate 5 and major freight corridors.

A major U.S. West Coast maritime cargo gateway, the Port of Tacoma is a leading North

American container port, handling more than \$28 billion in annual trade and about 1.5 million TEUs (20-foot equivalent units) each year.

The Port is also a major center for breakbulk, project/heavy-lift cargoes, grain, 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, warehousing and distribution activities. Port facilities are located in an industrial area.

The Port leases marine terminals and also operates its own facilities. Major international container 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 Port of Tacoma's docks, making the Port the "Gateway to Alaska."

Hawaii service is also available with Horizon Lines through Tacoma.

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.

Tacoma is also a major center for vehicle imports, 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 three on-dock and one near-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, the major north-south freeway, and just 30 minutes from Interstate 90, the only 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 1 million over the next decade.

**PREI®****Prudential Real Estate Investors–Latin America**

**PREI's Partners in Mexico include:**

**O'DONNELL**

**Locations:**

Aguascalientes • Atitalaquia  
Celaya • Casas Grandes  
Chihuahua • Ciudad Acuña  
Ciudad Juárez • Cuautitlan  
Izcalli  
Durango • Guadalajara  
Hermosillo • Huehuetoca  
Matamoros • Mexico City  
Monterrey • Nuevo Laredo  
Puebla • Queretaro  
Ramos Arizpe • Reynosa  
Saltillo • San Luis Potosí • Silao  
Tijuana • Toluca • Villahermosa



**Prudential  
Real Estate Investors  
Latin America**

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Mexico DF 11560  
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Fax: +52 55 5093 2789  
[www.prei.com](http://www.prei.com)



**"Global Knowledge...  
Regional Expertise...  
Local Execution..."**

Prudential Real Estate Investors is the real estate investment management business of Prudential Financial, Inc. (NYSE:PRU).

PREI is comprised of fund management centers in the US in Parsippany, New Jersey; Atlanta, Georgia; San Francisco, California; and globally in Munich, London, Singapore and Mexico City; and 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.

PREI has been investing in Latin America since 2000. We currently manage funds specializing in industrial, residential, and retail

properties in Mexico and Brazil, and we have transactions capabilities in Mexico, Brazil, Argentina, and Chile.

Today we have more than 60 associates operating in PREI's Mexico City and Rio de Janeiro offices, with gross assets under management in Latin America of more than \$2.9 billion and net asset value more than \$1.8 billion as of September 30, 2010.

PREI is active in all of Mexico's main industrial markets with an on-the-ground 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***

Contact: Claudio F. Ramon  
[cframon@amistadm.com](mailto:cframon@amistadm.com)  
Tel: +52 (844) 416 4040

***Grupo O'Donnell***

Contact: David O'Donnell  
[david@odonnell.com.mx](mailto:david@odonnell.com.mx)  
Tel: +52 (55) 5281 3600

***IGS Industrial Global Solutions***

Contact: Lachlan Elting  
[lelting@igs.com.mx](mailto:lelting@igs.com.mx)  
Tel: +52 (55) 3098 9002

***Real Estate Management and Services Group***

Contact: Pablo Culebro  
[pculebro@rmsg.com.mx](mailto: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.



## ProTrans International, Inc.



**Craig Roeder**  
President and CEO

### Mission Statement:

ProTrans International is committed to optimizing customer satisfaction through providing innovative logistics solutions that meet or exceed our customers' needs.

We will accomplish this by:

- Providing a visionary approach to service enhancements, effective internal and external communications, and commitment to maintaining leading edge technology.
- Developing highly skilled, competitive, and professional personnel.
- Working with our suppliers to optimize supply chain efficiencies.
- Focusing on continual improvement opportunities throughout our key quality processes and establishing and continually reviewing Quality Objectives supporting internal and external customer satisfaction.

### ProTrans

#### International, Inc.

8311 N. Perimeter Road  
Indianapolis, IN 46241

888-776-8726

Fax: 317-240-4101

marketing@protrans.com

www.protrans.com



### Defining Supply Chain Management™

ProTrans International, Inc. is a global logistics service provider offering complete network optimization and proven quality solutions to the manufacturing industry. ProTrans has experienced tremendous growth each year, evolving into a dynamic service provider of innovative and customer-focused supply chain management solutions. *Our creative thinking, nimble infrastructure and customized logistics solutions allow you to concentrate on your business.*

- Third Party Logistics
- Consolidation & Distribution
- Warehousing & Vendor Managed Inventory
- Customs Brokerage & Consulting
- Import/Export (NVOCC & Freight Forwarding)
- Bonded Warehouse & Foreign Trade Zone Operations

### The Beginning

The inspiration of ProTrans was multi-faceted. ProTrans was able to provide cost savings to our customers through the consolidation of freight and the development of a robust facility network. During this time, the North American Free Trade Agreement came into effect and ProTrans quickly became



a leading provider to the emerging operations along the United States/Mexico border. ProTrans' initial concept has proven to be an overwhelming success, as ProTrans is recognized as an innovative, burgeoning company in the logistics industry.

### Serving the Manufacturing Industry

ProTrans serves a variety of customers and has found the majority of our success serving those in the manufacturing industries. Because every manufacturer functions differently, we tailor our services to fit their requirements. ProTrans' goal is to be an extension of each client's logistics department, consistently providing innovative, cost-saving opportunities through state of the art technology.

### International Growth

Building on the world class services of United States transportation, consolidation and warehousing, ProTrans established an International Integrated Services team to

support the global needs of our clients' supply chains. With exclusive agent and carrier relationships throughout the world, ProTrans offers FCL & LCL container management and air cargo services in key economic zones within Asia, Europe, and Latin/South America.

### Third Party Logistics

In addition to our capabilities listed above, ProTrans can now offer a greater variety of services through our new division, ProTrans Logistics. ProTrans Logistics was created in an effort to fulfill the increasing demands of our customer base. ProTrans Logistics provides full third party logistics and transportation management services including: project engineering, network optimization, solution implementation, and carrier management & procurement. The increased services offerings are proof of ProTrans' commitment to listen and adapt to our customers' ever changing needs.

# PROTRANS

## 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 growth pattern.

With 1 million square feet in its distribution network, including a new state of the art 200,000-square-foot 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 maintain 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.





## QualifiedCarriers.com



**Jeff Tucker**  
CEO



**Darin Day**  
General Manager

### Mission Statement:

QualifiedCarriers.com arms shippers, brokers and 3PLs with the nation's only fully integrated carrier qualification toolbox managing risk and compliance. Qualify your carriers.



**S**hippers, brokers and 3PLs must evaluate carriers for safety and compliance, and document their procedures. Increasingly, that's the law. CSA 2010 and new driver Hours of Service rules increase risks and threaten costly litigation. Do not be fooled into thinking that data subscriptions alone, protect you. Join other Fortune 100 clients who desire comprehensive, quantitative and measurable controls around their carrier procurement and risk management processes.

QualifiedCarriers.com meets today's standard for motor carrier qualification:

- USDOT carrier safety data monitoring
- USDOT carrier safety data trending reports
- USDOT motor carrier database compliance verification
- Secure document management system, stores and renews your carrier documents like contracts and insurance certificates.

### Product Features

In a few seconds, upload your carrier list, and begin enjoying the unique features of QualifiedCarriers.com, including:

### Real-Time USDOT Carrier Safety Data Monitoring, With Email Alerts

- All CSA 2010 Publicly Available BASIC scores
- Set your own thresholds for email notification

### Trending Reports and Historical Data Analysis for all your Carriers.

- Trending safety scores show you improvements or degradations
- Trending reports are historical proof of due diligence

### Real-Time USDOT Carrier Compliance and Safety Rating Verification.

- Alerts when safety rating/determination changes, authority or insurance revoked

### Secure Document Management Organizes Corporate Compliance

Easily collect, verify and maintain important documents for each carrier, and obtain renewals online, including:

- Insurance certificate and policy limits
- Hazmat registrations
- Contracts

### Document & Message Distribution

With a Document Management Subscription, you may send carriers documents and timely announcements and messages. We'll track which carriers have, or have not, reviewed your documents. Messages may include time-critical bulletins, loss prevention notices, etc.

### Additional Services, Audits, Verifications, On-Site Risk Assessments

QualifiedCarriers.com offers a variety of carrier assessment tools, and a host of audit and inspection services, including expert consultation in the areas of risk management.



### QualifiedCarriers.com

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800-889-8179

856-773-9325

Fax: 856-773-9326

info@qualifiedcarriers.com

www.QualifiedCarriers.com

## RR Donnelley



**Charles Fattore**  
*President*  
*RR Donnelley Logistics*

RR Donnelley Logistics brings reliable logistics services to companies at competitive prices. We accomplish this by optimizing our large-volume procurement power for transportation services.

Rely on RR Donnelley Logistics for:

- Transportation management
- Print and mail distribution
- LTL, truckload, intermodal
- Co-loading, cross-docking and consolidation
- International bulk freight and mail
- Secure, same-day courier deliveries
- Complete transportation assessments
- Innovative technology
- Web-based shipment management tools
- Single point of contact and 24/7 dispatch
- Extensive carrier network and dedicated fleet
- Service monitoring and performance management
- Knowledgeable, responsive personnel

### RR DONNELLEY

**RR Donnelley Logistics**  
1000 Windham Parkway  
Bolingbrook, IL 60490  
888.SHIP.RRD

DLSTransportationServices@  
rrd.com  
<http://logistics.rrd.com>



#### **Experience, Stability and Strength**

RR Donnelley Logistics is part of RR Donnelley, a Fortune 240 company with a heritage of more than 146 years servicing leading companies. Our longevity and continued growth is attributed to listening to our customers and providing cost-effective and easy-to-use solutions in response to their needs. We apply that same company-wide "customer-centric" business philosophy to our logistics services offering.

#### **Freight of All Kinds**

Traditionally, our freight volume was comprised primarily of printed products. However, today RR Donnelley delivers 3rd party logistics and warehousing solutions that transport a wide variety of freight throughout diverse markets. Our customer list is comprised of companies that range from Fortune 500 companies to mid-size and small businesses.

#### **Across All Modes**

Being a non-asset owning third-party logistics provider we can employ a

multimodal solution approach to your transportation needs. After evaluating your delivery requirements, we can determine the most cost-effective mode of transportation and draw upon our vast network of contract carriers to deliver that solution.

#### **Insight and Knowledge**

RR Donnelley is a lot like you. We ship billions of pounds of our own freight each year; and just like you, we require reliable, quality and cost effective transportation services to run our business. Much of what we ship is time sensitive, so it is our policy to only contract with dependable, quality carriers. Being both a logistics provider and a logistics consumer, we understand first-hand the impact of logistics on the bottom line.

#### **Technology that Innovates**

As a non-asset based logistics supplier, we continually invest millions of dollars in Information Technology (IT) each year. Our IT investment is directed at developing and enhancing easy-to-use

solutions that help customers increase their productivity. Our web-based tools enable you to get reliable rate quotes quickly, schedule pick-ups effortlessly, trace and track shipments in real-time and gain instant access to comprehensive shipment information.

#### **Proven Customer Service**

Exceptional people have always been a key component at RR Donnelley. Our Logistics team is among the most knowledgeable in the industry. On average our employees have nearly 15 years logistics experience, and are continually updating their skills through educational opportunities. Customers can rely on our well-trained, helpful team as a single-point-of-contact for 24/7 dispatch, fast turn-around on requests, quick and easy scheduling, time-sensitive shipment management, complete transportation assessments and supply chain solutions.

For more information, visit our website, <http://logistics.rrd.com> or call 888.SHIP.RRD



## RateLinx



**Steven Shoemaker**  
Principal

### Mission Statement:

To provide the absolute best, most cost-effective logistics software and solutions for companies serious about flawless execution of their vendor compliance programs in order for them to operate in the most efficient and profitable manner possible.

***From Booking to Billing to the Boardroom***



***Ratelinx Is Your Transportation Procurement Solution***

**R**ateLinx is a logistics services and transportation technology company with the fastest TMS technology in the world, helping companies simplify vendor compliance, reduce costs, and improve processes via logistics technology.

RateLinx provides transportation management solutions, technology, and freight payment and auditing for companies for all modes, and manages and/or services freight in the billions of dollars annually for thousands of shippers both domestically and internationally.

RateLinx is recognized as a leading manufacturer of fully-integrated logistics technology for Small Parcel (UPS, FedEx, DHL, BAX, Purolator, USPS, Canpar, etc.), less-than-truckload (LTL), truckload (TL), ocean, expedited, and air,

but also specializes in Vendor Compliance programs for large retailers and manufacturers.

### ShipLinx Software

- Small Parcel (UPS, FedEx, USPS, Canpar, etc.)/LTL/TL
- International/Hazmat Documents
- Fully-integrated with any ERP System
- Competitive Bidding Environment for your TL carriers

### Alternative to Costly 3PL's

- No Hidden Mark-ups
- No Carrier "Kick-backs" to 3rd Party

- It's Your Freight Volume – Don't Give it Away!
- Maintain control – YOU are the Boss!

### Freight Payment & Pre-Audit

- EDI or Paper Billing
- Accuracy Ensured
- Catch Billing Errors Up Front
- Prompt Payment to Carriers

### Directly Connected to Carriers

- Keep Your Carrier Relationships
- Increase Capacity
- Utilize RateLinx' Volume Leverage
- Unparalleled Visibility

**RateLinx**  
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Suite 104  
Madison, WI 53718  
262-565-6150  
Fax: 262-436-2122  
sales@ratelinx.com  
www.ratelinx.com

# Ratelinx

## RMX Global Logistics / RMX Transportation

RMX was established in 1983 and over the last 28 years has developed a reputation as a trusted transportation partner to the food products industry. RMX has become one of the leading third party logistics providers in the country and provides a broad scope of supply chain management services. In 2010 RMX purchased a fleet of tractors & refrigerated trailers, adding to the services that are offered.



### *RMX Global Logistics-3PL & 4PL Division-RMX Transportation-Asset Division*

RMX is a multi-faceted logistics and transportation management company offering responsive, flexible service for your everyday and extraordinary transportation needs.

#### *Domestic Transportation – Dry & Temperature Controlled*

- Full Truckload
- Less Than Truckload
- Flatbed
- Intermodal
- Expedited Service
- Drop Trailer Program
- Dedicated Contract Carriage
- DC & Pool Program Support

#### *24 Hours a Day, 7 Days a Week, 365 Days a Year*

RMX staffs its offices 7 days a week with night, weekend

and holiday services available through the 24 hour call center.

#### *Carrier Certification Program*

All RMX carriers must have adequate insurance coverage, especially refrigeration breakdown coverage, as well as reference checks and signed contracts.

#### **3PL & 4PL Services**

- Load Consolidation & Order Optimization for best cost determination
- Load tendering software for optimal carrier selection
- EDI / FTP Compliant
- Pickup & delivery appointment scheduling
- Customer specific performance and order status reporting

#### **Affiliations**

- Performance Certified Member, TIA
- Member, NASTC Best Broker Program
- Selected as a Top 50 3PL by *Food Logistics Magazine* 2008, 2009, 2010
- Selected as a Top 100 3PL by *Inbound Logistics* 2008, 2009, 2010
- EPA SmartWay Transport Logistics Partner

For more information please access our web-site at [www.rmxglobal.com](http://www.rmxglobal.com).



**RMX Global Logistics –  
RMX Transportation**  
PO Box 4209

Evergreen, CO 80437-4209

888-824-7365

Fax: 303-674-3374

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



## ROAR Logistics, Inc.



**Robert Rich III**  
*President*

### Mission Statement

To excel as a customer-oriented, service-driven logistics company, which will utilize state of the art technology and dedicated, driven associates to deliver transportation services beyond our customer's expectations.



### 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.

- 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 at [www.roarlogistics.com](http://www.roarlogistics.com)

### Highway Transportation Services:

- Dry, temperature controlled, and specialized TL and LTL
- Team and expedited

### ROAR Logistics, Inc.

120 Church Street  
Suite 100  
Buffalo, New York 14202  
Phone: 888-292-7627  
Phone: 716-833-7878  
Fax: 716-833-3696  
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[www.roarlogistics.com](http://www.roarlogistics.com)



# The Rockingham County Partnership for Economic & Tourism Development



**Graham Pervier**  
President

## Mission Statement:

The Rockingham County Partnership is an entrepreneurial organization that actively recruits new industry and business to Rockingham County, NC, assists existing industries and business expansions, and attracts visitors to the area by promoting tourism.



## The Rockingham County Partnership for Economic & Tourism Development

371 NC Hwy. 65, Suite 205  
Wentworth, NC 27375  
336-342-8138  
800-316-ROCK  
Fax: 336-342-8226  
info@ncnorthstar.com  
www.ncnorthstar.com



**R**ockingham County, dubbed North Carolina's North Star, is nestled at the tip of the northern Piedmont Triad region, just south of the Virginia border. It's just a one-hour drive to the mountains in the west or a three-hour drive to N.C.'s outstanding beaches in the east.

The county is made up of six municipalities: the cities of Eden and Reidsville, and the towns of Madison, Mayodan, Stoneville and Wentworth. Though Rockingham County is mostly rural, its communities still offer small-town living balanced with 21st century amenities.

North Carolina's textile and furniture industries left a hole in the state's economy, but they also left behind an experienced workforce and a number of well-equipped buildings ripe for repositioning. In Rockingham County, many of those buildings now house companies in the transportation, logistics, and distribution sector. One example is Service Logistics, which successfully converted a former furniture factory in Stoneville, N.C., into a multi-purpose 3PL location.

The region's workforce and affordable wages have also been a draw for large companies in a variety of industries, including Miller Brewing, Ball Corporation, Bridgestone Aircraft Tire, and several tobacco companies.

Rockingham County's 30-minute proximity to the newly opened FedEx hub at the Piedmont Triad International Airport in Greensboro is another key draw for logistics-minded companies. The new facility adds to FedEx's existing ground hub at the airport and will give area businesses a key link to crucial freight transportation capabilities. Highway improvements currently underway will make it possible for businesses to get to the airport in less than an hour from many points in Rockingham County.

The county also offers the logistics sector an ideal Mid-Atlantic location close to the urban areas of Atlanta; Greenville-Spartanburg, South Carolina; Raleigh-Durham, N.C.; and the Baltimore/Washington, D.C./Richmond area. Completing Rockingham County's full roster of transportation capabilities is

rail access through Norfolk Southern, and easy drives to the North Carolina ports of Wilmington and Morehead City as well as the Port of Norfolk, and the Port of Charleston.

## Rockingham County's Logistics Advantages:

- Air Service at Piedmont Triad International Airport in Greensboro, 30 miles and Rockingham County/Shiloh Airport in Stoneville.
- Mid-East Coast Location.
- Rail access through Norfolk Southern Railway.
- Interstate infrastructure with I-85 & I-40 in Greensboro/Winston-Salem – 30 miles, future I-785/US 29 in Reidsville, and future I-73/US 220 in Madison/Mayodan.
- Location in the 3rd hottest real estate regional market in the U.S. for expanding and relocating companies.
- North Carolina has been ranked #1 for business climate by *Site Selection* magazine.
- Construction costs are over 30% less than the national average.
- Available and affordable buildings, land and labor.



## Ruan



**John Ruan III**  
*Chairman and CEO*

### Company

- Founded in 1932
- 160+ locations nationwide

### Mission Statement

Employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

### Core Services

- Dedicated Contract Carriage
- Bulk Carriage
- Integrated Services
  - Certified brokerage services
  - Logistics management
  - Warehouse management
  - Cross-docking
  - Intermodal freight management and moving
  - Facility/yard management
  - Product consolidation
  - LTL consolidation
  - Kitting
  - Subassembly

A sample of the many industries we serve:

- Retail
- Manufacturing
- Chemicals
- Food & Grocery
- Building Materials/Supplies
- Dairy & Bulk Food Grade
- Metals
- Industrial Gases
- Medical Supplies
- Bulk Earth Products

**RUAN**

DEDICATION THAT MOVES YOUR BUSINESS



**A**t Ruan, we believe that the best way to strengthen our business is to strengthen yours. Our core competency is Dedicated Contract Carriage (DCC), which allows us to integrate seamlessly with our clients' teams to create systems that solely focus on improving supply chain efficiency.

### From private to DCC

For companies with private fleets, switching to Ruan's DCC service is an excellent bottom-line decision. We assume existing equipment obligations, which frees up capital. The liability and risk of operating a private fleet is reduced. And, clients experience a reduction in transportation costs due to our operating efficiency and route optimization systems.

Other DCC advantages include:

- Equipment branded with your logo
- Reduction in insurance costs
- Elimination of driver labor concerns

In addition, because Ruan takes care of all the maintenance and regulation

headaches, companies are free to focus on their core competencies.

### Leading from the front

Our supply chain solutions are successful because we constantly strive to improve. We lead the industry in safety innovations and research and share our findings to help make the roads safer. Ruan has been proactively preparing for the implementation of Compliance Safety Accountability (CSA), which will fundamentally rearrange the safety compliance field, to ensure that service to our customers is not affected by the changes. Ruan works closely with manufacturers to develop cleaner, longer running engines. We employ the latest design, routing, optimization and reporting tools. And, we continue to investigate how new and emerging technologies can be used to optimize supply chains.

### Committed to customers

The result is an unparalleled commitment to our customers.

Our client retention rate remains 99.7%. We execute seamless startup implementations and then assign dedicated drivers who learn your business and your needs. Our systems and procedures are designed to ensure the highest product safety and security. We provide 24/7 care so that when you need us—whenever you need us—we're there.

Since our founding in 1932, Ruan has done things the right way. We work hard, we treat our customers with respect and integrity, and we constantly strive to improve the efficiency of our clients' supply chains.

That's dedication. That's the Ruan difference.

### Ruan Transportation Management Systems

666 Grand Avenue  
Suite 3200

Des Moines, IA 50309

866-782-6669 ext. 7

Fax: 515-245-2684

solutions@ruan.com

www.ruan.com

## 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

- Aerospace & Defense
- Automotive
- Consumer Goods
- Construction
- Energy & Utilities
- Hi-Tech / Electronics
- Industrial Manufacturing
- Retail

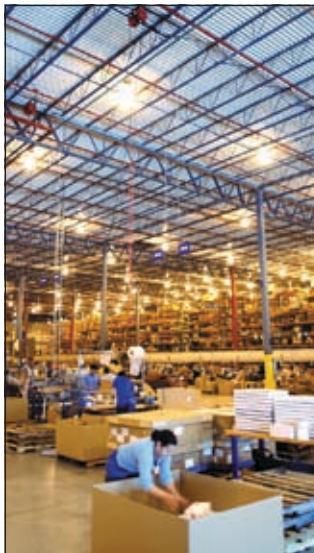


**R**yder provides a complete array of leading-edge supply chain, warehousing and transportation solutions for multiple industry sectors in the United States, Canada, Mexico, the United Kingdom and Asia. Services range from developing supply chain strategies to managing and executing day-to-day logistics 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:

- Control Tower for complete supply chain management
- Lead Logistics Management
- Solutions Engineering
- Professional Services
- Network Design



#### 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
- Inventory Management & Optimization
- Multi-Client facilities
- Reverse Logistics
- Value-Added Services:
  - Kitting & Labeling
  - Primary & Secondary Packaging
  - Product Customization & Testing
  - RFID
  - Sequencing
  - Vendor & Retailer Compliance

#### Transportation Solutions

Ryder's team of transportation experts provides shipment planning and execution, including route design, load scheduling, and delivery confirmation, through a series of electronic and web-based



solutions. Services include:

- Dedicated Contract Carriage
- Transportation Consulting
- Route Design
- Shipment consolidation/deconsolidation
- Carrier Procurement
- Freight bill audit and payment
- Freight brokerage

Ryder's best-in-class operational execution and 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  
1-888-887-9337  
[www.ryderscs.com](http://www.ryderscs.com)



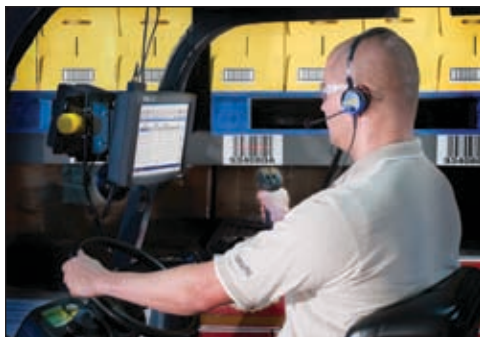
## Saddle Creek Corporation

### 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.



**W**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-to-the-minute information. We harness the power of leading-edge 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



## Scott Logistics Corporation

### A Letter from the President

As we go through a time of economic challenges, Scott Logistics Corp. remains a stable and viable corporation. I proudly attribute the success to the experience and determination of our dedicated staff and the loyalty of our customers and carriers.

As always, our primary objective is to provide the best transportation solutions available in the most cost-effective ways, while continuing to give personal attention to our customers and their needs. In order to achieve this goal, we are constantly increasing our extensive database of qualified carriers, improving our technology, and adding services, which include LTL, intermodal, and warehousing. As an additional value-added service, we can accommodate JIT freight and last-minute shipments as necessary.

Our business depends on your business and we are truly appreciative.

—Diane Manis  
President and CEO



### Scott Logistics Corp.

PO Box 391  
Rome, GA 30162  
Phone: 706-234-1184  
Fax: 706-235-4380  
[www.scottlogistics.com](http://www.scottlogistics.com)



**S**cott Logistics Corp. is a third-party logistics provider (3PL) in Rome, GA, providing quality transportation service with a personal touch. On April 6, 2009, we were certified as a SmartWay Transport Partner. Becoming certified shows that we are committed to promoting energy efficiency and better air quality within the transportation industry. By encouraging carriers to become SmartWay partners, we assist them in making better, more responsible choices for their businesses and for the environment. By using SmartWay carriers, we provide a valuable service to our shippers by enabling them to move more of their freight with SmartWay carriers, thereby reducing their environmental footprint.

When carriers become SmartWay partners, they acquire tangible tools to improve business operations

and make a positive difference for the environment. Carriers have access to tools that will help them achieve business goals through this EPA-supported program.

Scott Logistics Corp. encourages carriers and shippers alike to become SmartWay partners to increase the opportunity to work together to better the environment.

Scott Logistics Corp.'s SmartWay goals are:

- To identify all existing carriers in our database that are SmartWay-certified and flag them with preferential designation.
- To train our Logistics Coordinators to identify and utilize carriers that are SmartWay-certified.
- To add a notice to our Carrier Set-up Packet with information on the SmartWay partnership.
- To encourage new carriers to pursue SmartWay certification.

- To encourage shippers to become SmartWay-certified to join the partnership and become certified.
- To utilize SmartWay carriers in at least 50% of all our freight movements.

*"SLC is committed to being an active partner in the SmartWay initiative by encouraging our vendors to become Smartway partners, recycling office paper, printer and fax toners, and used equipment. We are monitoring our power and water usage more closely to ensure the most efficient use of our resources. We are looking forward to continually improving our participation in the SmartWay initiative and ultimately making a difference in our environment."* —Diane Manis, President and CEO

*"Our company is committed to being responsible environmental corporate citizens. We feel there is no better way to accomplish this than by joining the SmartWay partnership. Together, we can promote and encourage all attempts to reduce transportation-related emissions and, in turn, provide a better quality environment for future generations. Additionally, SmartWay's principles will save our company money - savings that can be passed on to shippers - as we streamline toward carriers that are fuel efficient and environmentally responsible."* —Jay Matthews, CFO



**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

Tiffany.holm@  
sekologistics.com  
www.sekologistics.com

**Supply Chain Challenges?**

- Technology Enabled Solutions
- Global Transportation Service
- Local Support
- Specialized Services
- Air Freight
- Warehouse Management
- Time Definite Solutions
- Vendor Compliance Capabilities
- Supply Chain Management
- Global Network
- Ocean Freight
- Customs Brokerage
- Outsourced Logistics

**SEKO**

**Logistics Solutions!**

**SEKO Logistics – Intelligence Delivered**  
Visit Us At [WWW.SEKOLOGISTICS.COM](http://WWW.SEKOLOGISTICS.COM)

**S**SEKO is an innovative, flexible provider of best-in-class 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 expertise and robust technology tools.

**Global Reach**

SEKO's network includes more than 50 U.S. offices and offices in over 40 other countries around the globe. We

provide outsourced logistics solutions to meet any business need.

**Outsourced Transportation Solutions**

SEKO's model is flexible. Our 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.

**Local Expertise**

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.

**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.

**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.

**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

**Foreign Trade Zone**  
**Starting January 2011**

Some of the many benefits you will get from using our Foreign Trade Zone are:

- Tax Exemptions
  - Expedited Logistics
  - Duty Exemptions on Re-Exports
  - Weekly Entry Savings
  - Free Deferral
  - Relief from Inverted Tariffs
- And multitudes of other financial and logistical benefits.



**S**erec 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:

- Fulfillment/Retail Compliance/Import Distribution/Warehousing
- Inventory Control
- Order Processing
- Pick and Pack
- Labeling, Pricing and Ticketing
- Light Assembly, Kitting and Promo Packs
- Reverse Logistics
- 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, 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



**Serec of California**  
15351 E. Stafford Street  
City of Industry, CA 91744  
Phone: 626-961-3666  
Fax: 626-330-8458  
[www.serec.com](http://www.serec.com)



## 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.



### 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 hassle-free 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.

### 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



# Shippers Warehouse & Grocery Direct Consolidated Transportation, Inc.



**Kenneth B. Johnson**  
*President and CEO*

As we celebrate our 110th anniversary, we would like to thank the hundreds of customers, past and present, who have supported us over these many years. Our growth and prosperity would not have been possible without your patronage. We recognize that our value is measured by our contribution to your success, and we look to the future with great confidence in our ability to continue to maximize that contribution in an ever changing world.



**Shippers Warehouse  
& Grocery Direct  
Consolidated  
Transportation, Inc.**  
8901 Forney Road  
Dallas, TX 75227  
Main: 214-381-5050  
Direct Sales Line:  
214-275-1060  
Fax: 214-381-5028  
Email: [rmiller@shipperswarehouse.com](mailto:rmiller@shipperswarehouse.com)  
[www.shipperswarehouse.com](http://www.shipperswarehouse.com)



To 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, transportation & packaging options
- ISO 9001:2008 certification – all facilities
- Food grade facilities: AIB Superior
- National 4PL partnerships
- 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
- Front- and Backhaul consolidations
- Reverse logistics
- CHEP and customized pallet maintenance
- Product recoup, repackaging and disposal
- Module design, construction and fulfillment
- Promotional packs

#### **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 Consolidated Transportation, Inc. is one of the largest grocery-based freight consolidation programs in the United States. Developed more than 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
- Secure web-based account WMS 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.





## South Carolina State Ports Authority



**Jim Newsome**  
President & CEO

### Mission:

The South Carolina State Ports Authority (SCSPA) promotes, develops and facilitates waterborne commerce to meet the current and future needs of its customers, and for the economic benefit of the citizens and businesses of South Carolina. The SCSPA fulfills this mission by delivering cost competitive facilities and services, collaborating with customers and stakeholders, and sustaining its financial self-sufficiency.



### Charleston: The Southeast's Deepwater Port

Choosing a port shouldn't be a gamble. Luckily, choosing the Port of Charleston is a sure thing, with the deepest water in the Southeast – now, industry-leading productive operations, major room to grow and a client-focused approach to serving your company's unique needs.

All told, this combination delivers bottom-line benefits for our clients. How?

It all starts with deep water. Charleston Harbor is home to the deepest channels in the Southeast region. Charleston regularly handles 8,400-TEU vessels drafting up to 48 feet. Short transit times to the port's five marine terminals, each within two hours sailing time

from the open ocean, help keep vessel schedule integrity intact and minimize the risk of canal penalties or missed berthing windows at other ports.

Once a vessel ties up at the dock, Charleston's operational team – known as the globe's 'pros of productivity' – go to work and deliver standard-shattering crane production, averaging 41 moves per hour per crane cross the entire port. Furthermore, truck turn times remain 21 minutes per gate mission on average.

In addition to Charleston's container-handling capabilities, the port delivers on breakbulk. With four multi-purpose terminals,

experienced staff and heavy-lift equipment – including the region's largest barge-mounted crane – Charleston is ready to handle any size load.

Beyond serving your needs today, the Port of Charleston is growing its capacity. To prepare for the coming years, Charleston is heavily investing in its new and existing terminals with a 10-year, \$1.3-billion capital plan. A new terminal that will boost total container capacity in the port by 50% is set to open in 2018. Additional near-term improvements to bring on capacity mean Charleston is ready to grow along with you.

**South Carolina State  
Ports Authority**  
PO Box 22287  
Charleston, SC 29413-2287  
Marketing & Sales Phone:  
1-800-382-1721  
Fax: 843-577-8710  
[www.portcharleston.com](http://www.portcharleston.com)

# PORTCHARLESTON

## Southwest Airlines® Cargo



**Matt Buckley**  
Sr. Director,  
Cargo and Charters

### Our Vision:

To ensure Southwest Airlines Cargo is a trusted logistics partner and valued as the most reliable source for air cargo transportation. To exceed Customer expectations by providing exceptional Customer Service from our extraordinary People.



**A**s Southwest Airlines celebrates 40 years in the airline industry, we stand above the rest with an unmatched flight schedule allowing for expedited delivery to over 90 destinations across the map. Our award-winning cargo service helps us remain competitive in this difficult economy and we thank our People who consistently deliver exceptional Customer Service.

Southwest Airlines Cargo also offers our Customers some of the shortest cutoff and recovery times in the industry. With a cutoff time of only 30 minutes before flight departure in most cities, Customers can take advantage of our fast and efficient service. We know convenient pick up and drop off times are critical to our Customers and their business.

We understand the urgency of time critical shipments and know that sometimes overnight is not an option. With our express service, Next Flight Guaranteed (NFG), we provide flight specific service (on available flights) and a 100 percent money-back guarantee. Flight specific service allows Customers to select the next available flight departure

for their shipments. If your shipment doesn't require next flight service, Southwest Airlines Cargo offers RUSH Priority Freight service which guarantees your shipment will arrive at its destination within 24 hours of the tender time. If time is on your side, our FREIGHT service is the most economical way to get your package where it needs to be; your shipment will move on the next flight with available space.

Customer Service remains a focus for Southwest Airlines Cargo. The majority of our Cargo facilities are operated by our very own Southwest Airlines Employees. Additionally, Customers can take advantage of our Relentlessly Reliable® service by contacting our Cargo Care Center at (800) 533-1222, which is now available seven days a week. Being committed to Customer Service, our Employees know how to get the job done right. They are invested in our Customers and will go out of their way to deliver Positively Outrageous Customer Service.

In 2010, Southwest Airlines Cargo was recognized with awards in excellence

from Air Cargo World, the Express Delivery & Logistics Association (XLA), the Airforwarders Association (AFA), and Logistics Management Magazine. Air Cargo World recognized Southwest Cargo as the top airline in the world based on the ACE survey. We earned the highest overall airline score, led all airlines in performance and value categories, and received the highest honor, the Diamond Award. Southwest Cargo was named "Airline of the Year" by XLA and, in addition, received XLA's award for Excellence in Web Site and Technology. The AFA awarded Southwest with "Carrier of the Year". Members voted on the Airforwarders Association member carrier with the best ontime performance, Customer Service, problem resolution, claims handling, technology support, service options, and overall value. And, Logistics Management awarded Southwest with the Quest for Quality Award for the 14th year in a row. We received the highest score among all airlines and topped each critical category including ontime performance, value, information technology, Customer Service, and equipment and operations.

As Southwest Airlines Cargo remains committed to providing our time critical shippers the most reliable shipping options and the best Customer Service in the industry, we will continue to focus on growing our network and enhancing the Cargo Customer experience. Visit [swacargo.com](http://swacargo.com) or contact your local Area Sales Manager to open a Cargo account.



**Southwest Airlines Cargo**  
Cargo Management Group  
P.O. Box 36611  
2702 Love Field Drive  
Dallas, TX 75235-1611  
800-533-1222  
[www.swacargo.com](http://www.swacargo.com)



## Standard Forwarding



**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!"



**S**tandard Forwarding provides award winning freight transportation to many great companies in the Midwest region. Our service has been recently recognized in the LTL marketplace:

- Great Lakes/Midwest LTL Carrier of the Year per 2010 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 (seven years)
  - *Inbound Logistics* Top 100 Carriers
- This year marks our 77th 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



### Standard Forwarding

2925 Morton Drive  
East Moline, IL 61244  
800-447-2012  
Fax: 309-755-9774

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

## Streamlite, Inc.

### Business to residential lightweight package delivery



**Randy Clark**  
President and CEO

#### Who We Are

Streamlite is a business to residential lightweight package delivery company that refuses to compromise performance. Our flexible solution uniquely combines low cost with reliability, speed and visibility to deliver when expected – because we know someone is waiting.

Streamlite serves high-volume shippers who ship under 5 lbs. packages, including:

- Retailers and catalogers
- Product and printing fulfillment companies
- Health and wellness companies



**Streamlite, Inc.**  
3000 Centre Parkway  
Suite 100  
Atlanta, GA 30344  
800-920-5494  
info@streamliteinc.com  
www.streamliteinc.com



**S**treamlite was founded on the simple, yet innovative idea that consistent, reliable delivery can also be cost effective. Our unique solution is time-defined, guaranteed to deliver in 5 business days or less and low cost – a combination of benefits not previously available.

Streamlite's twenty customer processing centers are located strategically across the country, close to major distribution centers, ensuring that packages are processed quickly and arrive when expected.

#### Consistent, reliable service

Consistent, reliable delivery has a tangible financial impact on your supply chain – and on customer satisfaction. With Streamlite you'll experience fewer reshipments, fewer late orders, and fewer frustrated customer calls. In addition, our service includes:

- ZIP code correction
- Mid-stream package retrieval
- Returns management

#### Dock to door visibility

Delivering as promised is our #1 job. Since each package is scanned and tracked by OnTrack™, our proprietary technology platform, you and your customers get critical shipment status information along the way, including:

- Actual (not predictive) scans
- Custom and standard reports
- End-consumer tracking from your website or ours

#### Flexible solutions tailored to improve your supply chain

We built our network and technology platform to create the best solution for your company, allowing you to improve operational processes, minimize risk, and drive economic improvements. Streamlite is flexible to your needs, and provides:

- Varying levels of integration
- Ability to scale with your shipping volume
- Flexible pick-up schedules

#### Thinking about switching to Streamlite? We make it easy!

Adding Streamlite to your supply chain is easy. Our dedicated Implementation Team collaborates with you to understand the intricacies your operation, your delivery needs and technical specifications to tailor a solution that improves service, efficiencies, and ultimately, your supply chain economics.

Our customers agree: *"Streamlite had competitive rates but also the flexibility – both in mindset and technology platform – to fully integrate with our system. Other competitors dictated when and how our packages had to be presented for pickup... but Streamlite said, 'You tell us,' and they adapted to our system."*

Read the entire case study at: [www.streamliteinc.com/CustomerInsight](http://www.streamliteinc.com/CustomerInsight).

Improve your delivery economics and reliability. Contact us today! (800) 920-5494



## Strive Logistics

### Delivering Your Business™

#### The SL Mission:

Our goal is to contribute long lasting value to our partnerships by seeking out strategic improvements for our clients' supply chains. Pushing service, communication and technology to new limits, our people promote innovation as we continue to grow as a premier Lead Logistics Partner.



**STRIVE**  
LOGISTICS

#### Strive Logistics

Delivering Your Business™  
3008 N Lincoln Ave  
Chicago, IL 60657  
Phone: 773-342-5780  
Toll Free: 866-787-4831  
Fax: 773-342-5585  
sales@strivelogistics.com  
www.strivelogistics.com

#### Delivering Your Business™

Strive Logistics is a uniquely positioned comprehensive transportation provider, combining the best practices and resources of a 3PL with our asset based fleet, Strive Transport Group. Our customers have access to a wide array of solutions no matter how complex the problem.

Service, communication, reliability, and dedication to excellence guide our operations to meet any challenge. Our focus is to develop strategic partnerships with our customers, creating a mutually beneficial relationship that is sustainable in our constantly changing marketplace.

#### More than Transportation

Our emphasis on customer service sets us apart from our peers and has allowed us to grow exponentially over the past two decades. Strive's comprehensive multi-modal network allows us to prepare the best possible solutions

based on the requirements our clients set forth. We identify ways to improve efficiencies and create better processes with significant cost savings.

Whether you are a Fortune 500 company or a small business owner, collaborating with Strive will give you instant access to competitive pricing and benchmark-setting service that will yield results for your business.

#### Supply Chain Solutions

From carrier procurement and management to load optimization and settlement, we will assess your opportunities and build a custom package from our host of services to fit your supply chain. Our experts will offer you a free optimization analysis of your transportation network and will work side-by-side with you to uncover the areas for improvement. You decide what fits your business needs and budget, and we will deliver a solution that works.

#### Performance

With leading edge technology and a full range of logistics and transportation services, our customers benefit from real time visibility, increased access to capacity, vendor management and tracking, as well as a multitude of other customizable solutions.

As a global provider of truck, rail, ocean, and air transportation, we successfully combine leadership in logistics services with our expertise in freight management technology to support your organization. Our resources allow any shipper to identify and take advantage of undiscovered efficiencies in their supply chains creating cost savings where they may have never thought possible.

For more information please visit us at  
[www.strivelogistics.com](http://www.strivelogistics.com)

For an interactive experience, please learn more at [www.strivelogistics.com/flipbook/SL.html](http://www.strivelogistics.com/flipbook/SL.html)

## TMSi Logistics



**Ron Cain**  
Chairman & 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.



### 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 fifth consecutive year by *Inbound Logistics* as one of the nation's Top 100 3PL providers, and was also honored for the third 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, year-over-year cost savings for its customers. TMSi Logistics works with clients to design, engineer, and execute multi-dimensional 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](http://www.tmsilog.com) or call 603-792-2205.



### TMSi Logistics

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## TMW Systems Inc.



**David W. Wangler**  
President & CEO

**Mission Statement:**

TMW Systems, Inc., is committed to providing enterprise technologies that help companies manage transportation service activities effectively while improving profitability, asset productivity and their return on information.



**TMW Systems Inc.**  
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Beachwood, OH 44122  
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www.tmwsystems.com

TMW Enterprise Transportation Software (ETS), Optimization Software and Asset Maintenance Software are designed to address all of the detailed planning and execution processes of a transportation service provider-asset based or non-asset-based – such as motor carriers or a third-party logistics company managing commercial carriers – especially in combination with assets of its own – and of direct shippers primarily concerned with North American surface transportation. TMW solutions are field-proven, expandable and robust operations platforms that can be quickly configured for the many unique business needs of shippers, carriers and 3PLs – without custom software development

costs. Control expense and improve visibility to surface transportation execution with cost-effective TMS solutions from North America's leading enterprise transportation software provider.

TMW software is designed to be extendable with a broad range of specialized modules and integrated solutions for web portals, remote operations access, services and data integration, carrier management, process automation, optimization and fleet maintenance operations. Together, these applications form an execution-based resource planning and transaction system that supports the full life-cycle of the transportation process, from order management and carrier bids through financial

settlement – including routing, rating, shipment tendering, load-matching, track & trace, advanced billing and carrier or driver payment.

The modular nature of our solution portfolio has been proven successful in supporting the diverse business needs of:

- direct shippers and manufacturers with or without private fleets
- high-volume freight brokers with no fleet assets
- 3PLs serving specialized verticals, such as food and beverage, or broader markets
- retailers and DCs
- dedicated fleet operations
- petroleum marketers and distributors
- commercial carriers in TL or regional LTL, intermodal and specialized

## 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**

18850 8th Ave S.  
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info@transgroup.com  
www.transgroup.com

**T**ransGroup Worldwide Logistics is a U.S. owned full service Domestic and International Freight Forwarder and Global Logistics Provider. TransGroup provides transportation, warehousing and specialized logistics solutions, coupled with software tailored to meet the specific needs of each individual customer.

TransGroup was founded in 1986 by group of experienced industry professionals with a single vision – to create the most innovative transport logistics company available. Our mission from day-one has been to be the Future of Transport Logistics by developing industry-leading software and innovative logistics systems that work in concert to bring the services and technologies of tomorrow to our customers today.

We realized from our beginning that it takes more

than an inspiring mission statement to deliver real logistics value. It takes the collective synergy of a true customer/provider partnership, with global reach, powerful logistics systems and software tools all working together across the customer's entire supply chain. Our 'Customer Centric' approach, global reach and industry-leading software enable us to do just that. We partner with our customers to tailor and integrate logistics systems and solutions that deliver value across the entire enterprise – with TransGroup everyone is involved in the supply chain, from shipping clerks to suppliers to C-level executives.

At TransGroup, our logistics expertise is a balanced

cross-discipline of domestic, international and warehouse/distribution services, making TransGroup a true single-source transportation and logistics provider. The proof is in the product; we have grown to more than 90 stations spanning 5 continents (with over 40 stations in North America alone) and founded a global network of over 150 worldwide alliance partners that produce annual group revenues exceeding \$2 billion.

Today, after 25 years of delivering the Future of Transport Logistics, TransGroup is the most innovative transportation and logistics system available. Visit us on the web at [www.transgroup.com](http://www.transgroup.com)





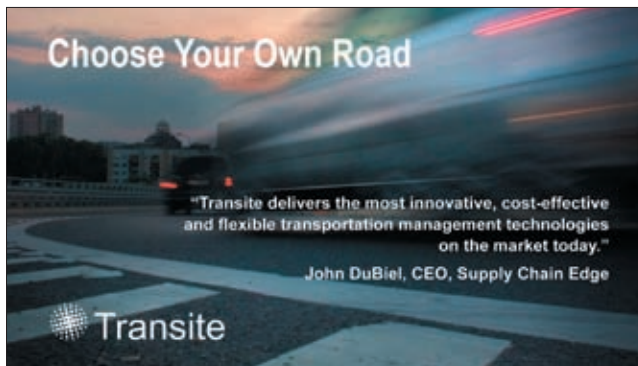
## Transite Technology

### Mission Statement

Transite will revolutionize transportation management by developing innovative, customer-based technologies that deliver dramatic cost-reductions and simultaneous business process improvements.

### Transite Values

- Highest Return on Investment for Customers
- Customer Focus
- Excellence in Execution
- Innovation
- Superior Domain Knowledge



**F**ounded in 2002, Transite's solutions, technologies and services enable America's best run 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, and Con-way.

Over the years, our emphasis on honest customer satisfaction has earned Transite a customer retention rate of more than 95%.

### Products

#### *Jaguar Suite of Transportation Management Systems*

■ **Jaguar TMS.** Transite's Jaguar transportation management system (TMS) offers customers the ability to manage and automate aspects of the logistics cycle, from creating a shipping order to executing freight audits and reports. Customers are allowed to initiate orders, track shipments in real time, and notify parties of any change in status. The supply system is placed under one parallel operated data system that will send and receive electronic data interchanges (EDI) and efficiently decrease repetition in order entry. Additional functions include; automated mode and shipping selection, financial reporting, and tracking information.

■ **Jaguar Contract Manager.** Jaguar Contract Manager is a sophisticated contract management and transportation (or freight) pricing system. With its ability to rate any type of TL, LTL, and parcel shipment, it

manages every facet of the pricing process. It allows easy management of transportation agreements, transit times, rate bases, and vendor routing guides. This system is used to provide rates for outbound as well as access by vendors for inbound carrier compliance.

■ **Jaguar TDP.** Transite's Jaguar Transportation Development Platform (TDP) is an industry-unique transportation management platform for carriers, 3PLs and shippers. JaguarTDP 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.

#### *Continental LTL Neutral 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

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Raleigh, NC 27615  
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info@transite.com  
www.transite.com

# Transplace



**Tom Sanderson**  
President & CEO

#### 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

Corporate Headquarters:  
Dallas, TX

Operations Center: Lowell, AR  
Worldwide Locations Include:  
Hong Kong, Monterrey, Laredo  
info@transplace.com  
www.transplace.com  
http://blog.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, award-winning 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.

#### Transplace Mexico: Experience, Local Knowledge and Comprehensive Services

With Transplace, your freight movements across the U.S.-Mexico border are smoother, faster, more predictable and worry-free. Our local experience includes agreements with a network of trusted core carriers that share our high service standards ensuring smooth sailing. This extensive carrier base and supply chain operations knowledge proves that Transplace Mexico doesn't just provide freight brokerage services. Transplace Mexico offers a comprehensive and efficient trans-border supply chain solution that saves you money, time and headaches.

**TRANSPLACE**

*The 3PL & Technology Company*



## Transportation Insight



**D. Paul Thompson**  
Chief Executive Officer

### Mission Statement:

To create a significant competitive advantage for our clients by providing unsurpassed logistics expertise and technology.

*"We help our clients dominate their market."*

### Core Services:

- Co-Managed Logistics
- Financial Settlement
- Technology
- Business Insight

### Additional Strategic Services:

- LEAN Consulting with full Shingo Prize examiner credentials
- Organizational Development with staff training and strategic planning
- Supply Chain Sourcing of indirect materials, packaging and MRO

*Transportation Insight*®

### Transportation Insight, LLC

328 First Avenue NW  
Hickory, NC 28601  
828.485.5000  
transportationinsight.com  
totalinsight.com



**T**ransportation Insight was founded in 1998 by a team of executives with extensive backgrounds in supply chain management within North America. From the outset, the company has been focused on creating a sustainable competitive advantage for our clients. Transportation Insight's deep industry experience, robust technology platform and our close relationships with a wide variety of service providers enable our clients to reduce costs and drive greater efficiency across supply chains. However, unlike many 3PLs in the marketplace today, our primary focus is on long-term continuous improvement. Our core services include: Co-Managed Logistics, Financial Settlement, Technology and Business Insight.

### Co-Managed Logistics

At an early stage of any new client relationship, Transportation Insight's experts perform a detailed assessment of a client's current supply chain cost and service performance. This approach allows us to provide our clients with a customized Value Roadmap for improvements. After deployment of our logistics solution, Transportation Insight's engineers provide our clients with an on-going, proactive analysis of their existing and emerging supply chain needs. Our clients receive

the benefit of our expertise, best-in-class processes, industry-leading technology and decision-empowering insight – while maintaining final control over all supply chain decisions.

### Financial Settlement

Auditing and processing more than one million supply chain invoices each year, Transportation Insight has a proven record of eliminating overcharges, while also greatly reducing administrative costs for our clients. Our audit and payment process begins with a commitment to data accuracy, facilitating not only overcharge avoidance, but also providing the basis for more advanced business insight. Key aspects of our financial settlement offering are as follows:

- Freight Bill Audit
- Consolidated Electronic Billing
- General Ledger Coding
- Carrier Payment
- Freight Refunds for Service Provider Failures
- Freight Accruals

### Technology

An effective Transportation Management System (TMS) supports cost reductions, streamlines shipment execution and improves visibility and responsiveness across an organization's supply chain. Without requiring a capital expense commitment, Transportation

Insight provides our clients with InsightTMS™ – the most versatile transportation management system on the market today. InsightTMS™ allows a high level of customization through modular, scalable applications, which can be integrated into the client's operating platform, or which can be used as stand-alone web-based applications.

### Business Insight

Transportation Insight provides reliable, actionable Business Insight that helps our clients identify continuous improvement opportunities. Whether a client needs a customized report outlining logistics trends across multiple divisions and locations, or simply wants to know where a shipment is, we provide the information the client needs, when they need it. Our web-based applications, comprehensive reporting, integrated solutions, and customized analytical studies help guide decisions. Our Business Insight capabilities include:

■ **Insight Now:** Identify optimal shipment routing, provide in-transit tracking, deliver settlement information, and secure other valuable information needed to manage the supply chain.

■ **Historical Insight:** use customized reporting to uncover missed opportunities, to create accountability, to illustrate trends, and to make decisions.

■ **Future Insight:** access our experienced logistics engineers and proprietary modeling; perform network rationalization; optimize the current and future supply chain via advanced analytical tools, and much more.

## TransportGistics

[www.blgen.com](http://www.blgen.com)  
[www.freighttracing.com](http://www.freighttracing.com)  
[www.insourceaudit.com](http://www.insourceaudit.com)  
[www.productreturns.com](http://www.productreturns.com)  
[www.routingguides.com](http://www.routingguides.com)

TransportGistics puts you in control with global, multi-product 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



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Fax: 631-563-2497  
[sales@transportgistics.com](mailto:sales@transportgistics.com)

**Simpler-is-better  
transportation  
management and  
logistics solutions.**

### **Transportation Management and Logistics Solutions**

TransportGistics is a global, multi-product and services company that provides market leading, simple, incremental solutions for transportation and logistics management. Our rich history in micro logistics solutions and macro logistics strategies is the fuel that drives our simpler is better model.

Our innovative, incremental strategy to assist and enable our customers to achieve cost effective independence from legacy practices has been highly successful resulting in double digit cost savings, cost avoidance and rapid ROI.

### **Solutions should not be more complicated than the problems they are trying to solve!**

Simpler is better and that is the approach that we have taken with our 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.

- **BLGen:** Create and communicate transportation forms including packing slips, carton labels, LTL and TL Bills of Lading.
- **FreightTracing:** Provides complete shipment visibility including alerts.
- **InsourceAudit:** A freight bill management, shipment information, cost control portal that enables users to manage and control pricing and performance, freight invoices, payment and information.
- **ProductReturns:** Enables users to automatically generate return authorizations, route shipments via least cost carriers, generate bar coded Bills of Lading and facilitates the receiving and accounts payable/receivable processes.
- **RoutingGuides:** Enables streamlined and simplified production, maintenance, distribution, and compliance by eliminating the need to print, distribute and track receipt of new or updated Routing Guides.
- **TGIBid:** TGI-Bid is a web based shipment auction

portal that allows your users to submit your shipments to your carrier partners and then award the carrier with the shipment that meets your criteria, (price, transit time, etc).

- **TGIRater:** Web based solution programmed with your negotiated carrier agreements. Community management allows for hierarchical access with easy management and usability. Company data can be pre-populated for ease of entry and improved data quality. Time in transit and least cost carrier calculations are performed across your entire carrier base.

TransportGistics products address the inefficiencies in transportation management, reduce freight expense, simplify the functions to be executed, make transportation information immediately visible to all parties involved in the transaction process, improve communications, and increase productivity.

If you are interested in simplifying your complex logistics challenges, call us today at **631-567-4100**, or visit us on the web at [www.transportgistics.com](http://www.transportgistics.com)



## Trendset Information Systems



**Gary Selvaggio**  
CEO and Founder

### Mission Statement:

Trendset's mission is to provide a work environment conducive to innovation where breakthrough, business valuable, logistics solutions are envisioned for our global clients and then quickly and securely brought to market via an effective and leveraged use of technology and human intellectual capital.



**T**rendset Information Systems, headquartered in Greenville, South Carolina, is a leading provider of customized supply chain solutions serving the logistics and transportation sectors for over 25 years. Trendset's advanced software and web systems empower the client with real-time information and data mining capability never before seen in the industry.

Trendset serves hundreds of shipper clients, processing and paying nearly seven billion dollars in domestic and international invoices annually. Our services include: freight audit and payment, logistics consulting, transportation management system, and business intelligence.

Trendset's freight audit solutions are among some of the best in the world, leading to overall savings across different locations and product lines. Through our innovative technique of data collection, your company is able to leverage the data produced through our reporting tools to become more competitive.

Trendset has experience providing and implementing customized solutions that clients are unable to do so

internally or with other firms. Our services can be utilized separately or in conjunction with one another, as all the information is derived from the data sources provided by our clients. This comprehensive and complex form of data manipulation offers our clients solutions to their unique internal requirements. With successful growth from our inception in 1984, Trendset continues to offer clients stability, security, and innovative solutions to their most complex transportation situations.

We strive to have a true understanding of our clients' supply chain needs, fully realizing their important transportation and accounting procedures. With this knowledge we are then able to build our customized business intelligence solutions that create a competitive advantage through realized cost savings, more knowledgeable decision making, and overall efficiency across locations.

### Solutions

- Freight Audit and Payment
- Logistics Consulting
- Transportation Management System
- Business Intelligence

Trendset Information Systems is a privately held company headquartered in Greenville, South Carolina with operations in Mexico City, MX. We have been compliant with Sarbanes-Oxley SAS-70 type II audits since 2006. Since our founding, Trendset has always understood that being a freight audit and payment company is a position of trust. Our company believes in and maintains the highest standards of integrity, combined with strong controls and accountability. SAS-70 Type II certification acknowledges this excellence.

Trendset is also an active partner to the OFAC, the Office of Foreign Asset Control. By complying with the OFAC, in combination with our SAS70 compliance, Trendset is assuring our clients that all payments initiated by Trendset meet and exceed all regulatory requirements imposed by the federal government.

Contact Trendset Information Systems today to learn more about the most advanced supply chain solutions available today that will lead you into tomorrow.

**Trendset**  
INFORMATION SYSTEMS

### Trendset Information Systems

4 Interchange Blvd.  
Greenville, SC 29607  
864-297-9255  
trendset.com

**TTS, LLC**

**Andy Cole**  
*President and  
Chief Executive Officer*

**Mission Statement:**

TTS is a diverse organization focused on providing our agent network, their customers, our employees and vendors with industry leading technology, transportation and business solutions while enhancing stakeholder value.



**A**t TTS, we offer the very best combination of people, process and technology to provide our customers the best solutions to fit their needs and objectives. Our goal is not to provide a particular service we offer, but to provide the right solutions that meet our customers' needs.

Whether you need transactional transportation management services, supply chain engineering and

management or something in between, we're primed to activate solutions for all levels of logistical needs. And the buck doesn't stop at the border; TTS operates globally as well as domestically, supporting you with the same great services no matter where you go.

TTS offers a full complement of transportation and supply chain management services, including:

■ Transportation Management

- Supply Chain Consultancy
- Supply Chain Design and Management
- Inbound and Outbound Logistics Management – All Modes of Transportation Services



**TTS, LLC**  
2595 Dallas Parkway  
Suite 300  
Frisco, TX 75034-8530  
214-778-0800  
Fax: 214-778-0880  
david.miller@tts-us.com  
www.tts-us.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



**T**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, over-dimensional and project cargo.

Areas of concentrated expertise include: extremely

high value cargo, selection and use of credentialed carriers and high security carriers, Rx and OTC pharmaceuticals, JIT/tight timetables, adherence to, and validation of contractual, site-specific 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
- LTL
- 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. Chamber of Commerce



**Thomas J. Donohue**  
*President and CEO*

### Mission Statement

To advance human progress through an economic, political and social system based on individual freedom, incentive, initiative, opportunity, and responsibility.

As the voice of business, the Chamber's core purpose is to fight for free enterprise before Congress, the White House, regulatory agencies, the courts, the court of public opinion, and governments around the world.



### Representing your ideas—and interests—in Washington for nearly a century.

The U.S. Chamber of Commerce is the world's largest business federation, representing the interests of more than 3 million businesses of all sizes, sectors, and regions, as well as state and local chambers and industry associations. More than 96% of U.S. Chamber members are small businesses with 100 employees or fewer.

As the voice of business, the Chamber's core purpose is to fight for free enterprise before Congress, the White House, regulatory agencies, the courts, the court of public opinion, and governments around the world.

A January 2010 public opinion survey conducted by Harris Interactive found that Americans rank the U.S. Chamber of Commerce among the top five best-known and respected organizations in

Washington. The Chamber consistently leads the pack on lobbying expenditures.

From its headquarters near the White House, the Chamber maintains a professional staff of hundreds of the nation's top policy experts, lobbyists, lawyers, and communicators. Special initiatives covering energy, infrastructure, education and training, and workforce rules help drive the pro-business agenda.

The Chamber is also active in shaping legal policy through its in-house law firm, the National Chamber Litigation Center (NCLC), and through the Institute for Legal Reform (ILR).

Through its growing network of grassroots business activists, the Chamber makes a tremendous impact educating voters, turning out the business vote, and advancing legislation on Capitol Hill.

The Chamber continues to drive the agenda on job creation through its Campaign for Free

Enterprise, a comprehensive, multiyear campaign to support free enterprise through national advertising; grassroots advocacy; citizen, community, and youth engagement; and research and ideas leadership.

The leadership is equally diverse, with more than 100 corporate and small business leaders from all sectors serving on the board of directors.

If your organization is not a member of the U.S. Chamber, there are plenty of reasons it should be. Learn more about chamber, association, and business membership.

### International Division

The Chamber's International Division works in collaboration with more than 100 American Chambers of Commerce in countries around the world. The Chamber also runs the Center for International Private Enterprise (CIPE), a program of the National Endowment for Democracy.

### U.S. Chamber of Commerce

1615 H Street, NW

Washington, DC 20062-2000

Main Number: 202-659-6000

Customer Svc: 800-638-6582

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



## U.S. Xpress Enterprises



**Patrick E. Quinn**  
Co-Chairman  
**Max L. Fuller**  
Co-Chairman

Founded in 1985, U.S. Xpress Enterprises offers a full spectrum of service offerings, advanced technology, extensive capacity, and above all, personal service. We are committed to being at the forefront of safety compliance, using comprehensive training for our staff and drivers and ensuring our trucks feature the latest safety innovations.

U.S. Xpress Enterprises offers solutions for a range of industries, including:

- Automotive
- Consumer products
- Floor coverings
- Food, beverage and grocery
- Manufacturing
- Retail
- 3PL
- Electronics

U.S. Xpress Enterprises' affiliates include:

- Arnold Transportation Services
- Smith Transport
- Total Transportation of Mississippi
- Xpress Internacional
- Xpress Global Systems

**U.S. Xpress Enterprises**  
Corporate Headquarters  
4080 Jenkins Road  
Chattanooga, TN 37421  
Phone: 800-251-6291  
Fax: 423-510-4081  
askusx@usxpress.com  
www.usxpress.com



U.S. Xpress Enterprises has worked for more than 25 years to change the landscape of the transportation world. Today, U.S. Xpress Enterprises is the nation's second largest privately-owned truckload carrier, providing a wide variety of transportation solutions throughout North America. With 8,000 trucks and 22,000 trailers in our overall fleet, we deliver complete solutions for our customers.

### Service that matters

Our people build relationships with each customer, understanding your needs so we can meet your unique challenges. This way, we can move quickly to deliver the value and service that really matter to you.

### Driven by innovation

As an award-winning leader in innovation in the trucking industry, U.S. Xpress is constantly on the lookout for ways to do things better and more efficiently. Our initiatives in technology mean better use of resources, resulting in cost-related efficiencies for our customers.

In addition to providing superior customer service and leveraging advanced technology, sustainability

and safety are two of our top priorities. Our focus on conservation and research has helped us to develop green initiatives that offer a payback in savings to both the bottom line and the environment. And in 2009, U.S. Xpress earned a SmartWay Excellence Award from the Environmental Protection Agency, recognizing the Company's dedication to green initiatives.

Over the years, we have continually worked to make our equipment the standard for driver comfort and safety. The technology aboard our trucks has been placed there because we want our drivers to focus on the job at hand – keeping themselves and our customers' cargo safe. Without the proper respect for safety, it is impossible to achieve the levels of service excellence that our drivers have established for U.S. Xpress.

### Our services

U.S. Xpress Enterprises offers a wide variety of transportation solutions to solve almost any shipping need.

- **Solo Truckload.** With

more than 3,000 drivers and over 2,800 tractors, we take a solutions-oriented approach to meeting a wide range of your transportation needs.

- **Team.** Going further, faster, safer. We feature one of the largest team fleets in the truckload sector.

- **Dedicated.** Eliminate the risk and liability when you let us be your outsourced private fleet. We analyze your transportation needs to develop customized solutions.

- **Demand Critical.** As one of the largest providers of expedited and time-definite services, we provide on-demand capacity when and where you need it.

- **Intermodal.** Employ the cost advantages and range of capacity options. We deliver seamless, on-time service with no restrictions.

- **Logistics.** We provide a comprehensive, cost-effective and customizable transportation management system to help you focus on your bottom-line.

- **Brokerage.** By maintaining strong partnerships with our carrier partners, we are able to rely on a vast network to meet all your transportation needs.

- **Specialized LTL.** We take a non-traditional approach to LTL, and with 30 service centers in 60 major markets, we offer nationwide presence, including warehousing services.

- **International.** Leverage our experience and border relationships to keep your freight moving seamlessly.

**U.S. XPRESS ENTERPRISES**  
SERVICE THAT MATTERS – DRIVEN BY INNOVATION

## Union Pacific



**Jim Young**  
Chairman and CEO

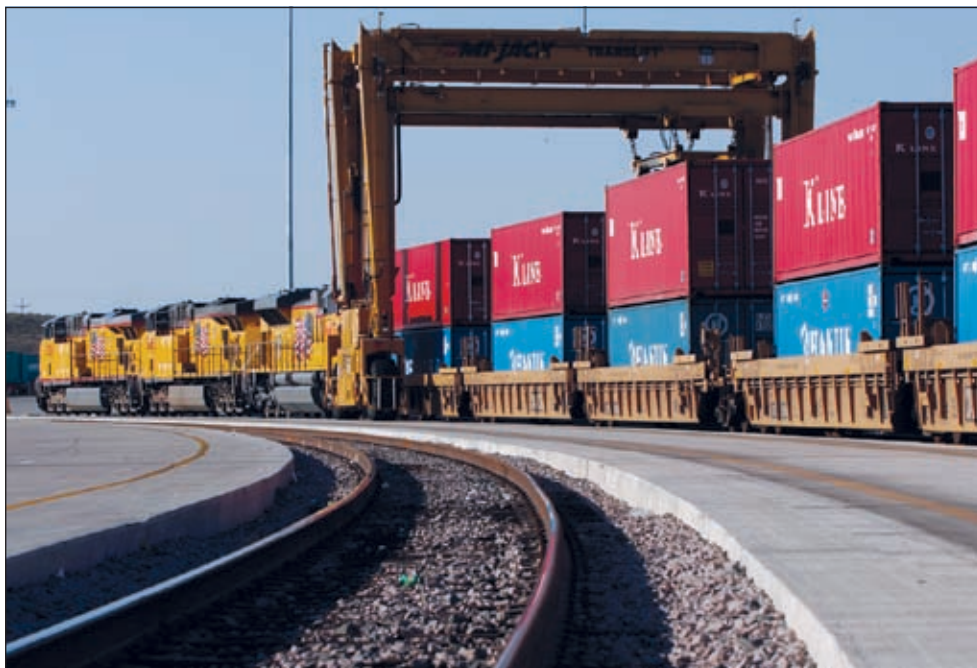
### Mission:

For nearly 150 years, Union Pacific has exemplified a commitment to service and delivered the goods American families and businesses use daily. Today, we continue to build on this tradition by providing one of the safest, most fuel-efficient and environmentally responsible modes of freight transportation. Union Pacific maintains a commitment to excellence and getting the job done safely, ethically, efficiently and with respect for all stakeholders.



**BUILDING AMERICA®**

**Union Pacific**  
800-877-0513  
[www.unionpacific.com](http://www.unionpacific.com)



### Union Pacific Delivers Door-to-Door Logistics Expertise

Every day, customers in every industry take advantage of Union Pacific's logistics expertise. Union Pacific coordinates the efficiency of America's rail network with the flexibility of trucks and the reach of ocean carriers to provide door-to-door freight transportation solutions. No matter what customers ship, or where they need to ship, Union Pacific gets it there.

With logistics expertise and coordination that come with managing a fleet of more than 8,000 locomotives and 200,000 rail cars, Union Pacific makes it easy for customers to navigate complex logistics processes. Through on-time freight transport from a variety of locations – whether near rail or not – Union Pacific helps customers manage tighter inventories to meet growing business demands.

### No Rail, No Problem

Through its Union Pacific Distribution Services subsidiary, Union Pacific logistics experts have experience in practically every industry including automobiles, chemicals, energy, agriculture, metals, minerals, forest products, consumer goods and more.

Union Pacific's new-customer onboarding team helps customers determine which services best meet their transportation needs. The company offers new customers a unique "white glove" service for the first 90 days to ensure a seamless transition of their business to Union Pacific.

From initial introduction through the first shipment, the onboarding team acts as a single point of contact, easing the process of becoming a Union Pacific customer – from credit application, to shipment, invoicing and everything in between. In essence, the onboarding team represents

a new-customer welcoming committee.

### Fuel-Efficient and Environmentally Responsible Freight Transportation

Shipping by rail is the most fuel efficient and environmentally responsible mode of ground freight transportation.

■ Union Pacific can move one ton of freight 480 miles per gallon of fuel. That's like your car getting more than 250 miles to the gallon.

■ Rail is almost four times more fuel efficient than truck, according to the U.S. EPA.

■ Freight trains generate a carbon footprint that is an average of 75 percent less than trucks.

■ Union Pacific owns America's cleanest Class I locomotive fleet.



## Unyson Logistics

A Hub Group Company



**Dave Porter**  
Executive Vice President



**Donald Maltby**  
Chief Supply Chain Officer

### Mission Statement:

Our mission is to be the best 3PL in providing multi-modal capabilities while guaranteeing supply chain savings and adapting our services to meet each client's ever increasing needs.

### Markets We Serve:

- Retail
- Manufacturing
- Consumer Goods
- Pharmaceutical Specialty Markets

### Unyson Logistics

3050 Highland Parkway  
Suite 100

Downers Grove, IL  
60515-5543

Toll Free: 866-409-9759

Fax: 314-993-5682

Email:

[info@unysonlogistics.com](mailto:info@unysonlogistics.com)

Website:

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



**I**n 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.



## 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.

#### Our primary services include:

- Air and Ocean Freight Forwarding
- Contract Logistics
- Customs Brokerage
- Distribution
- Managed Transportation Services
- Supply Chain Analysis and Consulting

#### UTi Worldwide, Inc.

100 Oceangate, Suite 1500  
Long Beach, CA 90802  
1-800-331-1226  
UTiL\_info@go2uti.com  
www.go2uti.com

### 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 value-added services.

### UTi Freight Forwarding

With over 360 freight forwarding facilities operating in 279 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 inter-modal 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.





## 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](http://www.wagnerindustries.com)



**F**or over 60 years, courtesy, 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-to-end 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, repackaging, display assembly and returns processing.

From planning to implementation, choose Wagner for Integrative Logistics Solutions. Visit our website at [www.wagnerindustries.com](http://www.wagnerindustries.com) or give us a call at 1-800-817-1264 ext 320 to learn more about how we can help.

## Watson Land Company



**Bruce A. Choate**  
*President and CEO*

Watson Land Company was founded in 1912 on a simple promise: To be good stewards of the land. Today, this promise lives on through an unyielding commitment to our customers and the communities we serve. Our rich history is the foundation for a dynamic future of innovation and leadership.



### **Watson Land Company – The Heritage Continues**

Watson Land Company was founded in 1912 on a simple promise: To be good stewards of the land. Nearly a century later, Watson has seen this promise fulfilled through a steadfast commitment to its customers, communities, and environment.

The company's legacy is built upon its dedication to delivering flexible, high quality industrial buildings within master-planned centers. Today, Watson is among the nation's

largest developers, owners and managers of industrial real estate.

Watson also has a long-standing commitment to the environment as the first developer in Southern California to design and construct speculative industrial buildings in accordance with the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED®) guidelines.



### **Watson Land Company**

22010 Wilmington Ave.  
Carson, CA 90745  
310-952-6400

[watsonlandcompany.com](http://watsonlandcompany.com)

Contact: Lance Ryan

[lyan@watsonlandcompany.com](mailto:lyan@watsonlandcompany.com)



## Weber Logistics



**William H. Butler Jr.**  
President, CEO

### Mission Statement:

Weber's mission is to be the dominant provider of innovative logistics solutions designed to solve the most complicated supply chain challenges within the consumer packaged goods, retail, confectionary and chemical industries.



### Weber Logistics

13530 Rosecrans Ave.  
Santa Fe Springs, CA 90670  
855-GO-WEBER  
Fax: 562-921-5522  
MLevin@weberlogistics.com  
www.weberlogistics.com



**W**eber Logistics is a nationwide provider of logistics and supply chain solutions. Weber's expertise encompasses contract and shared warehousing management, freight management, and LTL and TL transportation management.

Specific value-added services include temperature-controlled environments, cross docking, transloading, pool distribution, network optimization modeling and analysis, retail compliance, and supply chain management.

Weber Logistics specializes in supplying innovative solutions for four major industry groups:

- Retailers/Importers
- Food & Beverage/CPG
- Chemical/Specialty Products
- Confectionary

Weber has years of experience serving such well-known and respected companies as, Safeway, General Mills, Hershey, Nestlé, Spectrum Brands, California Innovations, Scholastic Books, and PPG Industries. The range of services that

Weber provides these and other customers includes inventory management, order fulfillment, UCC and SSCC label creation, EDI, pick-pack, kitting, packaging, and light assembly with full automation.

Weber also ensures that all retail compliance requirements are met for each order it ships. The company's comprehensive Retail Compliance Program manages specific routing, shipping and labeling requirements for all major retailers.

One customer taking advantage of Weber's retail logistics expertise is Buxton, which manufacturers high-quality personal leather goods. Buxton originally signed with Weber in 2008 because its East Coast-based pick-and-pack distribution strategy no longer fit the company's business model. Buxton renewed its contract last year.

"We are confident that Weber can do the job efficiently and they were very competitive as far as price is concerned," says Kendall Walsh, Buxton's supply chain director. "Their

communication is phenomenal and if any issues should arise, everything is documented and addressed at every level of the company from the top down. We can get a hold of someone at any point in time and they always follow through. We feel like we have a real partnership with Weber as opposed to being a customer."

Buxton has more than 4,000 unique SKUs that it stores at Weber facilities. The company ships from 3,500 to 6,000 orders per week containing 23,000 to 43,000 cases. These orders are received and routed by Weber for picking by case or pallet. Completed orders are promptly shipped to major retail customers, such as Samsonite stores, Gottschalks, Sears, JCPenney, Fred Meyer, and Nordstrom, to name a few.

As a result of Weber's ongoing innovation, experience and dedication, the company has received 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.

For more information about Weber Logistics and its services, please call to 855-GO-WEBER or visit [www.weberlogistics.com](http://www.weberlogistics.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 55 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 customer's 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
  - LTL
  - 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, which are 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

- 835+ Power Units
- 3,800+ 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  
(Acquired by Brown Trucking 2010)

### West Brother's Transportation Services, Inc.

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Durham, NC 27703  
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www.westbros.com

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**Brown Trucking**  
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Lithonia, GA 30058  
Office: 770-482-6521  
www.BrownTrucking.com

Contact: Bill Lusk  
VP Sales & Marketing  
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### Welcome To The West Companies

West Brother's Transportation Services, Inc., a wholly owned subsidiary of Brown Trucking 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 achieving these specific productivity goals. 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 800 power units and almost

4,000 trailers, to the latest in efficient route planning and design software. There are a total of 80 freestanding logistics locations throughout our 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. Our safety commitment is regularly recognized with the highest awards in multiple categories by the NCTA and the GMTA.

### Our Expanding Footprint

Our network of logistic solutions spreads across the Continental U.S. As a demonstration of our Productivity in Motion™ culture and commitment we can establish, staff, equip, open and manage a new dedicated operation in less than 30 days of signing a new contract.

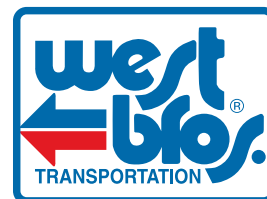
### More Than a Trucking Company

Through our sister companies and the expanded resources of our parent

company, Brown Trucking, we offer clients access to a full range of supply chain solutions including commercial truck leasing and contract maintenance, distribution and warehousing, transportation and brokerage management. These services can be added seamlessly, thereby reducing the number of individual vendors clients need to deal with.

### Remembering Our Roots

While our operations have continued to expand rapidly, 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 primary focus and commitment.



**PRODUCTIVITY  
IN MOTION™**

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.

**WSI**

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www.wsinc.com

**CONDITION.  
COUNT.  
TIME.**



*Supply chain solutions you can depend on.*

**F**or more than 45 years, WSI has helped customers succeed through reliable warehousing, distribution and logistics. Our customer-focused approach and unwavering business ethics have helped us retain long-term customers and become recognized as one of the top 3PLs in North America.

**Third Party Logistics**

WSI offers integrated solutions to maximize efficiency, improve reliability and reduce costs across a customer's entire network. Sophisticated analytics identify trends and facilitate more informed decisions.

**Warehousing/  
Distribution**

Operating a nationwide network of integrated facilities totaling more than 14 million sq. ft., WSI offers specialized distribution services with same-day or next-day service throughout the U.S. Facility throughput analysis and design ensures efficient product flow, lower costs, higher accuracy and reduced damage.

**Fulfillment**

Whether your market is wholesale, retail, B2B or B2C, WSI can provide tailored fulfillment solutions. We support customers with pick & pack, cross-docking, reverse logistics, consolidation, POP displays and more.

**Import/Export**

WSI helps our customers navigate the intricate details of the import/export process, including cross-border 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  
Include:**

- 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**