

# 2012 **LOGISTICS PLANNER**

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upply chain integration is a rule measured to the inch. It's enforced by global volatility, government regulation, corporate mandate, technology innovation, and sound business practices. With today's market parameters constantly in flux, shippers are routinely disassembling their supply chains to find hidden efficiencies and remove excess costs.

Then they apply business process fixes and tighten the bolts – but not too tight. Integration is a fluid cycle of evaluation and optimization. That's why it's incumbent upon shippers to remain vigilant as they assess the market.

This year's Logistics Planner features a select group of companies that have the requisite tools and skillsets to help facilitate all aspects of supply chain integration. The logistics, transportation, and supply chain leaders profiled in the following pages can help you reduce inventory and supporting infrastructure, advance your order-to-cash cycle, and move shipments more efficiently.

As a linkage between "what is" and "what could be," the Planner can assist you with evaluating and selecting new logistics sites and facilities, and maintaining or forming new partnerships with logistics partners, providers, and carriers, among others. And of course, the Planner can help with your continuing quest to replace inventory with information to effectively match demand signals to supply.

These integrators understand the nuances of aligning business culture, vision, and objective; linking up and communicating information critical to strategic decision-making; and coordinating supply chain management efforts with go-to-market strategies. By creating a more connected pipeline between store shelves and supplier racks, you create a framework that can more easily scale inventory and reduce transportation costs while remaining sensitive and responsive to changing market variables.

Flexibility will be important in 2012 as you leverage supply chain excellence to boost customer service, rationalize existing assets and networks, expand to new markets, or just track the economic trend line more closely. The Logistics Planner offers a guide to companies that can help you achieve these goals.

The Logistics Planner is designed to present new information on suppliers of all shapes and sizes, with the broadest possible range of solutions, in a way that you find most useful. You'll find them alphabetically arranged, so you can read from page to page, and build your knowledge base on services and solutions available from these market leaders. The issue index (page 517) offers a thumbnail resource to find information you need about partners as quickly as possible.

Many readers work through

the Planner, reading page by page, choosing to get an overall industry update. Other readers use the Planner as a reference when they need to source transportation and logistics partners. (You should call companies profiled, too, not just because their support of *IL's* mission means they "get" your approach to logistics, but because these companies leverage change rather than resisting it, make investments even in tight times, to stay leaders in their segments.) Still other readers prefer to use the Planner as a doorstop (just kidding, we hope), or as a directory or direct response tool to get information on one type of service, or about a specific company, or even to send an RFP to help meet a logistics challenge.

And in keeping with this year's issue theme, the Planner is a fully integrated dashboard available in print, on the Web, in digital edition and on tablets, iPad, Kindle, or smartphone. This combined offering enables you to get the information you need, any way you want it, any time you need it.

Prefer to work online? At [inboundlogistics.com/planner](http://inboundlogistics.com/planner) you can view the same profiles you see on the following pages. Select profiles by company, market segment, type of solutions provided, and more. A number of companies have included corporate videos so be sure to check out their multimedia Profiles.

If you want to download the entire Logistics Planner, head over to [inboundlogistics.com/digital](http://inboundlogistics.com/digital). You can save it right on your desktop and distribute it electronically to your entire supply chain team.

Want decision support to help you meet your logistics and supply chain challenges? *IL* offers a free RFP service, available anytime at [inboundlogistics.com/planner/rfp](http://inboundlogistics.com/planner/rfp). The RFP is a unique sourcing tool that enables you to pose a specific question about your logistics challenge and put the experts in the marketplace to work for you to help solve it.

Print, web, digital, smartphone, tablet – we've crafted the most complete resource we can think of to help you to amp your supply chain in 2012.

## Getting the Most Out of Your Logistics Planner

- 1 The Planner Profiles on the following pages\*** include phone numbers, email, and URLs for you to contact the companies directly. Please mention you saw their Planner Profile in *Inbound Logistics* magazine.
- 2 View all the Planner Profiles online** at [inboundlogistics.com/planner](http://inboundlogistics.com/planner). Click through each in turn to find information on the profile participants, with links. Each online planner is now RFP-enabled to help you execute quickly.
- 3 Our digital magazine version of the Logistics Planner** is available at [inboundlogistics.com/digital](http://inboundlogistics.com/digital). You can download the entire January issue or just the Logistics Planner section.
- 4 Our exclusive online RFP service** at [inboundlogistics.com/planner/rfp](http://inboundlogistics.com/planner/rfp) lets you get information specific to your transport or logistics challenge. Simply describe your challenge or pose a question, and select the solutions providers you want to query. Your request is immediately sent to the market leaders who have agreed to respond to you quickly.

\* If you or members of your team want extra print copies of the Logistics Planner, they are available for \$50 each plus shipping and handling. Discounts are available for bulk copies. Send requests to: [Sonia@inboundlogistics.com](mailto:Sonia@inboundlogistics.com).

## 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, 2010, and 2011.



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.



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

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

### A&R Logistics, Inc.

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### A&R Global Logistics

- Customized Non-Asset

### Transportation Management Solutions

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

### A&R Transport

- The Established Leader in Dry Bulk Transportation Services

- Industry expertise in resins, plastics, and polymers
- Over 25 Terminals across the US
- Fleet of 1250 Dry Bulk Trailers and 800 Power Units Strategically located throughout the US
- Dry Bulk Intermodal and International Shipping Containers
- Cross Border Operations into Canada and Mexico
- Best-in-Class Service
- Member of: SmartWay, TIA, NTTC, Responsible Care, and SPI

### A&R Packaging and Distribution

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

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

We invite you to learn more about A&R Logistics by visiting us at [www.artransport.com](http://www.artransport.com)





## Aankhen Inc.



**Subhash Chowdary**  
CEO

### About Aankhen

Aankhen delivers innovative supply chain visibility solutions and services. Using GPS/RFID/OCR technologies, Aankhen enables Enterprises, 3PLs and Revenue Authorities to secure, see, monitor, command and control their supply chains intelligently in real time with fact based data captured by asset tracking devices.



### Stuff Happens

When exceptions happen in your Supply chain or to your shipments, you need to know as soon as possible to respond and make fact based decisions.

Aankhen's SeeTrak services deliver real time visibility to the flow of goods that you want to secure and monitor in your supply chain.

Using GPS/RFID/OCR technologies, SeeTrak delivers a new source of accurate data and intelligence to make fact based decisions to mitigate your supply chain risks.

### Supply Chain Visibility

SeeTrak delivers the most comprehensive range of real-time supply chain visibility data and intelligence in the supply chain and cold chain logistics industry using asset tracking devices.

SeeTrak services are used across industries by organizations such as 3PLs, Freight Forwarders, Enterprises and Revenue Authorities.

### Features and Benefits of using SeeTrak

#### SeeTrak features:

- Cloud based services
- No software to install
- Available on demand anywhere in the world
- Easy to use
- Easy to deploy
- Track only what you want
- Track only when you want
- Track anywhere you want (First mile, Last mile, Closed loop or anywhere in between)
- ERP and Planning systems integration using webservices

#### Benefits of using SeeTrak:

- Subscribe to security exception events:
  - Door Open
  - Tamper
  - Route Deviation
- Subscribe to Environmental exception events:
  - Temperature
  - Humidity
  - Shock

- Subscribe to Process events:
  - Begin Journey
  - Depart
  - Arrive
  - End Journey
  - Milestone
- See where your assets are at any time
- Gain new insight into your supply chain network and routes
- See chain of custody
- See opportunities for supply chain performance improvement
- See opportunities for improving resource/asset utilization
- Use the computed lead time analytics to reduce lead times and inventory
- Reduce theft, spoilage and costs significantly

Seeing is believing. SeeTrak will surprise you with insights into your supply chain you did not know. Visit [www.aankhen.com](http://www.aankhen.com) for more information on how we can help you make your supply chain better, faster and smarter.

## Aankhen Inc.

### Aankhen Inc.

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**ABF®**

**Roy Slagle**  
*President and CEO*

**Mission Statement:**

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

**Capabilities:**

- Worldwide Coverage
- Dual-System Regional and National LTL Solutions
- Expedited Shipping Solutions
- White Glove Delivery
- Trade Show Shipping
- Retail Delivery Solutions
- Customized Solutions
- Warehouse Solutions
- NVOCC Shipping
- Brokerage Services
- Intermodal
- Moving Solutions
- Robust Technology Platform

**ABF**

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**Take Control with Customized 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 white glove delivery inside your customer's home. In between is a single

point of contact 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. That's why 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 or click: 877-ABF-0000; [abf.com](http://abf.com).

**Take Control.®**

## 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



### 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, expedited 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)



ISO  
9001:2008  
REGISTERED



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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.



### ADS Logistic Services (ADS)

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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.



## 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 150 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 mail and freight. About 30 million pounds of this is fresh Alaskan seafood which is transported to the Pacific Northwest and beyond each year. The airlines serve more than 80 cities through an expansive network in Alaska, the Lower 48, Hawaii, Canada and Mexico.



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

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

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

many of the basic goods residents need to survive.

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

Alaska Airlines is always working to enhance its passenger and cargo services. In 2011, the company introduced Alaska Mobile Track™ allowing customers to track shipments while on-the-go using their cell

phone. The airline now also offers increased frequency to West Coast destinations as well as daily service to all four major Hawaiian Islands. Hawaii is served daily with 24 non-stop flights from Anchorage and seven West Coast cities including Bellingham, Seattle, Portland, San Diego, Oakland, San Jose and Sacramento.

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

*Alaska Air Cargo*  
ALASKA AIRLINES & HORIZON AIR

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## Amber Road Powering Global Trade



**James Preuninger**  
CEO

Amber Road 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, providing dramatic improvement to the performance of your global supply chain.



### Amber Road

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### Supply Chain Visibility



### Trade Automation



### Trade Portals



### Transportation Management



### Global Knowledge™



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

### Our Differentiators

- A total solution that includes global transportation management, trade compliance and supply chain visibility
- The industry's most comprehensive and current repository of global trade content and international business rules, addressing over 95% of the world trade market
- Data quality management technologies and processes that ensure complete

information and promote accurate decision-making

- On-demand delivery model that minimizes implementation costs to get you up and running quickly
- Performance management tools to benchmark and improve operations
- Global presence with 24/7 multilingual service and support capabilities

Leveraging the latest 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. We offer performance management tools that collect operational data to power the dashboards

and scorecards needed to continuously improve processes.

### Trade Automation

We automate export, import and trade agreement processes. Our trade compliance solutions are deeply integrated with Global Knowledge to improve the 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 GTM solutions to improve collaboration with your trading partners. You can easily solicit suppliers to provide FTA certificates, coordinate purchase orders and manage ship windows, or plan origin operations with your logistics provider partners.

### International Transportation Management

Our solution enables you to manage sea freight and airfreight transportation. Realize benefits by automating your annual tender, centrally managing approved carriers, routes and rates, optimizing carrier selection, and auditing freight bills.

### Global Knowledge™

Our Global Knowledge encompasses over 120 countries with comprehensive coverage of harmonized tariff schedules, standard and preferential duty rates, regulatory controls, restricted party lists, documents, quotas and much more.

## 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.



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

**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

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.

**Ameren**

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## American Society of Transportation & Logistics (ASTL)

### Mission Statement:

ASTL's mission is to facilitate education and certification in the fields of transportation, logistics, and supply chain management.



ASTL is a professional organization founded in 1946 by a group of industry leaders to insure a high level of professionalism and promote continuing education in the field of transportation and logistics. The CTL (Certified in Transportation and Logistics) Certification Program began in 1948. ASTL also offers the Professional Designation in Logistics and Supply Chain Management (PLS), the Distinguished Logistics Professional (DLP), and the Global Logistics Associate (GLA).

ASTL's mission is to facilitate education and certification in the fields of transportation, logistics, and supply chain management. ASTL's membership of shippers, carriers, educators, students, consultants and third-party logistics individuals are dedicated to continuing education and are committed to raising the professional standards in the industry.

ASTL offers members the following services:

- provides global networking of logistical and supply chain professionals from industry, consulting, military and prominent educational institutions
- provides the Transportation Journal for an in-depth perspective on current transportation/logistical issues
- provides the only global industry recognized transportation and logistics certification programs

### Benefits of Membership

- Professional Development and career enhancement through the professional certification programs: Certified in Transportation and Logistics (CTL), Professional Designation in Logistics and Supply Chain Management (PLS), and Distinguished Logistics Professional (DLP)

- Access to the most current information in the transportation logistics field found in the Transportation Journal
- Immediate access to a global network of transportation and logistics practitioners and educators
- Educational and networking opportunities through local chapters and affiliate organizations
- Learn the language of your customers
- Members-only access to ASTL directory
- Members-only LinkedIn group providing additional networking resources

For more information on industry events, certification programs or membership information please visit [www.astl.org](http://www.astl.org). To read more about the ASTL-China branch, check out: [www.astl-china.org/](http://www.astl-china.org/).



### American Society of Transportation & Logistics (ASTL)

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[www.astl.org](http://www.astl.org)



## Americold

### Americold Overview –

- Over 1.1 billion cubic feet of temperature-controlled space worldwide
- 12,000 employees
- 182 sites located in six countries: United States, Australia, New Zealand, China, Canada, and Argentina
- 4 billion tons of temperature-controlled freight shipped 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 customers' distribution needs and deliver a variety of complementary value-added services.

#### Port Facilities

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

### Transportation Solutions

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

- National & regional LTL transportation
- Direct-store delivery

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

### Business Solutions

#### Complete Supply Chain Visibility

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

#### Supply Chain Optimization

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

#### Performance Improvement

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



### Americold

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

## A.N. Deringer, Inc.



**Jake Holzscheiter**  
*President and CEO*

### Services:

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

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



**I**magine for a moment, a truly unique logistics partner. No voice mail. No large, single processing center for shipments and inquiries. Local representation by more than 30 customer service centers strategically located along the northern border and at major air and vessel ports of entry to serve you 24 hours a day, 7 days a week. Easy access to the President and members of the company's leadership team. Commitment to ensuring the sustained success of its business partners. Welcome to the Deringer Difference.

### Customs Brokerage

Deringer's Customs brokerage expertise translates to fewer shipment delays and

reduced risk of penalties for its customers. Over 90 years of third-party logistics (3PL) experience provides customers with direction, ensuring they are up-to-date on the most pressing trade regulations. Deringer consistently boasts a 99% or higher compliance rate and nearly 50% of Deringer staff are licensed as Customs brokers or hold other certifications. Customers can rely on Deringer's expertise to expedite Customs clearances, and our knowledge and accuracy helps prevent shipment hold-ups. When choosing a Customs broker, consider that Deringer is renowned as a Customs pioneer, an early tester and adopter of many new trade programs.

Most recently, Deringer was chosen as a participant in CBP's pilot Simplified Entry Program.

### Freight Forwarding

Deringer has been an international third-party logistics provider (3PL) facilitating the movement of goods throughout the world since 1919. As an International Air Transport Association (IATA) licensed cargo agent, a Federal Maritime Commission licensed (FMC) ocean transportation intermediary, and a Non-Vessel Operating Common Carrier (NVOCC), Deringer can arrange and manage the freight forwarding, consolidation, deconsolidation, and distribution of your freight throughout its journey, by any mode of transportation.

### Warehousing & Distribution

No two businesses operate the same way. Deringer designs logistics solutions to accommodate unique material handling, order fulfillment, and cross docking needs down to the smallest detail. From start-up companies to Fortune 500 firms, we tailor our warehousing services to meet your requirements. Using strategically-located distribution centers throughout the US, we can facilitate next day ground delivery to all major cities in the US and Canada. Coupled with a tier-1 warehouse management system, your products will get to your customers on time and on budget.

At Deringer, our strong commitment to service excellence allows us to manage your logistics, so you can maximize your opportunities.



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



## APL Logistics



**Jim McAdam**  
President, APL Logistics

### Mission Statement:

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

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



### APL Logistics Limited

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NOL Building  
Singapore 119962  
Tel: (65) 6278 9000  
Fax: (65) 6278 4900  
inquiries@aplogistics.com  
www.aplogistics.com

Corporate Office: Singapore

Regional Offices:

North America -

Scottsdale, Arizona, USA

Latin America -

Miami, Florida, USA

Europe -

Uxbridge, Middlesex, UK

Middle East & Africa -

Dubai, UAE

North Asia - Shanghai, China

South East Asia - Singapore

South Asia - Mumbai, India



APL Logistics provides international, integrated supply chain services in 50 countries, including both origin and destination service such as freight consolidation, warehousing and distribution management. With 4,500 professionals in 260 locations globally, APL Logistics offers consulting solutions and uses IT for maximum supply chain visibility and control. APL Logistics is a unit of Singapore-based Neptune Orient Lines (NOL).

### Our Services

■ **International Logistics Services:** Multi-modal transportation services include:

- Air-Sea Services
- Global Freight Solutions
- Origin/Destination Consolidation
- Purchase Order, Vendor and Invoice Management
- Shipment Planning/Key Performance Indicator (KPI) Reporting/Analytics
- Time Definite Services – OceanGuaranteed® LCL Service

■ **Land Transport Services:** Optimizes customers' domestic transportation network through:

- Intermodal Services
- Highway Services

- Managed Transportation Services
- Information Technology Solutions
- Engineering Solutions

### ■ Contract Logistics:

Operates a global network of facilities that provide:

- Warehousing and Order Fulfillment
- Inbound Logistics
- Value-added Services
- Manufacturing Support
- Vendor Managed Inventory
- Distribution Management

### ■ Automotive Logistics:

Supports lean manufacturing and distribution activities via:

- Inbound Parts Logistics
- Finished Vehicle Logistics
- Service Parts Distribution
- North American Free Trade Agreement
- Intermodal Services
- Emerging Markets Logistics

### Major Industries Served

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

- Automotive
- Chemicals
- Consumer Packaged Goods
- Government
- Healthcare
- High-tech

- Industrial Goods
- Retail
- Fashion

### Innovations

APL Logistics has a track record of innovations:

■ **IndiaLinx™:** India's pioneering private intermodal rail operations connecting ports and commercial centers ensuring improved predictability for shippers

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

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

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

### Environmental Commitment

APL Logistics develops programs to help customers reduce their impact on the environment. These include:

■ Optimizing shipment routes and the overall logistics network to reduce product carbon footprint

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

■ Partnering with underlying carriers that have more environmentally friendly fleets

■ Developing analytical tools such as carbon calculators and dashboards that help quantify benefits of sustainability efforts

■ Reducing energy consumption and general waste

■ Recycling of packaging materials



## 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.**  
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Temecula, CA 92590  
800-741-7360  
info@aspenlogistics.com  
www.aspenlogistics.com

# ASPEN

## Atlantic Container Line



**Andrew J. Abbott**  
*President/CEO*

### ACL Provides the Most Unique Services:

- RORO and container service to Europe, West Africa, Mediterranean and the world
- 5 weekly container services
- Direct, weekly service to 16 North American and European ports
- Weekly RORO and container service to 24 Mediterranean ports
- Unique ports—directly serving Göteborg and Liverpool
- 3 UK port choices: Liverpool, Southampton and Thamesport
- Fast connections to Ireland and Scotland
- Best connections to Norway, Finland, Denmark and the Baltic via Göteborg and easy access to interior France and Germany via 5 continental ports



**Atlantic Container Line**  
1-800-ACL-1235  
[www.ACLcargo.com](http://www.ACLcargo.com)



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

ACL provides a portfolio of five weekly transatlantic sailings covering ports in Europe, the United States and Canada. ACL's main Container/RORO Service calls weekly at Baltimore, Norfolk, New York and Halifax, Liverpool, Antwerp, Hamburg and Gothenburg. In addition to this service, ACL provides four additional pure container strings covering sixteen ports in Europe and North America. This service network gives ACL customers the choice of a service route that fits their sailing and arrival dates and can minimize both transit times and trucking costs.

ACL was originally formed as a consortium of five major European shipowners. In 2001, the Grimaldi Group of Naples, Italy acquired ACL. Grimaldi's services and operating scope proved to be an excellent complement to ACL's own operation

which offers direct Container and Roll-On/Roll-Off Services between North America and West Africa and oversized RORO Service to South America and the Mediterranean. With a strong network of other transportation partners, ACL also offers RORO Service from North America to the Middle East, Australia, Far East, South Africa, East Africa and Russia.

Approximately 5,000 customers utilize ACL's services each year. Over 400 staff members are located in ISO 9001 quality certified offices throughout Europe, the United States and Canada. ACL's vessels are ISO 14001 Environmentally Certified and the Company maintains a fleet of 13,000 owned containers plus 4,000 chassis and other RORO equipment. ACL holds full ISPS certification and is a certified, active participant in the U.S. Customs and Border Protection's Customs-Trade Partnership Against Terrorism (C-TPAT). ACL's operations personnel work closely with U.S. Customs and Border Protection Agents.

ACL's door-to-door pick-up and delivery service and through-bills-of-lading are integral parts of its transportation service. The Company developed its own state-of-the-art computer system, iATLAS

that is also being licensed to other ocean carriers.

For almost fifty years, ACL has been the premier transportation specialist in handling breakbulk, special project and oversized cargo. ACL has a better way to transport these hard-to-handle cargoes. RoRo, breakbulk or project cargo is loaded directly at the customer's factory and rolled directly into ACL's protected RORO/Containership's garage deck. Upon arrival, the cargo is driven off to its final destination with no special packing required. ACL has everything it takes to move all types and sizes of cargo: the largest combination RORO/Containerships in the world, a modern equipment fleet and highly trained technical personnel both in North America and Europe. No other carrier is better suited to shipping those products that cannot be containerized due to size or weight. Cargo is subject to less physical handling and the need for costly dismantling and reassembly can be virtually eliminated.

ACL will completely replace its current fleet of five, G-3 multi-purpose RORO/Containerships in 2014. The new G-4s will incorporate a totally new vessel design and will be the best ships of their kind in the world. The G-4s will expand ACL's capacity to handle Containers, Vehicles, Oversized Cargo, Breakbulk and Project Cargo. The new G-4 vessels will be far more fuel efficient than the G-3s and will set new standards for environmental efficiency.

ACL is headquartered in Westfield, New Jersey with offices throughout Europe and North America. ACL is a subsidiary company of the Grimaldi Group of Naples, Italy.

## Bender Group

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

We sincerely believe in...

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



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

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

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

### Multi-Client Warehousing

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

### Dedicated Warehousing

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

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

### Transportation

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

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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.



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.**

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,

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

## BNSF Logistics, LLC



**Ray Greer**  
President

### Mission Statement:

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

At BNSF Logistics, we take pride in offering personalized solutions to customers from across the globe who trust us to fulfill their logistics needs. Our expertise in creating multi-modal transportation and distribution services solutions and our passion for providing creative, proactive solutions is unmatched. Identifying and creating the most cost effective and sustainable logistics solution to fully meet the customer's needs is the defined goal of every project design.

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



**A**t BNSF Logistics, we take great pride in offering specific, personalized solutions to our customers, optimized to fit their needs and budget. Through combining our expertise in multi-modal transportation services with our passion for providing creative distribution network designs, we strive to find the optimal solution for each shipper's critical needs. We are committed to ensuring that the right solution is developed for our customers and executed flawlessly.

### What Makes Us Different

Customer satisfaction is always the number one priority. It's what we strive for. It's what drives us. Even with some of the highest customer satisfaction scores in the industry, we're never satisfied. We never rest until our customers' needs are not only met, but exceeded.

### Core Competencies

Our domestic logistics offering provides a full range of engineered transportation and distribution solutions across

multiple modes and services.

We have the expertise to manage all aspects of rail logistics, including loading and transport of oversize and overweight commodities and development of complex transload and distribution site development projects. Our project-based consulting engagements focus on strategic logistics and transportation solutions to best fit our customers' needs.

Our international services include customs brokerage and import/export freight forwarding for both air and ocean transportation. The design and execution of complete international solutions to deliver cargo in multi-modal combinations from origin to destination enables shippers to achieve savings, while eliminating demurrage costs and inefficient use of available capacity.

### Our Range of Services

Our innovative offering of solutions and services ranges from single shipment execution to complete network design and

operations. Our professional project management expertise spans from retail construction, fixtures sequencing and kitting contracts to the development of large acreage wind energy transload and storage facilities. We provide an unmatched blend of professional expertise, logistics technology and engineered solutions designed to maximize value.

Our service capabilities include truck, rail, intermodal, international ocean and air, managed transportation and distribution services, domestic air, and supply chain consulting and design services.

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

Our extensive rail expertise allows us the unique ability to offer a comprehensive range of solutions and combination of services to meet any shipper need.



### BNSF Logistics, LLC

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Springdale, AR 72764  
Domestic: 866-722-9678  
International: 817-481-8521  
sales@bnsflogistics.com  
www.bnsflogistics.com



## C.H. Robinson Worldwide, Inc.



**John Wiehoff**  
Chairman and  
Chief Executive Officer

### Mission Statement

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



### Renowned Service & Execution

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

### Global Transportation

As one of the largest 3PL providers in the world, our global transportation model unites culture and systems to provide consistent experiences for customers across the world.

With a network of offices located around the globe, our performance-driven culture of hardworking, flexible, and service-oriented employees fulfill customers' shipping needs using local knowledge and regional expertise. Our capabilities set us apart from the rest, as we provide exceptional value to customers by evolving their supply chains to be more competitive and efficient.

### Industry Leadership & Powerful Execution

The volatility of the supply chain industry inspires us to search for innovative ideas that challenge the status quo. Customers benefit from our forward thinking approach, because we are not content to simply meet expectations—we are committed to exceeding them every single day. Take the guesswork out of shipping with

our leading global technology solutions. Reap the benefits of proprietary technology programs, multiple global integration capabilities, and flexible reporting tools to monitor shipments 24/7 as they make their way around the world.

- \$9.3 billion in 2010 gross revenues
- 9.2 million shipments handled in 2010\*
- 7,600+ employees worldwide
- 230+ offices worldwide
- 49,000+ contract carriers globally
- 36,000+ customers worldwide
- Publicly owned and traded on NASDAQ (Symbol: CHRW)

*\*Including transportation management business NASDAQ*



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

14701 Charlson Road  
Eden Prairie, MN 55347  
800-323-7587  
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www.chrobinson.com

## C.R. England



**Dan England**  
*Chairman of the Board*

### Vision Statement:

C.R. England, the largest temperature-controlled carrier in the world, is dedicated to providing a comprehensive range of asset 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

4701 West 2100 South  
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800-453-8826  
www.crengland.com



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

We have the capability to implement everything from shipping refrigerated and dry freight reliably and on time, to managing a dedicated fleet 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 the leading transportation company capable of serving customers in the U.S. and Mexico. We offer multiple border crossings and a bi-lingual staff.

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

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

■ **National:** Our largest most flexible transportation service, spanning the entire continental U.S. Our national team has the capacity and

experience to serve every critical need, from freight transport to expedited team service to timely 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 temperature-controlled and dry LTL sourcing, to full truckload sourcing, 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 Corp.



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

### Mission Statement:

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



### Experience Counts Most

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

Cardinal continues to successfully execute transportation solutions for its clients by hiring the best drivers and operators who are dedicated to maintaining our

customer-focused culture. Our hands-on management team includes some of the most respected and hard-working logistics experts in the industry.

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

### Cardinal's Services

Our logistics experts work directly with our clients to optimize their supply chains by developing and implementing customized solutions that best fit their needs. Our dedicated solutions are designed to meet the most complex transportation challenges while

providing the same benefits of a private fleet – like dedicated drivers and capacity.

Cardinal's services include:

- Dedicated Contract Carriage
- Bulk Transport
- Home/Jobsite Delivery
- Life Science Logistics
- Temperature Controlled Logistics
- Transportation Management
- Warehousing and Distribution
- Supply Chain Consulting

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

### Cardinal's Proven Technology

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

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

### Trust Cardinal

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



### Cardinal Logistics Management Corp.

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

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



## Carlile Transportation Systems 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

## CaseStack



**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 usually reserved for the largest CPG's in the industry.

### Warehouse Locations:

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



### CaseStack

Corporate Office(s):  
3739 N. Steele Boulevard  
Suite 120  
Fayetteville, AR 72703  
Toll Free: 855-638-3500  
Office: 479-856-6140  
consolidation@casestack.com  
www.CaseStack.com

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



### Total Outsourcing Solutions

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

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

Successful logistics operations are rooted in teamwork and trust. At CaseStack, we work diligently to maintain strategic partnerships throughout the

supply chain, affording our customers the competitive pricing and advanced technology enjoyed by their larger rivals.

### Consolidation

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

#### Customer Benefits:

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

#### Retailer Benefits:

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

CaseStack consolidates multiple vendor LTL orders to

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

### Technology

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

### Our Web-Based Platform Lets You:

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

## 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 and Custom Reporting
  - Benchmarking

- 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 SSAE 16 Auditing Standard Report available to our customers and prospective customers.

### Experience and Service

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

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



## 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.



**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 approximately 50,000 employees worldwide. We manage over 600 warehouses around the globe with a combined space of more than 10 million square meters.

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.



**Making business flow**

### CEVA Logistics Americas Head Office

15350 Vickery Dr.  
Houston, TX 77032  
281-618-3100  
[www.cevalogistics.com](http://www.cevalogistics.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.

### 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, WEL Companies, Exel Direct, Cardinal Health, 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*

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

labor costs." — *VP of Asset Management, Ward Trucking*

### Cheetah Real Time Logistics Solutions

**Cheetah 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.

**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.**



**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  
www.cheetah.com

## 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

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1777 Sentry Parkway West  
Blue Bell, PA 19422  
215-461-3805  
information@chemlogix.com  
www.chemlogix.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**  
2525 Drane Field Road  
Suite 25  
Lakeland, FL 33811  
Phone: 863-647-9389  
Email: 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

### About Columbus

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

### Columbus Region Logistics Council

150 S. Front St., Ste 200  
Columbus, Ohio 43215

614-225-6935

columbusregion.com/logistics



**T**he Columbus Region Logistics Council focuses on the growth of the region's industry capability in the 11-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 two 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 44 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

- The region has more than 35 million square feet of industrial and distribution space available
- The region has more than 250 million square feet of industrial and distribution space total (available and occupied)

### 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 region with 2 million people; energetic young professionals from 44 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

## 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.



### Con-way Inc.

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



**C**on-way Inc. (NYSE: CNW), a \$5 billion freight transportation and logistics services company headquartered in Ann Arbor, Mich., delivers industry-leading transportation and logistics services through its primary operating companies: Con-way Freight, Con-way Truckload and Menlo Worldwide Logistics. Operating from more than 500 locations across North America and in 20 countries, these operating units provide high-performance, day-definite less-than-truckload (LTL); full truckload as well as logistics, warehousing and supply chain services; and trailer manufacturing.

**Con-way Freight** delivers superior LTL performance, comprehensive coverage and service excellence across North America. A single network of more than 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 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.

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

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

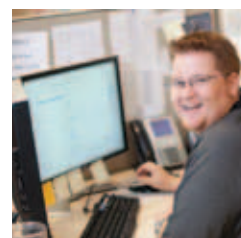
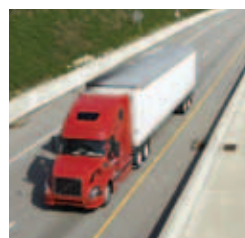
Visit [www.con-way.com](http://www.con-way.com).



## 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

## COSCO Container Lines Americas, Inc.



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

### Bigger, Faster Ships

COSCO continues to make major investments in its equipment. New, larger ships have greatly increased COSCO's capabilities. Included is the addition of five 5,250 TEU vessels with expanded refrigerated capacity for 1,000 plugs per vessel. Currently the company owns and operates a fleet of more than 117 container ships for a total capacity of 256,171 TEU. Capacity on owned and leased

containers total nearly 535,000 TEU. Included in this total are 191,687 40-foot containers and 22,862 temperature controlled units. Cargo handling capabilities include 20 ft. and 40 ft. dry containers, refrigerated containers, flat-racks, open tops, high cubes and other specialized equipment.

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

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

unmatched by any other carrier.

New for 2012, 'COSCO Comprehensive', is an expanded range of efficient and economical service products. By integrating COSCO's wide range of capabilities and global resources the carrier has enhanced its already impressive roster of service offerings. Through partnering with COSCO Logistics, the largest logistics company in the world, and Seatrade International, COSCO's customs brokerage firm, COSCO can now offer customers a suite of multi-dimensional services that can seamlessly handle the entire process, from product sourcing right on to final store door delivery. COSCO's capabilities, success and long track record of meeting the specialized needs of the international shipping community are a direct result of support from the customer.



### COSCO Container Lines Americas, Inc.

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



## CRST International, Inc.



**Dave Rusch**  
President and CEO

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

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



**CRST International, Inc.**

3930 16th Avenue SW  
Cedar Rapids, IA 52406  
319-390-2764  
800-736-2778  
[www.crst.com](http://www.crst.com)



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

CRST's operating companies include:

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

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

**CRST Dedicated Services, Inc.** provides customers with services ranging from a totally dedicated fleet to a 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.

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

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

To learn more visit [www.crst.com](http://www.crst.com) or call 1-800-736-2778.



## CSX Transportation–Intermodal



**Bill Clement**

Vice President – Intermodal  
CSX Transportation, Inc.

### CSX's Commitment to You:

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



**W**hether you're looking for the support of an asset provider or the utilization of your own equipment, CSX provides the intermodal solutions your company needs. No matter how many loads you have, 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.
- Fluid network connectivity with other rail carriers to enable seamless intermodal solutions.
- Extended reach from coast-to-coast in rail-provided containers.

Our direct network covers more than two-thirds of the U.S. population – and it's constantly expanding to serve your key markets. We deliver increasingly predictable, reliable service and operate more than 400 trains per week. We provide customers with truck-competitive service levels on both a ramp-to-ramp and door-to-door basis.

One of the critical infrastructure initiatives that enhances CSX's intermodal offering is the National

Gateway project. This approximately \$840 million, multistate, public-private partnership will increase freight capacity by creating a highly efficient, double-stack intermodal corridor between the Mid-Atlantic ports and Midwestern markets.

The cornerstone of the National Gateway is the Northwest Ohio Intermodal facility, which became fully operational in the first half of 2011. Cutting-edge technologies and design make this facility one of the most environmentally friendly and technologically advanced freight terminals in North America. It enables faster and more reliable service in the network, while its unique terminal operating system – with five wide-span, ultra-efficient cranes – sets new standards in productivity and environmental stewardship. The terminal represents a total network initiative, creating

traffic densities that allow CSX to deliver intermodal solutions in markets near and far.

CSX is focused on:

- Strategic investments in infrastructure that improve demand-management capabilities, raise service levels and open new markets for future growth, such as our new Louisville Terminal.
- Expanded service offerings, including:
  - The UMAX program, a domestic interline container program jointly created with Union Pacific Railroad. Customers have access to more than 30,000 containers and expanded market reach across North America with more than 600 service lanes.
  - The Liberty Corridor Freightway which improves rail access to the ports of New York and New Jersey.
  - Access into Mexico with both private and rail asset services.
  - Convenient eBusiness tools that put the power of CSX's shipping network into customers' hands. Secure, web-based tools provide the most up-to-date information available.
  - Meeting customer needs, providing reliable service and offering creative solutions that will maximize supply chain efficiencies.

### CSX Transportation–Intermodal

550 Water Street  
Jacksonville, FL 32202  
1-800-288-8620  
www.csxi.com

*How tomorrow moves*



## CT Logistics

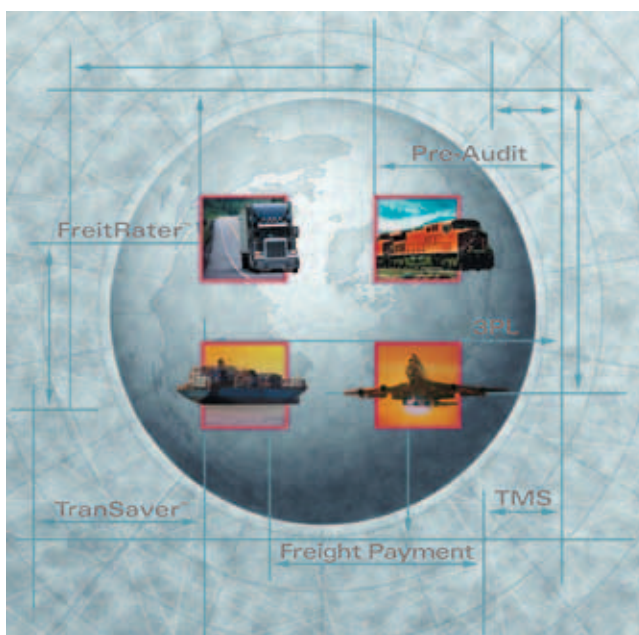
### Mission Statement:

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

SSAE No. 16



### 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.

### Confidence

We offer more than 89 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: 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.



### CT Logistics

12487 Plaza Drive  
Cleveland, OH 44130-1084  
216-267-2000  
Fax: 216-267-5945  
[www.ctlogistics.com](http://www.ctlogistics.com)

## CTSI-Global

### Your Link to Supply Chain Solutions



**J. Kenneth Hazen**  
President and CEO

#### Mission Statement

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

#### Supply Chain Spend Management



#### Why CTSI-Global?

At CTSI-Global, 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-Global automates manual processes, improves performance levels, and decreases transportation costs. Also, using one provider for all your needs ensures seamless integration, eliminates redundant processes, and costs much less.

#### CTSI-Global Highlights

- Multiple locations strategically placed around the world

- Expertise: same operating management for 25+ years
- 10,000+ carriers supported in all modes
- 250+ million annual transactions
- Hundreds of quality clients across all industries
- Over 60+ terabytes of online data storage
- \$5 billion in annual freight dollars processed
- Supports over 35 currencies

#### Services & Applications

##### ■ Transportation

##### Management System

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

##### ■ Freight Audit & Payment:

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

##### ■ Business Intelligence:

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

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

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

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



#### CTSI-Global

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

Follow our Supply Chain Blog  
The Link – [blog.ctsi-global.com](http://blog.ctsi-global.com)





## Damco



**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

2 Giralda Farms  
Madison Ave.  
Madison, NJ 07940  
973-514-5126  
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 2011, the company had a net turnover of over USD 2.7 billion, managed more than 2.4 million TEU of ocean freight and supply chain management volumes and air freighted more than 75,000 tons.

The company manages and serves 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, Damco uncovers 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, there are regional experts who speak the local language and understand the local communities. As one of the world's leading operators in emerging markets such as Africa, the Middle East and Latin America, Damco enables its customers to access new sourcing areas, new customers and new business opportunities within our established network.

### From single shipments to integrated supply chain management

Damco's hands-on services and strategic solutions are extensive and customized to meet their 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, a team of logistics professionals is ready to help.

### 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 seven-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**  
**SSAE No. 16 and IAASB and**  
**ISAE 3402 Type II Certified**  
**TRUSTe Safe Harbor 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

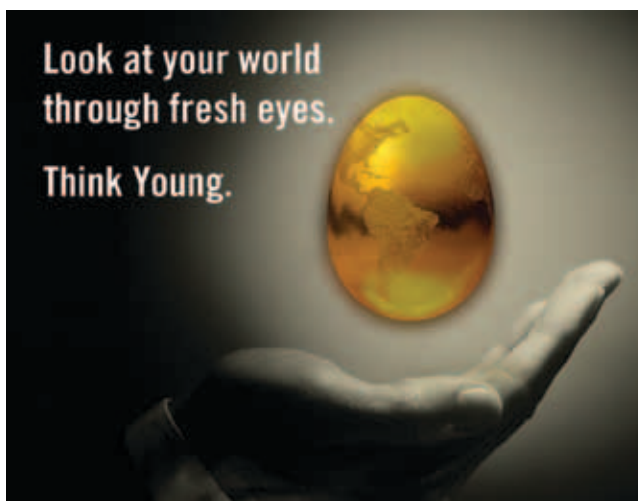
- Air Services
- Ocean Services
- Ground Transportation
- Customs Brokerage
- Security Management
- Documentation
- E-Business



### DF Young Inc.

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

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



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

### Automotive

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

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

### Commercial Goods

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

### Front End Services:

- Import/Export flow and distribution
- Quality Assurance program

### Back End Services:

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

### Supply Chain Services:

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

### Food/Humanitarian Aid

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

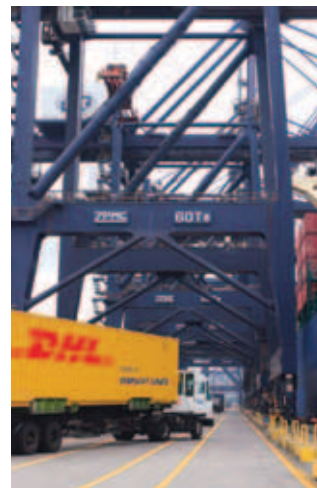
### Services include:

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



## DHL Global Forwarding

DHL Global Forwarding builds end-to-end solutions by not only providing air and ocean freight transportation services but also offering integrated solutions for customer shipments (end-to-end supply chain services). We are the world's largest air freight and ocean freight forwarder with a presence in more than 150 countries and territories, supported by a qualified and entrepreneurial team of colleagues who know how to leverage our unique scale in order to deliver value to customers. Different customers across diverse industries have varying transportation requirements. Based on reliable and highly efficient processes, DHL Global Forwarding has the ability to tailor solutions aligned to customer needs in order for them to be successful!



### DHL Global Forwarding

1801 NW 82nd Avenue  
Miami, FL 33126  
United States  
Tel: +1 (786) 264-3500  
[www.dhl-dgf.com](http://www.dhl-dgf.com)

DHL is the global market leader in the logistics industry and "The Logistics company for the world". DHL's Global Forwarding division is committed to delivering customer service excellence in air and ocean freight, warehousing, distribution, customs, security, insurance, supply chain and industry sector solutions. With an unrivalled global team of more than 40,000 highly

experienced professionals, customers benefit from exceptional service, simplified supply chains across an efficient network with industry leading products and services. DHL Global Forwarding focuses its corporate social responsibility

platform on three key pillars: climate protection, disaster management and education.

DHL Global Forwarding is part of Deutsche Post DHL. The Group generated revenue of more than 51 billion Euros in 2010.

**EXCELLENCE. SIMPLY DELIVERED.**



## Distribution Technology



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

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

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

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

Piedmont region. In 1988, sons Tom and Mark Miralia joined the family-owned company as staff industrial engineer and warehouse supervisor respectively.

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

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

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

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



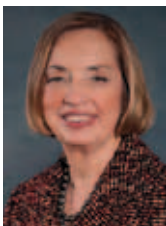
**Distribution Technology Inc.**

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

DistributionTechnology.com  
DistributionTechnology.com

## DSC Logistics

### Supply Chain Management and Logistics



**Ann Drake**  
CEO

#### DSC in 2011



Winner of three awards for achievements in Supply Chain sustainability



Food and CPG Supply Chain Provider since 1960



Drawing from nearly two decades as a health care supply chain partner, DSC is expanding special capabilities in Health Care Supply Chain Management

#### DSC Logistics

1750 South Wolf Road  
Des Plaines, IL 60018  
(847) 390-6800  
[www.dsclogistics.com](http://www.dsclogistics.com)



## What kind of future does DSC see?

- There will be increased interest among companies in having a supply chain partner rather than just a provider – and in bringing that partner to the table to strategize.
- New technologies will make important and usable information more available for analysis by supply chain leaders.
- Managing transportation costs will continue to be challenging because of reduced capacity due to regulatory changes and an aging driver population.
- The megatrend of huge distribution centers may begin to reverse, with a move to smaller centers closer to market.
- Supply chain managers will need to integrate increasingly outsourced providers across the globe.
- Companies will move across traditional boundaries to collaborate with one another as a means of improving cost-effectiveness.
- Companies will be looking for strategies and solutions to support growth as the economy improves.

**Are you ready? We are!**



*ready for anything!*

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



# Dunavant Global Logistics Group, LLC



**Bill Dunavant**  
President and CEO

## Mission Statement:

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



## Dunavant: Who We Are

Dunavant Global Logistics Group, LLC, a subsidiary of Dunavant Enterprises, Inc., is a privately owned company that specializes in providing four main service verticals (global, distribution, freight and consulting) for retail, food, automotive, commodities and chemical businesses.

## Dunavant's Key Service Offerings

### Global

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

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

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

### Distribution

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

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

### Freight

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

management, customer service, communication, freight audit and payment.

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

- Atlanta, Ga.
- Houston, Texas
- Dallas, Texas
- Nashville, Tenn.
- Norfolk, Va.
- Wilmington, N.C.
- Charlotte, N.C.
- Savannah, Ga.
- Charleston, S.C.
- La Porte, Texas

### Solutions

Dunavant's business process consulting service leverages its comprehensive knowledge base of various industries and different countries to enhance processes; improve methodologies and tools; identify and prioritize initiatives; achieve operational and financial benchmarks; and deliver value-adding services with real-time accountability. In an effort to avoid "one-size-fits-all" approaches, Dunavant gains an understanding of each customer's business needs, such as their supply chain designs and inventory modeling, before offering a solution.

For more information about Dunavant, email [info@dunavant.com](mailto:info@dunavant.com) or call 800-621-2582.

**DUNAVANT**  
GLOBAL • DISTRIBUTION • FREIGHT • SOLUTIONS

## Dunavant Global Logistics Group, LLC

959 Ridgeway Loop Road  
Suite 205  
Memphis, TN 38120  
Tel: 888-955-3547  
Fax: 901-369-1684  
[info@dunavant.com](mailto:info@dunavant.com)  
[Dunavant.com](http://Dunavant.com)

## Dupré Logistics, LLC

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



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

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

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

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

Leading manufacturers and distributors realize that the logistics and supply chain function represents a critical, yet often latent, opportunity to enhance and exploit a company's competitive advantage. The fundamental commonality

among these leading companies is how they view their logistics function through the prism of making investments, rather than incurring expenses.

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

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

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

### Integrating Business Acumen With Logistics Savvy

For more than 25 years, Dupré Logistics, LLC has enabled mid-market manufacturers and distributors to eliminate the invisible costs

that occur in their distribution and supply chain processes.

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

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

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

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

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

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



*Always forward thinking.*

### Dupré Logistics, LLC

Corporate Headquarters

201 Energy Parkway

Suite 500

Lafayette, LA 70508

1-800-356-3659

<http://blog.duprelogistics.com>

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

## EA Logistics



**Mike Ellis**  
*President*



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

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

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

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

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

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

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

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

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

■ **International:** Airfreight, LCL, Containers and Customs Brokerage. To the door or to the port, Import and Export. Worldwide service.

■ **Warehousing:** we provide a full menu of warehousing services to support your logistics needs across the USA and World.

■ **Special Projects:** From Rollouts of thousands of POP displays to stores – to being Official Carrier on tradeshow – to Permitted Truckloads, we customize solutions and execute as promised.

■ **Delivered GrEAn:** Carbon-Neutral Freight services coupled with numerous internal sustainability actions



**EA Logistics**

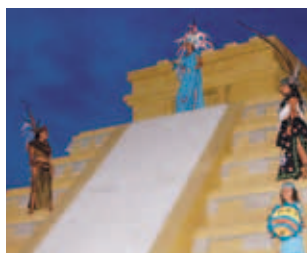
1121 N. Wood Dale Rd.  
Wood Dale, IL 60191  
800-863-5948  
www.ealogistics.com



## Eagle Pass, Texas

**Mission:**

To be known as the premier international crossing. To provide a safe, efficient and cost-effective toll fare for international travelers and to positively impact trade and tourism locally, regionally, nationally and internationally.



**E**agle Pass, Texas and Piedras Negras, Coahila, Mexico enjoy the convenience and ease of international travel and commerce provided by three border crossing points. Two international bridges accommodate vehicular traffic, including one bridge devoted exclusively to commercial truck traffic. Additionally, Eagle Pass serves as one of the very few international border crossing points for railroad traffic.

Eagle Pass International Bridge I, which is located at Garrison & Commercial, is a two-lane bridge with pedestrian walkways. The bridge connects the Eagle Pass downtown shopping centers with the Piedras Negras downtown marketplace. There, the commuting public can enjoy the variety of Mexican artwork, crafts,

shopping, dining and musical entertainment.

Camino Real International Bridge, which is located at 500 S. Monroe St., provides six lanes, three in each direction. The bridge also has two six-foot sidewalks for pedestrians. The Camino Real International Bridge makes a convenient crossing for commercial truck traffic into Piedras Negras with access to Mexico's central super Highway MEX 57 connecting to Saltillo then to Mexico City. The average crossing time for commercial and non-commercial traffic is minimal. Across the border from the bridge, Piedras Negras, Coahila welcomes its visitors with the famous Plaza de las Culturas where tourists can see the various cultures that make up this beautiful region of Mexico.

The Cities of Eagle Pass, Texas and Piedras Negras, Coahuila, Mexico together operate as a center for transportation, trade, commerce and manufacturing between the United States and Mexico. Growth in trade and commerce has increased traffic, both commercial and pedestrian, across the Rio Grande. In addition, some of the manufacturing industries across the Rio Grande River include Modelo Group Brewery, Littelfuse, General Cable, Lear Corporation, FASCO, TAKATA, and San Luis Rassini.

Rail service is available through Union Pacific and Burlington Northern Santa Fe in the U.S. and Ferromex in Mexico.

**Eagle Pass, Texas**

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100 S. Monroe  
Eagle Pass, TX 78852  
Phone: 830-773-6166  
Fax: 830-773-6287

raul.perez@eaglepassmcdc.com  
www.portofeaglepass.com

## Echo Logistics



**Doug Waggoner**  
Chief Executive Officer

### Mission Statement:

Echo 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 Logistics

600 W. Chicago  
Suite 725  
Chicago, IL 60654  
Phone: 312-604-5519  
Fax: 888-796-4445  
[www.echo.com](http://www.echo.com)



### Evolved Transportation Management

Echo 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

The Echo 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 dedicated Echo 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.



## Eleets Transportation



**Al Steele**

*President and Chief Executive Officer*

### Mission Statement:

As a world-class provider of customer-driven logistics solutions, Eleets strives to pioneer new and inventive approaches, define industry standards and deliver optimum service; all while maintaining conscientious consideration of our environment, community and workforce.



**E**leets Transportation provides a global network of supply-chain solutions utilizing our premier suite of transportation options. We focus on service execution with personal attention to our clients; moving freight across town, across the country, or across the globe.

### About Eleets

Founded in 2007, Eleets Transportation Company, Inc. is a world-class provider of customer-driven logistics solutions. The Eleets executive team has over 100 years combined transportation experience. In the past four years Eleets has achieved over \$343 million in net revenue and established connections with over 50,000 contract carriers.

As an asset light organization, Eleets owns its own trucks and offers brokerage services across the United States. These services include intermodal, drayage, dedicated service, less than truckload (LTL) and warehousing.

The organization has received recognition as Vendor of the Year by Mallory Alexander International Logistics and was recently named Carrier of the Year by Mars Petcare.

Based in Jacksonville, Florida, Eleets has full-service branches in Charleston, Orangeburg

and Cleveland in addition to sales offices in Atlanta and Philadelphia.

### The "Yes" Advantage

Eleets Transportation provides the unique advantage to say "Yes" in handling freight of all kinds.

- Leverage in the transportation marketplace – Eleets manages \$120M in transportation spend
- Well-trained transportation specialists focused on serving customer requirements
- Unique initiatives for a smarter transportation network (Enviromodal™)
- State-of-the-art transportation management technology
- Flexibility – able to support seasonal peaks and growth
- Solution services designers available to provide supply chain diagnostics or analytical support
- Leading practices in carrier management, load planning and shipment management
- Continuity of operations – consistent management and operational support – fully-trained backup personnel cover when primary contact is unavailable
- Multi-Modal Service Options: Highway, LTL, Refrigerated, Expedited, Rail

### The Green Advantage

While most logistics companies focus only on getting goods from one place to another, Enviromodal™ powered by Eleets Transportation decreases "empty miles" by connecting two or more clients with empty cargo space that are heading in the opposite direction - a greener and more cost-effective way of moving freight.

Enviromodal manages, markets and sells domestic surplus transportation capacity and offers that capacity to clients using real-time, web-based technology. Enviromodal provides intermodal, railcar and marine-shared assets to fulfill transportation needs utilizing either Enviromodal's negotiated rate contracts or the shipper's.

### The Eleets Technology Advantage

Eleets understands the value of information. Therefore, our state-of-the-art systems make mission-critical transportation information readily available to our staff, our carriers and most importantly, our customers. Our web-based Transportation Management System is available 24-hours a day, seven days a week from anywhere on the planet.

The system's EDI (electronic data interchange) capabilities enable this information to be shared seamlessly with our clients and carriers.

The result: complete visibility of freight movements at each point in their lifecycle.

For more information on Eleets Transportation and how we can help your business give us a call at 1-877-997-1616 or visit our website at [www.EleetsTrans.com](http://www.EleetsTrans.com)



### Eleets Transportation

3131 St Johns Bluff Rd. South  
Jacksonville, FL 32246  
1-877-997-1616  
[www.EleetsTrans.com](http://www.EleetsTrans.com)



## Elmhurst College



**Dr. S. Alan Ray**  
Elmhurst College President

### Mission Statement:

Today's progressive firms understand that the future of competition is among supply chains—not among companies. But highly-trained professionals with a thorough understanding of supply chain management are in short supply. That's why our master of science in Supply Chain Management will put you in high demand.

### About the Program:

- The only program of its kind in the Chicago area
- Master strategies for the new global marketplace
- Study with leading professionals in the industry
- Complete hands-on, "real-world" projects
- Enhance your skills in leadership and critical thinking
- Build a great new professional support network
- Complete your master's degree in two years—in evening classes—on a beautiful, easy-to-access, suburban campus

### Elmhurst College Master of Science in Supply Chain Management

190 Prospect Ave.  
Elmhurst, IL 60126  
Graduate Admission  
Phone: (630) 617-3300  
(800) 581-4723  
oaga@elmhurst.edu



### Philosophy

We created the Chicago area's first graduate program in supply chain management to help fill a pressing need for managers with SCM expertise. Many firms are abandoning traditional channels of distribution and are rebuilding around a supply chain management (SCM) model—a process-oriented, integrated approach to procuring, producing and delivering products and services to consumers. Our program builds on our extensive experience as the only local provider of an undergraduate program in logistics and transportation management. It also draws on our location at the geographic center of one of the world's great transportation and logistics hubs.

### Curriculum

This is a 22-course (with one final project), 21-month program. In it you'll gain a

sound technical foundation while honing the personal and professional skills you need to succeed: communication, negotiation, team building, information technology, analytical thinking, working in diverse business environments and sound business decision making. You'll balance current theory with its practical applications in every course.

### Faculty

You'll study with Elmhurst's exceptional CBE faculty—no teaching assistants. You'll work closely in small classes with professionals who know what it takes to succeed in the real world, because they've done it themselves.

### Cohorts

Built on a cohort model, the program embraces the

College's belief that students play a significant role in one another's learning, motivation, and success. Students who start in the Fall Term form a cohort that stays intact throughout the program. You will work closely with members of your cohort in classroom and study projects, and you'll help one another maintain a sense of progress and achievement. Because of the vital role the cohort plays in each student's success, students are selected to complement one another in the learning process.

### Advising

You'll work face-to-face with the program director to create the schedule of courses that meets your academic and professional goals.

### Practicalities

You'll complete the program in 21 months. You'll attend classes one evening per week to accommodate your busy schedule. You'll prepare to step with confidence into a position of leadership in your profession.

### The MBA Option Program

The MBA is a logical complement to several other Elmhurst master's degrees, including the master's in supply chain management. As a graduate of this program, you may apply for admission to the MBA Option Program. This one-year, part-time program comprises six core courses and leads to the Master of Business Administration.



**ES3****Innovation of the Year Award**

ES3's Direct-to-Store<sup>SM</sup> (D2S<sup>SM</sup>) program was selected as the winner of the 2011 Supply Chain Innovation Award<sup>TM</sup> by the Council of Supply Chain Management Professionals (CSCMP). The Supply Chain Innovation Award<sup>TM</sup> recognizes outstanding innovations in supply chain practices that reduce costs, streamline processes, save energy, and improve operating efficiencies. The presentation on the savings and improved service of D2S<sup>SM</sup> was given by Walt Lentz, SVP of Ahold USA; Dave Allen, EVP of Operations of Del Monte Foods; and Brenda Hambleton, Chief Strategy and Marketing Officer of ES3.

**About Us**

ES3 is an experienced team of supply chain experts focused on leveraging process and innovative technology to deliver industry leading results. A technological innovator, ES3 uses advanced automation and collaborative warehousing to make the supply chain faster, more efficient and more profitable for manufacturers and retailers of all sizes. Our network spans the entire US and includes the world's largest automated, multi-manufacturer warehouse. With revolutionary Consolidation and D2S<sup>SM</sup> programs, ES3 is redefining customer expectations by reinventing how grocery distribution works. Our Vision: Provide our customers with the best supply network on the planet. We are Supply Unchained.

**A Revolutionary Model Service**

At ES3, we are dedicated to delivering first-class service.

By leveraging collaborative warehousing, we provide 4% increased service levels to stores through order-level consolidation. Order-level consolidation eliminates the need for "planned out-of-stocks" by reducing the economic buying unit from a truckload to a case. We also offer unique services such as DimenSync<sup>SM</sup>, a fully automated item attribute delivery service, as well as customized display services to help you gain the competitive edge.

**Savings**

At ES3, we work hard to save you money. ES3 serves as both a manufacturers' mixing center and a retailers' distribution center, cutting out an entire leg of transportation. Utilizing this innovative model, ES3's D2S<sup>SM</sup> (Direct-to-Store) Delivery solution saves manufacturers and retailers more than 30% of their supply chain costs.

**Sustainability**

At ES3, sustainability and reducing waste are essential

to our business. ES3's D2S<sup>SM</sup> solution eliminates a distribution center, a leg of transportation, and 50% of the associated energy usage for a more efficient supply chain. Our warehouses use automation to minimize damage and to increase product freshness. Through collaboration, innovative technology, and sustainable design, ES3 is changing the face of CPG supply.

**Services**

- 3PL Services
- Order-Level Consolidation
- Transportation Management
- Direct-to-Store<sup>SM</sup> Delivery
- Collaborative Warehousing
- Customized Display Services
- DimenSync<sup>SM</sup> – Product Dimension, Attributes and Images

**ES3, LLC**  
6 Optical Avenue  
Keene, NH 03431  
603-354-6100  
contact@ES3.com  
www.ES3.com





## Estes Forwarding Worldwide



**Scott P. Fisher**  
*President, CEO*

### Mission Statement:

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



### Estes Forwarding Worldwide

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



### 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 fourteen locations:

Richmond, VA; Miami, FL; Chicago, IL; New York, NY; Harrisburg, PA; Dallas, TX; San

Francisco, CA; Houston, TX; Los Angeles, CA; Atlanta, GA; Charlotte, NC; Jacksonville, FL; Philadelphia, PA and Tampa, FL.

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 broker 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

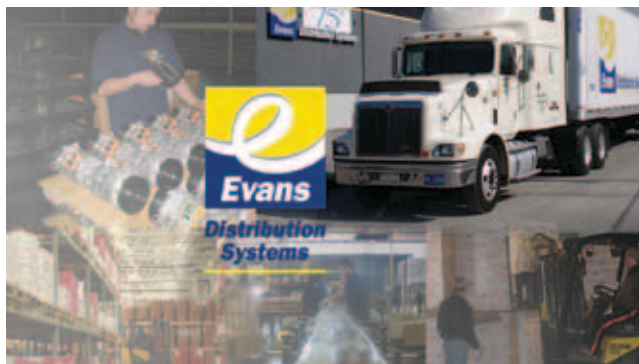
1. Listen
2. Innovate
3. Communicate
4. Assign Responsibility
5. Set Standards
6. Document
7. Implement
8. Monitor
9. Review



**Distribution  
Systems**

### 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."

## Evans Network of Companies



**Matthew "Bo" Bates**  
President and CEO



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

### Mission Statement:

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



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

Headquartered in Schuylkill Haven, PA, the company was founded in 1939 by Albert L. Evans, Sr. with two trucks handling LTL freight. In 1965 Albert "Bert" Evans, Jr. assumed the role of President and CEO and in January 2012, Matthew "Bo" Bates will take over that role. Bo had joined his father-in-law at the family owned company in 1988 overseeing the newly acquired West Motor Freight of PA. At that time

West Motor Freight, combined with Evans operated about 200 trucks in the northeastern United States. In 2002 he was named Executive Vice President of Evans Delivery Company and oversaw the integration of newly acquired Hale Intermodal. In addition to his role as President of Evans Network of Companies, Bates will also continue to serve as CEO of West Motor Freight of PA and Co-Chairman of DM Transportation Services.

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

### Industry Leader

A recognized industry leader in sustainability issues, Evans Network of Companies

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

### Agent/Driver Focused

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



### Evans Network of Companies

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1-800-666-7885

Fax: 570-385-5970

kim.lorimer@evansdelivery.com

www.evansdelivery.com



## 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.



**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



### FAC Logistics

1951 N Church Street  
Rocky Mount, NC 27802  
800-285-7004  
generalinfo@faclogistics.com  
www.faclogistics.com



**FINSA**

**Sergio Argüelles 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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San Pedro, Garza García, N.L.  
C.P.66265  
Tel: +52(81) 8155-4200  
Fax: +52(81) 8152-4201  
[www.finsa.net](http://www.finsa.net)

**FINSA: Developing a Better World**

Founded in 1977, FINSA provides completely integrated real estate solutions for the industrial and commercial sectors through its strategic locations in Mexico, the United States, and Argentina. Today, FINSA is internationally recognized as one of the most important real estate developers in Mexico, with a 16.1-million-square-foot portfolio under management and more than 60 million square feet developed, thanks to the continued preference of its distinguished customers and the strength of its ventures that continuously generate a portfolio of new projects with more than 50% coming from established clients. FINSA is commercially related with more than 300 companies, most of them in the Fortune 500.

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

**Dedicated Suppliers Park**

FINSA's value proposition developed through its

exclusive industrial park locations have enabled unique capabilities that have significantly benefited automotive OEMs (Original Equipment Manufacturers) such as General Motors and Volkswagen and their associated multi-tier supply chain customers.

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

**Integrated Developments**

Effective urban planning, which strategically integrates the housing, commercial/retail, and industrial elements on a unique approach that generates a positive experience where people can live close to where

they work, play and shop. This is accomplished in FINSA's new development.

**Sustainable Developments**

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

In 2010, FINSA was awarded the Certificate of Environmental Quality by the Federal Office of Environmental Protection (PROFEPA). The award recognizes FINSA's compliance with PROFEPA's Environmental Regulations. The FINSA Apodaca Industria Park is the first in Mexico to obtain this certification.

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

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

## Flash Global Logistics, Inc.



**Jim van Leenen**  
CEO and President

### Mission Statement:

Our goal is to provide world class mission critical logistics solutions and customer service to every client...Our focus is to work with each client to provide value...Our vision to collaboratively pioneer logistic advancements is endless...



**I**magine... A global supply chain partner supporting mission critical requirements through creative, scalable solutions... Solutions delivering real time inventory management and visibility throughout your entire service parts supply chain via a robust, user-friendly system... Worldwide reach with local expertise working together to achieve your business goals and increase your customer satisfaction. Now imagine... Working with a company that can actually deliver all of these services, enabling you to implement your global vision for service execution worldwide.

Welcome to Flash Global Logistics! Serving clients since 1982, Flash works with clients who aim to expand their offering globally, and those seeking to improve their existing market reach. Today, Flash combines operational and management expertise with its global infrastructure, superior systems and complete mission critical logistics suite of services, to streamline processes and improve the bottom line for its clients and their customers.

### Global Infrastructure

Headquartered just outside of New York City, with offices in the US, Brazil, Asia and Germany, Flash currently maintains 13 multi-client Distribution Centers, four Command Centers in multiple time zones for immediate responsiveness, and a growing network of over 700 Forward Stocking Locations for ultimate flexibility and cost efficiency worldwide. Flash personnel span the globe, yet work in unison with strong local relationships across all facets of global supply chain management.

### Technology

Flash Global Logistics' web-based, user-friendly FlashTrac™ IT system provides complete real time visibility to client inventory in a segregated, secure environment. FlashTrac was developed specifically for the mission critical environment and integrates seamlessly with customer, carrier and intermediary systems. Online order management, FSE handheld messaging, ship method control, standard

and customized reporting capabilities and more are all available via FlashTrac, with real time visibility to inventory availability and movement throughout the supply chain along with delivery expectations.

### Services

Global premium service is available in 2 and 4-hour delivery, along with expedited and time defined. Asset recovery and comprehensive reverse logistics, solutions for defectives, including VAT solutions and warranty bonded warehouses, distribution including automated replenishment, inbound/outbound, cycles, PI's, consolidation and inventory management and optimization are all provided with complete visibility in real time. Global services encompassing IOR/EOR, trade management consulting, deployment and setup according to in-country requirements are achieved for our clients with our personnel and local expertise acting as one across borders.

### Industries Served

Our clients include market leaders in High Tech, Medical Devices, Telecom, Semiconductor, Data Storage, Networking, Automation, and many other industries. Flash operates in partnership with clients in a customer centric culture, focused on creating, consistently sustaining and increasing their competitive advantage.

Imagine... North America, LATAM, EMEA, APAC... We're there!



**FLASH**  
GLOBAL LOGISTICS

### Flash Global Logistics, Inc.

866-611-7874  
973-808-3366  
Fax: 973-227-1839  
www.flashlogistics.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.flstransport.com

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

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

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

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



## Freightquote.com



**Tim 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. Our suite of Custom Solutions gives shippers and carriers the flexibility they need to manage and move freight regardless of their budget or size.

To execute our mission, we focus on our U.S. Patented, solutions-driven technology to drive our innovative process. 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 growth within the industry.

### Freightquote.com

16025 West 113th St.  
Lenexa, KS 66219  
800-323-5441  
www.freightquote.com



### We Are Shipping Solutions

Freightquote.com is the largest online freight broker in the country and one of the leaders in the freight shipping industry. Through the effective application of our patented technology, coupled with energy and innovation, we have developed outstanding freight products for both shippers and carriers.

Our Custom Solutions were designed to scale. The adaptability of our platform and the knowledge of our logistics 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.

### We Have 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 North America. Our logistics experts specialize in finding the best, most cost-effective solutions available.

### Freightquote.com

Our website is the resource to get instant, competitive online quotes, find the support you need to navigate through the shipping process and gain information about the latest advancements in shipping technology. This ideal combination of service and technology delivers proven results time after time.

### Freightview

Our newest innovative solution is Freightview, an online management system which enables shippers to simplify and efficiently manage transportation. Our customers use Freightview to interact with their carriers and logistics providers – including Freightquote.com – in one powerful, neutral application. This platform replaces emails, faxes, phone calls, spreadsheets and paper with easy-to-use online tools. It organizes contract rates and provides insight into the spot market for additional capacity and savings. And it is not just software. This easy-to-use platform is backed by our team of transportation experts and Customer Service professionals. We have found that Freightview customers not only reduce their transportation costs, they also enjoy the freedom that comes with streamlined freight management.

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



**FREIGHTQUOTE.COM**

## G&P Trucking Company



**G. Clifton Parker**

*President & General Manager*

### G&P Provides:

- Delivery direct to Forwarder/ Broker
- Through-ship direct to final destination in Mexico or U.S. on G&P equipment and billing
- Service to 48 contiguous states and beyond
- Just-in-time service
- Two-way satellite tracking
- EDI
- Hazmat authority
- One-call convenience
- Administrative simplicity – all your load information at one location
- Around-the-clock customer service coverage
- Service supported by almost 75 years as an asset-based truckload carrier
- Warehouse and cross-dock services
- U.S. and Mexico customs clearance service
- Bridge dray services

### G&P Trucking Company

126 Access Road  
Gaston, SC 29053  
Toll Free: 800-922-1147  
Local: 803-791-5500  
Fax: 803-739-1176  
www.gptruck.com



G&P Trucking offers a wide range of services and resources to meet your shipping needs.

### Truckload Freight

The backbone of our business is truckload freight – exactly the strength upon which our company was founded almost 75 years ago. We offer a full range of services, including intermodal shipping, expedited delivery, dedicated routes, warehousing, transloading, third-party logistics, and brokerage.

Our greatest strength is our high-density network throughout the Sunbelt states. Everyone at G&P Trucking is dedicated to providing outstanding service for all of our customers.

### Dedicated Services

As your transportation partner, G&P designs and implements our services to be a seamless extension of your core business. We can tailor our service delivery to fit your schedules, plant locations, and shipping destinations. You'll



be able to track and follow your shipments with a few keystrokes from your computer, 24/7.

### Expedited Truckload

For time-sensitive and emergency shipments, we employ team service to offer non-stop truckload service. When you're short on time, we'll make sure your shipments arrive on schedule.

### International Intermodal & Drayage

Hauling import and export cargo from ports such as Charleston is an important part of our core business. We maintain containerized freight interchange agreements with all ocean carriers serving the ports of Charleston, Norfolk and Savannah. G&P Trucking is a bonded carrier, clearing U.S. Customs in all authorized locations.

### Mexico

G&P Trucking is committed to providing unequaled shipping services to and from

Mexico. Customers rely on us to deliver their freight to and from Mexico with speed and safety while complying with their specific requirements.

G&P Trucking offers unmatched service throughout the Sunbelt and beyond. We work directly with customers to provide simple shipping solutions, no matter how much you ship or where you ship it. We take the hassles out of shipping so that your materials arrive at their destination on time, every time.

Contact G&P Trucking today. You'll be glad you did.



## GENCO ATC



**Herbert S. Shear**  
*Chairman and CEO*

### Mission Statement:

To provide value to our customers –  
the partner of choice

To provide value to our teammates –  
the employer of choice

To be increasingly profitable –  
the investment of choice



It's an approach that touches the entire supply chain, syncing our breadth of services to optimize supply chain performance by reducing excess time, touch points and handling costs. We leverage our suite of service offerings to design tailored Product Lifecycle Logistics solutions for an impressive list of well known customers representing a diverse range of industries, including technology, retail, consumer product goods, healthcare, automotive and government.

We will continue to make logistics better and accelerate the success of our customers by maximizing the initial and ongoing value we deliver. It's what fueled our past. It will drive us in the future.

- Inbound Logistics
- Warehousing & Distribution
- Fulfillment
- Packaging & Kitting
- Transportation Management
- Returns Processing & Disposition
- Test, Repair, Refurbishment
- Liquidation
- Recycling

### Industries Served:

- Technology
- Consumer Product Goods
- Retail
- Healthcare
- Automotive
- Government

**T**he ability to efficiently manage the product lifecycle and eliminate fragmented supply chain barriers represents the next great opportunity for companies to achieve long-term success and profitability.

As North America's 2nd largest and a Global Top 25 3PL, GENCO ATC is leading the way with a clear vision of our customers' needs and evolving market trends.

Our Product Lifecycle Logistics approach reduces the total cost of product ownership by treating the movement of products as one continuous inventory stream. This holistic approach helps our customers make faster, smarter decisions that simplify their supply chains, increase agility and visibility, consolidate functions and speed up the movement of products.



### GENCO ATC

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www.gencoatc.com



## Geodis Wilson



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

- International and Domestic Freight Forwarder
- 3PL Solutions Provider



**Airfreight Forwarder of the Year**  
2010 and 2011



**Inbound Logistics Top 100**  
**3PL Provider 2010 and 2011**

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



**GEODIS**  
**wilson**

**Geodis Wilson USA HQ**

485C Route 1 South  
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Iselin, NJ 08830  
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info@geodiswilson.com  
www.geodiswilson.com/us



**W**ith 6,400 people and a global network, Geodis Wilson is one of the world's largest freight forwarders and third party logistics providers. We have a strong presence in Europe, the Americas and the Asia Pacific region, with additional offices in the Middle East and Africa.

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

**Industries Served**

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

- Pharmaceutical & Health
- Hi-Tech
- Oil and Gas
- Fashion & Retail
- Relief Cargo

**International & Domestic Freight Forwarding**

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

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

**3PL Solutions Provider**

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

## Georgia Tech Supply Chain & Logistics Institute



**Jaymie Forrest**  
Managing Director

### Mission Statement:

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



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

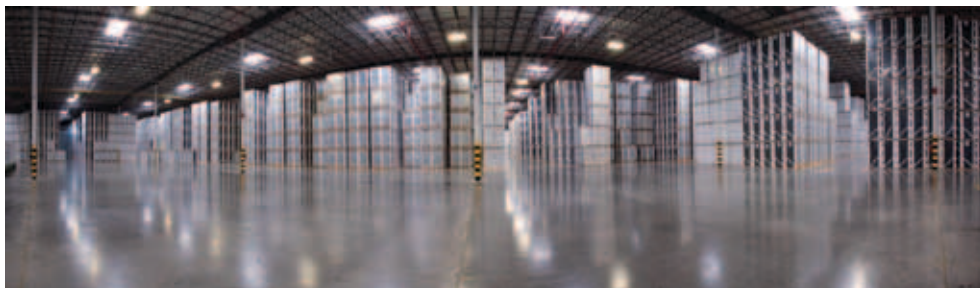


**Georgia Tech**  
**Supply Chain & Logistics Institute**  
EDUCATION • INNOVATION • LEADERSHIP

## GP Desarrollos

### Services Portfolio:

- Site Selection
- Design
- Licenses & Permits
- Project Management
- Feasibility Studies
- Financial Analysis
- Sales & Marketing
- Market Analysis
- Client Post-Sale Service
- Lease Acquisition Projects
- Concession Projects
- Property Management



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

The company was founded in 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 Mexico's first northeastern region industrial park, detonating opportunities for both domestic and foreign direct investment, today resulting in a solid client portfolio ranging from logistics and manufacturing to financial services and software development.

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

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

### Competitive Advantages

■ **Technical Capacity:** Your solutions are altogether within our walls, this means we do not outsource construction or property management services like most of developers would, therefore achieving maximum efficiency combined with local 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 Clarion Partners, enhancing the company's capacity and financial stability to execute high complexity projects and improve market share in key locations.

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



### GP Desarrollos

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Monterrey, N.L., México  
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Toll Free from USA:  
1 866 54 520  
[www.grupogp.com.mx/eng](http://www.grupogp.com.mx/eng)



# Greenville-Spartanburg International Airport



**David N. Edwards, Jr., A.A.E.**  
*President/CEO*

## Mission Statement:

To provide the citizens of Upstate South Carolina with the safest, most efficient and user-friendly airport in the world.



## Strategically Located

GSP Airport is located along the commerce-rich I-85 corridor in the Upstate region of South Carolina. The region is one of the fastest growing manufacturing, assembly and research centers on the US East Coast. GSP Airport is strategically positioned between many of the major cities in the southeast including Charlotte, Charleston, Knoxville, Chattanooga and Atlanta. More than 1.9 million passengers per year are served by 6 major airlines and their regional affiliates, offering 60 non-stop daily departures to 19 major cities across the US.

## Uncongested and Modern Airfield

GSP International is served by an 11,001 by 150 foot (3,353 meter by 45.7 meter) primary runway able to accommodate Group 6 aircraft with a Category IIIB precision instrument approach.

Existing air cargo facilities include a 25 dock 38,600 square foot cargo joint use facility. Located at the north end of the runway, providing easy access to the adjacent BMW assembly plant, is a 325,000 square foot (23,504 m<sup>2</sup>) apron, with 126,400 square feet (11,743 m<sup>2</sup>) of adjacent paving for staging, cargo apron and customs and

immigration station. It can accommodate two Boeing 747s.

The GSP Air Cargo Center is a designated Foreign Trade Zone (FTZ 38) and recently opened a new Container Freight Station (CFS). Federal inspection services located on the airport include the US Customs and Department of Agriculture (USDA). Services are available 24 hours per day, seven days a week.

## Cargo Services

From small cargo charters to scheduled widebody freighters, GSP provides Convenience, Competitive Pricing and Consistency. Ground handling is provided by the GSP Aviation Services Group with a wide range of aircraft support capabilities. GSP provides customer warehousing, on-airport warehouse facilities, build-up and break-down of cargo, aircraft loading and unloading (bulk and containerized), on-call charter handling, and documentation processing.

## Planned GSP Air Cargo and Related Facilities

Planned facilities call for a new 8,200 foot parallel runway 4,300 feet east of the existing runway with a 213 acre air cargo complex located to the north between the two runways. The cargo complex

is designed to ultimately accommodate 44 freighter parking positions and 852,400 square feet of cargo building. An additional 90,000 square feet of cargo building is proposed for belly cargo at the existing cargo building site adjacent to the terminal.

## Room for Growth

A significant part of the airport's 3,600 acres (1,457 hectares) is developable land and presents a wealth of dynamic business opportunities. Located just 2.5 hours north of Atlanta and 1.5 hours south of Charlotte, North Carolina, GSP provides a centralized location for companies wanting to service business along the important I-85 corridor.

Airport plans call for a master planned airport logistics center to accommodate commercial, aircraft maintenance (MRO) and air cargo related businesses.

## Advantage GSP

GSP International Airport provides the optimal location for air cargo and logistics management for companies doing business in the US Mid Atlantic and Southeast. GSP International Airport is well located as a consolidation/distribution point for both air cargo and truck shipments. GSP offers significant advantages for companies wanting to avoid the congestion and high costs associated with other Mid Atlantic/Southeast gateway airports. GSP International offers quicker Customs clearance, abundant aircraft ramp space, room for new development opportunities and expansion potential in a secure and modern environment.



## Greenville-Spartanburg International Airport

2000 GSP Drive, Suite 1  
Greer, SC 29651  
Phone: 864-848-6219  
Email: ngarner@gspairport.com

## Hermann Services, Inc.



**Jeffrey M. Hermann**  
Executive VP of Sales



**Richard F. Hermann**  
President of Leasing



### Mission Statement:

Since 1927 when Fred J. Hermann purchased his first truck, the Hermann name has always stood for integrity, value, and personalized service. Now approaching our fourth generation of family ownership, Hermann Services, Inc. strives to provide the highest level of asset-based logistics services and supply chain solutions throughout North America.



### Hermann Services, Inc.

83 Stults Road  
Dayton, NJ 08810  
Phone: 877-809-6070  
Fax: 609-860-5865  
sales@hermannnts.com  
www.hermannnts.com

### The Hermann Difference

Backed by our warehouse, transportation, leasing, brokerage, and maintenance divisions, Hermann Services owns an impressive array of supply chain management assets, including East and Gulf Coast warehouses, large fleets of late model tractor trailers, national truckload service and major fleet repair facilities. In addition to our assets, we partner with the best in the industry to offer turnkey service to all points within the continental U.S., Canada, and Mexico.

Hermann Services fields a veteran team of 3PL management professionals, expert at handling day-to-day, inbound and outbound transportation logistics. We use our first-hand total distribution know-how to go the extra mile to ensure your delivery schedule runs like clockwork.

Our offices and facilities are strategically based in key distribution hubs including New Jersey, Texas,

Massachusetts, Delaware, Connecticut, Maryland, and Pennsylvania. Put our intermodal North American 3PL services to work through our efficient network of rail-serviced, scalable warehousing and transportation services including air cargo and port drayage for import and export operations.

### Safety Truly Comes First With Hermann

Hermann Services goes well above and beyond to ensure the safe transport of your freight and prevent unnecessary liability for our clients. Hermann Services maintains a Zero Alert status in the Compliance Safety Accountability (CSA) initiative. Our customers can be confident that their freight is in the hands

of premium drivers with clean driving records operating a safe fleet of vehicles, which ensures cost-efficient, on-time distribution of products.

### Asset-Based Logistics You Can Rely On:

- Warehouse Management
- Transportation Management
- Hazardous Materials Handling
- Import & Export Container Drayage
- Forward Freight Clearances through Canada and Mexico
- Dry Van Transport
- Refrigerated TL Services
- Intermodal Transportation
- Trailer Tracking/Satellite
- Spot Trailer/Interchange Equipment Agreement
- EDI and state-of-the-art Logistics Technology
- Web-Direct Communications





## Hoosier Energy

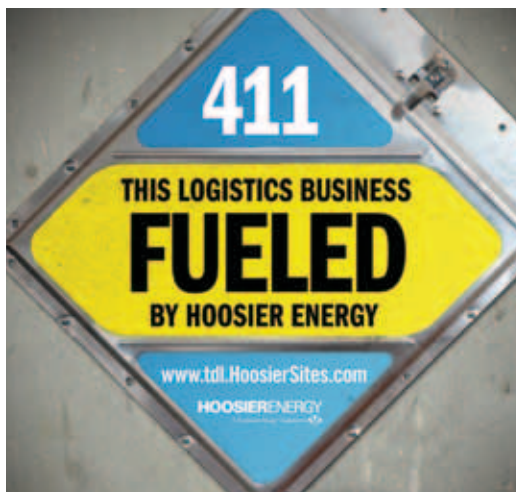


**Harold Gutzwiller**

*Manager of Key Accounts and  
Economic Development*

### Mission Statement

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



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

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

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

### Our Commitment to Economic Development

Through Hoosier Energy's

Economic Development's 2010 efforts, an estimated 2,300 new jobs and \$320 million in capital investment was created in member territories. Because of this dedication and contribution to our counties' economic growth, the Hoosier Energy Economic Development program continues to be one of the Midwest's leading economic development organizations.

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

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

### Our Commitment to Quality, Reliability

To help assure a consistently reliable power supply, Hoosier Energy's power delivery system is connected to the regional power grid and interconnected with other utilities. As well, the power supply cooperative

is a founding member of the Indianapolis-based Midwest Independent System Operator, which manages power flow, transmission reliability and power marketing throughout a 15-state region and parts of Canada.

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

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

**HOOSIERENERGY**  
A Touchstone Energy® Cooperative

### Hoosier Energy

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



## Hyundai Merchant Marine

### Company Mission:

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

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



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

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

- Customized reports
- Booking & Bill of Lading Transactions
- Tracking & Tracing
- Interactive Sailing Schedules

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

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

- Ranked Best in On-Time Performance among Ocean Carriers in the 2011 Logistics Management Quest for Quality annual readership survey.
- 2nd among both Transpacific and Transatlantic carriers for Q2 2011 On Time Vessel Arrivals, according to Drewry's Schedule Reliability Insight Report Q3 2011.

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

- ISO 14001
- I" Code
- ISO 9001 & 9002
- OHSAS180

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

**HMM. On time. Online**

### Hyundai Merchant Marine

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



## IES, Ltd.

*IES introduces*  
**iView****IES Introduces iView**

Our business model is to deliver premiere software products to help our clients effectively manage and operate their business with a superior level of visibility and customer service.

In 2012, we are proud to introduce **iView**, a major enhancement to the IES product line. **iView** is a premiere, forward-looking product that reflects our business model and position as the software solution for the future of freight.

Every shipment involves an incredible amount of data to be managed and controlled. **iView** is an entirely new way to not only manage shipment workflow, but also to see a clear picture of information at the individual, company, division, product line, customer, port or terminal level.

Based upon previous use of the product as well as pre-defined defaults and preferences, **iView** delivers what information is needed—immediately. The time-saving value of this product is clear. **iView** mirrors the needs of the forwarder and maximizes screen real estate, providing a one-click matrix of information.

The entire IES Forwarder Suite, Customs Entry processes, Warehouse Management and our PO Direct Supply Chain

Management tool can all be accessed through this one intuitive portal.

**iView** is a truly a milestone for IES and our customer base.

As a proven leader in logistics software and compliance solutions for over 20 years, IES is utilized in over 70 countries with thousands of users and millions of daily transactions. IES maintains offices in its core US market as well as in Hong Kong to provide a 24 hour support network for our global users.

IES is the 'Software Solution for the Future of Freight' with a complete suite of import and export solutions. Our suite of web-based and desktop software serves freight forwarders, NVOCCs, Customs brokers and other transportation intermediaries who seek advanced systems to manage growth, differentiate their service and improve profitability.

Written with a key understanding of 'best practices', IES offers a comprehensive, consistent industry approach to guide users through the in-depth information needed to coordinate freight in the international arena. As a leading pioneer in the field of regulatory compliance, the suite of IES compliance

solutions are a proven method to conform with international trade regulations.

The key advantage of IES's suite of software products is its operational usability, EDI connectivity and the continuous re-use of data. 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.

**Products include:**

- The IES Forwarder Suite that covers all modes of transport for inbound and outbound shipments with complete customer visibility
- Compliance Solutions including Ocean and Air AMS, ISF, Customs Entry, Canadian ACE and eManifest Solutions, AES and EIB offerings
- Supply Chain Management Tools including web-based and desktop products for dedicated purchase order and supply chain management

**IES was the first:**

- To offer an Electronic In-Bond on the web, minimizing 7512 processing
- Authorized service bureau to CBP to support NVOCC Ocean AMS
- Approved service bureau to file AES directly with CBP
- US Truck ACE authorized service bureau
- To process US ISF 10+2 transactions as a service bureau

**IES, Ltd.**

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Fax: 852-2366-9337  
Email: salesHK@iesltd.com

## IL2000



**Kraig Cesar**

*President & Chief Executive Officer*

### **Mission Statement:**

At IL2000 our mission is simple: Provide Increasing Levels of Value to Our Clients.

We believe that in order to exceed client expectations we need to challenge ourselves to stretch to an even higher standard of measuring success.

We continually develop web-based applications and invest in tools and techniques that help our clients stay ahead of the competition and meet their financial goals.

We focus on results and demonstrate consistently strong performance so our clients know they can count on us, every time.



IL2000 is a privately held, non-asset based third party logistics provider located in Virginia Beach, VA. We have been successfully helping manufacturers, suppliers, retailers, distributors and other shippers improve their logistics operations since 1999.

One of the biggest challenges business leaders face today is how to efficiently control costs. IL2000 understands that managing freight expenses can have a significant impact on cost, cash flow and overall profitability.

IL2000 specializes in freight services and has in depth knowledge on how to best utilize shipping modes and methods to save our clients valuable time and money. We leverage our purchasing power to negotiate competitive rates with carriers and have detailed analyses on carrier strengths and weaknesses.

IL2000 puts control back in our client's hands by offering

complete visibility of shipments, allowing our clients to manage and plan resources around deliveries. We arm our clients with the technology needed to stay ahead of the competition, removing manual processes and replacing them with efficient, accurate, automated processes.

Each IL2000 client is assigned a team of TSA certified, professional logistics planners (Freight Desk) who are available 24 hours a day to set-up shipments, manage claims, and resolve issues that often arise in transportation management. As a client of IL2000 you can rest assured that your shipments are being

managed with the care and quality that you would expect of a trusted partner.

### **List of Services:**

#### **Supply Chain Consulting**

- Analysis and Consulting
- Cost Reduction
- Visibility and Control
- Vendor Compliance

#### **Transportation Management System**

- Secure Web-Based TMS
- EDI Systems & Integration
- Tracking & Tracing
- On-Line Imaged Documentation

#### **Audit & Payment Services**

- Electronic Audit System
- Freight Allocation Coding
- Management Reporting
- Freight Bill Consolidation

#### **Domestic Freight Services**

- Full Truckload
- LTL
- Expedited
- Licensed IAC

#### **International Freight Services**

- Air
- Ocean
- LCL / FCL
- Licensed NVOCC

#### **Business Intelligence**

- Customized Reports
- Seamless Integration
- Used by Fortune 100 Companies
- Make Informed Decisions

### **IL2000**

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Tel: (877) 373-4525  
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tpacitto@IL2000.com  
www.IL2000.com





# Institute of Logistical Management

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



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

### Courses Offered

Distance Learning  
and Online

### Faculty/Consultants

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



*“ILM puts the Logic in Logistics.”*

### (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 Certifications
- Transportation and Logistics Certification
- Available 24/7

- Open Enrollment, cost effective
- No prerequisites, no classrooms
- 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!
- Recommended Credits generally transferable to degree-granting Institutions, who make final determination of acceptance of credits.

### Institute of Logistical Management

888-ILM-4600  
609-747-1515  
info@logisticseducation.edu  
www.logisticseducation.edu

## Interlink Technologies



**Jessie Miller**  
President, CEO



### About Us

In 2012 Interlink Technologies proudly celebrates 26 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

## Interpuerto Monterrey



**Hugo Gonzalez**

*Director, 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 and industrial service center to be run by private companies with full support of the public sector to operate a leading-edge multimodal transportation facility with a development area of 3,100 acres (1,254 hectares)." Interpuerto Monterrey has a strategic location since it adjoins the KCSM and Ferromex Rail lines.

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



### Interpuerto Monterrey

Tel: 52(81) 1477-9024/25

Fax: 52(81)1477-9026

hugo.gonzalez@

interpuertomonterrey.com

www.interpuerto-monterrey.mx



**I**nterpuerto Monterrey is a private real estate and logistics developer that will facilitate the Companies supply chain by providing the key elements such as rail, customs, modernized road connector linked to the US market thru Laredo and Colombia Nuevo León. Interpuerto Monterrey's conceptual master plan includes:

Rail services for import / export operations thru the main ports of Mexico like Lazaro Cardenas/Manzanillo in the Pacific side and Altamira/Veracruz in the Gulf of Mexico. The service to the US market will be thru Laredo and Eagle Pass Tx. All these operations will be run by Ferromex and KCSM. 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 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 benefits to import raw material of foreign products that can be manufacture, aggregate value or simply storage, custody, exhibition, distribution, repair or transform the goods in this inland port with financial and tax benefits.

■ **Safety and Security Pre-Clearance Area:** A concept that signals the future for international commerce operations in the NAFTA region, allowing pre-clearance of products in origin thru the US market complying with all security regulations.



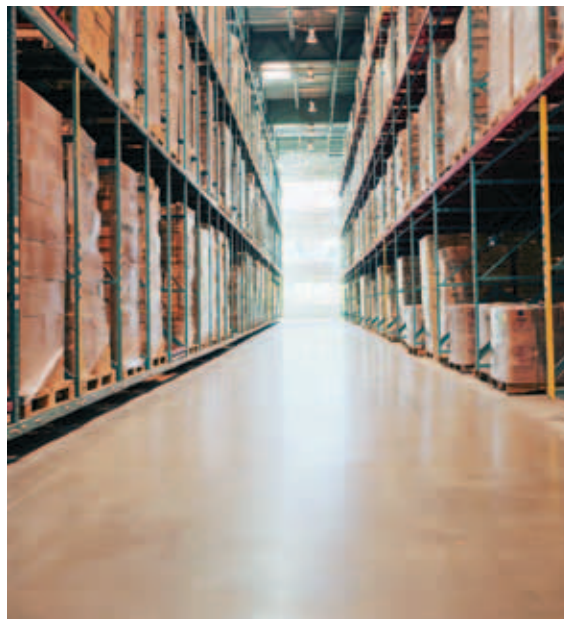
## Intramercia Real Estate Group



**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.



### Intramercia, your property solution in Mexico

Intramercia 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 Juárez, Ascension, 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.

### Intramercia Real Estate Group

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[www.intramercia.com.mx](http://www.intramercia.com.mx)



imagination at work



## 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.



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

615 J.B. Hunt Corporate Drive  
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www.jbhunt.com



### Our Services:

J.B. Hunt utilizes an integrated, multimodal approach to provide customer-oriented solutions centered on delivering customer value and industry-leading service. Our customizable services range from full-load containerized freight transportation over highways and railroads to individual deliveries to small businesses and personal residences. We further combine our assets with those of more than 28,000 transportation providers representing over 800,000 pieces of equipment, ensuring our customers get the capacity they need, even in difficult market conditions.

Among our service offerings are:

■ **Intermodal:** Our intermodal fleet contains the most extensive rail network and the largest private container fleet in North America. Intermodal services combine integration of best-in-class service, priority routing and seamless coordination of rail

and over-the-road transport movements to deliver single billing for complete door-to-door service.

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

■ **Truckload:** Our over-the-road service has been the proven leader in truckload transportation for decades. Our fleet of over 10,000 tractors combined with access to tens of thousands of transportation providers ensures capacity. Over-the-road covers more lanes than ever before, provides specialized equipment and combines innovative technologies with experience.

■ **Final Mile Services:** Our Final Mile service utilizes experienced, background-checked and highly trained

drivers with specialized equipment and technology that provides full delivery visibility, and safe, reliable transportation.

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

■ **Temperature-controlled:** Our customizable single-source solutions utilize both temperature-controlled intermodal and van service, including over 500 refrigerated units and a network of thousands of safe, reliable carriers, including roll-door and multi-temperature units.

■ **Flatbed:** Our flatbed solution includes over 1,000 company-owned units with access to thousands more, including heavy haul, step deck, removable gooseneck and curtainside equipment.

■ **Expedited & Team:** We offer solutions to expedited and specialized needs ranging from dual-driver protection to trade show services, all with critical care and 24/7 customer service.

■ **Specialized:** A variety of specialized equipment is available including forklift flatbeds, boom trucks, delivery vans, multi-axle equipment, and others.

**Enterprise solutions.** Our suite of scalable services are unique to the industry and offer single-source solutions for virtually any supply chain needs. For more information, visit [www.jbhunt.com](http://www.jbhunt.com).

## 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.nonamesteaks.com



## Jacksonville Port Authority (JAXPORT)



**Paul Anderson**  
CEO

### JAXPORT's Vision

The vision of the Jacksonville Port Authority is to be a major economic engine in Northeast Florida by continuing to be a premier diversified port in the Southeastern United States, with connections to major trade lanes throughout the world.



### About JAXPORT

JAXPORT is a full-service, international trade seaport in the Southeastern United States. JAXPORT owns and manages three cargo terminals in Jacksonville, Fla., including the Blount Island Marine Terminal, the Dames Point Marine Terminal and the Talleyrand Marine Terminal.

JAXPORT and its maritime partners handle containerized cargo, automobiles, recreational boats and construction equipment (Ro/Ro), dry and liquid bulks, breakbulk commodities, and oversized and specialty cargoes. JAXPORT's three marine terminals handled a total of 8.1 million tons of cargo and more than 520,000 vehicles in fiscal year 2011, making JAXPORT one of the largest import and export automobile centers in the United States.

JAXPORT terminals feature 18 container cranes, on-dock refrigerated & freezer warehousing, Foreign Trade Zone status and outstanding intermodal connections.

### Intermodal Connectivity

Strategically located at the southeastern corner of the United States, Jacksonville offers the best intermodal connections in the South Atlantic.

More than 55 million consumers are within an eight-hour truck drive of all three JAXPORT marine terminals, each of which is minutes from an Interstate highway. More than 100 trucking and drayage firms operate in and around Jacksonville's port to take advantage of the city's highway system, anchored by I-95, I-10 and I-75.

Jacksonville offers more than 36 daily trains via two Class I railroads – Jacksonville-based CSX Corporation (CSX) and Norfolk Southern (NS) – and one regional railroad, Florida East Coast Railway (FEC):

- CSX provides port customers access to its 22,000-mile network that reaches 23 states and Canada;
- NS operates approximately 21,000 route miles in 22 states and the District of Columbia; and
- Florida East Coast Railway offers multiple daily departures servicing locations from Jacksonville to South Florida.

CSX provides on-dock rail at the Blount Island Marine Terminal. Talleyrand Terminal Railroad, Inc. provides direct switching for Norfolk Southern and CSX at the Talleyrand Marine Terminal, located only minutes from FEC's intermodal ramp.

### The Shift to JAXPORT

With the ability to serve as a hub for inbound and outbound cargo and for distribution of goods throughout the U.S. Southeast and beyond, it is little wonder that Jacksonville is developing a reputation as America's Logistics Center. JAXPORT's strong North-South connections, combined with key routes East-West, offer shippers the opportunity to shift distribution through Jacksonville in an innovative, new pattern that offers benefits for both national and regional markets.

### Why Businesses Are Shifting Their Supply Chains Through JAXPORT

- Superior customer service
- Skilled, diversified labor
- Direct connections to the world's largest ports
- Services from 15 of the top 20 container lines
- Savings from #3 globally ranked Foreign Trade Zone #64
- Access to 55 million U.S. consumers within an 8-hour drive
- Speedy interstate highways, rail lines and on-dock rail
- Truck turn times as low as 14 minutes
- Competitive intermodal and trucking rates
- 88 million square feet of regional warehousing and distribution space

### Contact Us

If you would like more info about shipping your goods through Jacksonville, please call the Jacksonville Port Authority's (JAXPORT's) Trade Development and Marketing office toll-free 1-800-874-8050 or (904) 357-3030, or email us at [info@jaxport.com](mailto:info@jaxport.com).



### Jacksonville Port Authority (JAXPORT)

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Web: [www.jaxport.com](http://www.jaxport.com)  
Twitter: @jaxport

## Jacobson Companies



**Brian Lutt**  
President and  
Chief Executive Officer

### Our Vision

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

### Our Mission Statement

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

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

### Jacobson Companies

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



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

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

### Our end-to-end supply chain solutions worldwide include:

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

### Why Jacobson?

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

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

### What Can We Do For You?



## Joplin Regional Partnership



**Kevin Welch**  
*Director*

### Welcome to the Joplin Region!

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



### Joplin Regional Partnership

320 East 4th Street  
Joplin, MO 64801  
417-624-4150

Fax: 417-624-4303

Email: kwelch@

joplinregionalpartnership.com

www.joplinregional

partnership.com



### Joplin Region's Logistics Advantages:

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

### Access to Success

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

Interstate 44 (east-west) along with interstate-grade US Hwy. 71 & US 69 (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.



## 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

1355 Meyerside Dr.  
Mississauga, ON  
L5T 1C9

800-668-3785

kmatthews@kelron.com

www.kelron.com



**K**elron 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, Intermodal, Temperature Controlled, 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, Intermodal, Temperature Controlled 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



**Andy Smith**  
Chief Operating Officer

*"What I like about Kenco is that you are big enough to handle our business and everything we throw at you, but you are small enough that we are important to you."*

— Customer Testimonial



**F**or common sense solutions that work in your real world, turn to Kenco. We provide value-added distribution, public warehousing, comprehensive transportation services, and intelligent information technology – all engineered for operational excellence. Kenco delivers confidence. For over 60 years we've built customer relationships that span decades. And we've yet to find the customer who was just like any other. That's why we are the 3PL that listens, learns and adapts.

Privately held and financially strong, we take our corporate responsibility seriously by engaging in ethical, honest and sustainable business practices. Our agility, customer dedication and common sense solutions drive uncommon value. The result? Your supply chain will evolve from an operating cost to a competitive advantage!

By leveraging the strengths of our five operating companies we engineer innovative solutions that provide tangible value. These companies are

committed to providing the highest level of quality, service and continuous improvement in the following areas:

### **Distribution and Fulfillment**

Kenco operates over 25 million square feet of warehouse space across North America. We perform services that go far beyond the receiving and storage of freight. Network optimization, sequencing, raw materials management, product testing, vendor-managed inventory and regulated pharmaceutical destruction are just a few of the value-added services we perform. Kenco's technology solutions bring agility and flexibility to our customers. We offer the combination of several powerful tools that can help you manage your information, workforce, inventory, space, and time.

### **Transportation Management**

Companies rely on Kenco for innovative solutions that lower transportation costs,

improve customer service and reduce order cycle times. Our experts focus on your transportation needs so you can focus on your company's core competency. Kenco offers full-service transportation solutions, which include dedicated fleet management, freight management, transportation brokerage, over the road transportation and transportation management systems.

### **Material Handling Solutions**

Kenco has been providing material handling equipment (MHE) and maintenance services for over 45 years. In addition to regional forklift dealerships, Kenco has the ability to provide on-site technicians that perform preventative maintenance and repairs. This service can substantially reduce equipment downtime and maintenance costs. We also offer a fleet strategy service that tracks and reports MHE data to allow management to make more informed equipment decisions.

### **Real Estate Management**

JDK Real Estate is known for optimum site selection and rate negotiation power, leveraging our partnerships with internationally known real estate firms we provide a "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.



### **Kenco Logistic Services**

2001 Riverside Drive  
Chattanooga, TN 37406  
Toll Free: 1-800-758-3289  
info@kencogroup.com  
www.kencogroup.com



## 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
- WBE Certified Organization



**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 48th anniversary in December 2011, is located in Marysville KS. Landoll is a diverse and vertically integrated manufacturer of products for the Material Handling,

Transportation, Agriculture and specialty OEM and Government markets.

The Material Handling Division manufactures forklifts that operate in aisles as narrow as 56" with lift heights to 39' and capacities from 3,000 to

12,000 lbs. The Narrow Aisle Forklifts include the original and popular Bendi front articulating forklift that has been converted to AC, as well as the IC truck.

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

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



### Landoll Corporation

1900 North Street  
Marysville, KS 66508

### Ed Campbell, Sales Manager

Material Handling Division  
Phone: 540-220-4124  
ed.campbell@landoll.com

## Landstar System, Inc.



**Henry Gerkens**  
*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 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) or call 877-696-4507.



**W**hile tightening capacity continues to be a concern for many shippers, Landstar customers can rest assured in the knowledge that we are uniquely qualified to meet any capacity challenge.

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

- Access to 8,000 power units operated by Landstar business capacity owners.
- Access to 13,000 pieces of trailing equipment.
- 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.

### **Air**

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

### **Expedited Ground**

- Cargo vans, straight trucks and tractor-trailers, including air-ride.

### **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.

### **Ocean Freight Forwarding**

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

### **Warehousing**

- Flexible and scalable.
- All major markets.
- Value-added services.

See what you're missing. Visit [www.landstar.com](http://www.landstar.com) to watch our video detailing Landstar's full complement of services Or call 877-696-4507.



### **Landstar System, Inc.**

13410 Sutton Park Dr., South  
Jacksonville, FL 32224  
Toll Free: 877-696-4507  
[Solutions@landstar.com](mailto:Solutions@landstar.com)  
[www.landstar.com](http://www.landstar.com)

## Lane Balance Systems



**Jeff Owen**  
President

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



**L**ane Balance Systems provides high quality transportation services to a continually growing list of prestigious customers. Experience, integrity, and a solid track record have earned the company a reputation of quality service and top-notch customer support.

The primary focus at Lane Balance Systems is to fully understand your transportation program, and work with you to create economically sustainable solutions for reducing costs. The transportation industry and carrier lanes are ever evolving, and a company's ability to effectively manage costs can be impeded with just a simple core carrier base and yearly contracts. Lane Balance Systems continually builds new alliances in all modes of transportation to ensure that your transportation costs are properly managed and controlled.

### Services

#### Transportation Mgt. System (TMS)

- Tracking
- Location profile management
- Code Logic validations
- Reporting shipment history
- Manual and EDI 214 capabilities
- On-line access to Vendors/ Shippers, Carriers and Requestors

#### Shipment Mgt. Center (SMC)

- Inbound, outbound and third party transportation management
- Ability to receive web-enabled shipment routing requests
- Shipment rating and routing
- Shipment tender and dispatch
- Web-based shipment tracking and tracing capability
- Enforcement of routing guide compliance
- 24/7 availability

#### Carrier Management

- All modes – TL, LTL, Air, Intermodal and International
- Rate negotiation
- Contract construction and negotiation
- Carrier metrics reporting
- Carrier performance management
- Carrier billing management

#### Information Services Mgt.

- End to end shipment visibility
- Web based information system for ad hoc and canned reporting
- Front end cost allocation
- Opportunity to integrate historical operating and spend information
- Required interfaces to enterprise and legacy system

#### Freight Claim Filing & Mgt. Services

- Provide easy-to-use web entry claim filing
- Claim no. cross-referenced to carrier's claim no. and client's reference no. on all submitted claims
- Visibility to all freight claim activity
- Ability for authorized vendors, facilities and carriers to check claim status
- Customized reporting capabilities by type of claim, location, vendor or carrier
- Contract negotiation and review with recommendations to current contract items related to freight claims
- Tracking and reporting claims
- Effectively manages claim process from entry until resolution
- Knowledgeable feedback provided on freight claim issues and recommendations to reduce claims

#### Dedicated Services

- Complete turn-key dedicated operations, customized to meet customer's needs
- Asset based equipment and/or carrier partner equipment
- Specialized equipment to improve efficiency
- Supply management and oversight for service matrix

#### Brokerage Services

- Provide immediate truckload capacity utilizing reliable network carriers with competitive rates
- Any equipment type needed: van, flatbed or specialized
- Reporting services via web-based tracking and carrier service metrics
- Oversized, overweight, escort required and hazmat shipments



#### Lane Balance Systems

8700 Trail Lake Dr.  
Suite 100  
Memphis, TN 38125  
Toll Free: 877-406-9966  
www.lanebalance.com



## LaSalle County EDC



**Marci Duro**

*LaSalle County EDC Board President*

The LaSalle County EDC (formerly LaSalle County Development Connection) is a coalition of economic development organizations in the region which was formed to market the area as a location for new business. By working together, the site selection process is more expedient for those going through that process.



**I**f you are looking for:  
Location, Transportation,  
Easy access, Efficient Operation  
due to Skilled Employees....  
LaSalle County is your place  
to be.

LaSalle County is located in North Central Illinois at the crossroads of Interstates 80 and 39, and situated 90 miles southwest of Chicago. For those involved with the timely transportation of product and merchandise LaSalle County offers companies an opportunity to ship to 2/3 of the country in two days or less.

The economic development organizations in LaSalle County Illinois are represented through a marketing and information partnership called the LaSalle County Economic Development Connection. These communities include: LaSalle, Peru, Oglesby, Ottawa, Mendota, Streator, Utica and the County of LaSalle. Through these partner communities many business incentives are offered including: Enterprise Zones, Tax Increment Financing Districts, and

Low Interest Revolving Loan Funds. Each community has professional development personnel available, and each offers developed industrial properties for immediate occupancy.

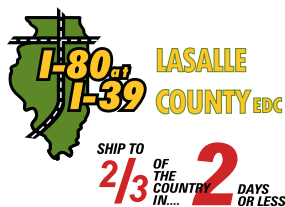
Not only is LaSalle County Illinois a crossroads for interstate highways running from the Atlantic to the Pacific, on a north south basis, we can move your product from Canada to Mexico. These are supported by a system of five railroads which include: BNSF, Norfolk Southern, Iowa Interstate, CSX, and IL Railnet. In addition, barge service on the Illinois River will move product from the Great Lakes to the Gulf of Mexico. Two airports support private aviation and we are located 90 miles from O'Hara and MidWay airports in Chicago and 60 miles to Central Regional airport in Bloomington and the same to the Greater Peoria Airport in Peoria.

The three pillars of the LaSalle County Illinois economy are Manufacturing,

Warehouse/Distribution, and Health Care. Some of the warehouse/distribution centers in the area include: Pet Smart, Double D, Kohls, WalMart Distribution, US Foodservice, Seattle Sutton, O'Neal Steel, Marmon Keystone, J C Whitney, Advantage Logistics, Euclid, Mautino Distribution, Coca Cola.

Workforce development has been given a very high priority in LaSalle County. A number of existing programs for local businesses are in place, and new programs, especially in New Economy skills, are currently being developed through a partnership between the local WIB, community colleges, and economic development organizations. The area has a strong workforce with a Midwest work ethic which, through the decades has allowed many manufacturers to begin as a start up and grow to be strong viable centers of commerce.

Energy abounds and gives strength to the attraction of LaSalle County, with one nuclear power plant, several wind farms, the largest solar farm in Illinois is under construction. All this is supported by a large energy transmission system. Natural gas is in abundant supply with a large concentration of underground storage tied directly to major national distribution systems, and water in large quantities throughout the County.



**LaSalle County EDC**

(located at Illinois Valley  
Community College)  
815 N. Orlando Smith Road  
Oglesby, IL 61348  
Phone: 815-224-0428  
Fax: 815-224-0276  
www.80at39.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.



## Litco International, Inc.

An estimated 300 million pallets move between Canada and the USA annually. A change in wood packaging regulations between them will require "bug free" pallets. This will create a shortage of heat treating capacity for conventional wooden pallets. Many shippers will be forced to use approved alternatives. Inca pallets are the popular and easy to use solution.

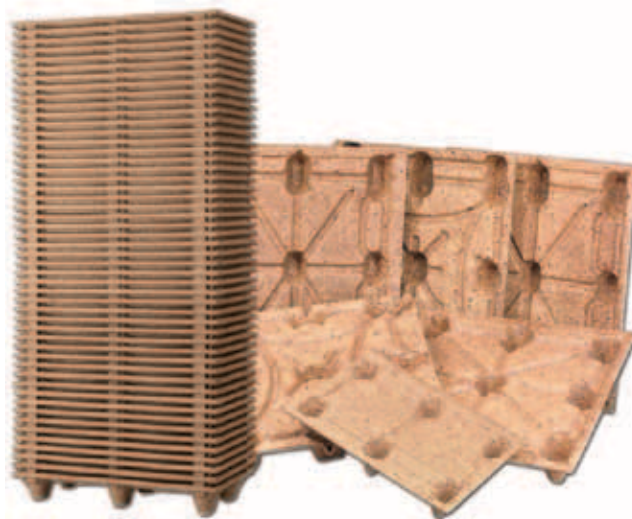
### PRODUCT ADVANTAGES



### Litco International, Inc.

P.O. Box 150  
One Litco Drive  
Vienna, OH 44473-0150  
Toll Free: 877-284-5043  
330-539-5433  
Fax: 330-539-5388  
www.litco.com

### Export Pallet Shortage Forecasted



**L**itco International, Incorporated, Vienna, Ohio is your only source for Inca Presswood pallets in North America.

They are molded from wood fiber and are commonly used for domestic and export transport packaging. They are safe to use because they are free of nails and staples.

Inca presswood pallets are ideal for export shipping. They are considered "processed wood", bug free and meet the export specification requirements per IPPCISPM 15 (International Plant Protection Convention-International Standard for Phytosanitary Measures).

They are accepted anywhere in the world without import delays and related extreme penalties. They are compliant without the hassle and expense of further treatment and special stamping. Unlike

typical heat treating, the wood drying process will not promote the growth of mold.

Though most countries that trade internationally have implemented ISPM 15, the USA and Canada have in the past agreed to not require the standard when shipping between the two countries. However, the adoption of the standard is being considered and has a strong potential of being implemented as early as January 2013. It is estimated that annually, 300 million pallets move between Canada and the USA.

The change will create a shortage of heat treating capacity for conventional wooden pallets. This will cause many shippers to seek alternate types of export approved pallets.

The Inca presswood pallet is an easy solution. Inca pallets are nestable; therefore saving

labor and handling costs and freeing up valuable space. At 50 pallets per stack, it takes half the amount of time to unload a trailer and supply work stations.

They are free of chemicals, including TBP, TCP and TCA, which are a concern to food, produce and pharmaceutical manufacturers. Inca pallets are a complement to corporate sustainability initiatives because they are Cradle to Cradle Certified<sup>CM</sup> Silver.

Litco has recently launched smaller sizes of presswood pallets, including a 24" x 40" pallet for the domestic and export markets. The pallets are targeted at shippers that use, but do not completely utilize, a full size pallet. The smaller size provides better product protection and saves warehousing and related handling expenses. The lighter weight saves the equivalent of 21,000 pounds of unnecessary shipping expense for every 1,000 pallets shipped. The outbound freight savings alone could potentially offset the price paid for the pallet.





## 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

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Anchorage, AK 99502-1809  
1-888-596-3361  
Fax: 206-243-8415  
information@lynden.com  
www.lynden.com



Over land, on the water, in the air – or in any combination – Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, Western Canada, the South Pacific and Russia, as well as other areas around the globe, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing.

The combined capabilities of the Lynden companies includes truckload and 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

## 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 Corporation**

8725 NW 18 Terrace  
Suite 209  
Miami, FL 33172  
Phone: 786-845-9150  
info@magaya.com  
www.magaya.com



## MD Logistics

**Mark Sell***President and Co-Founder***Our Mission:**

At MD Logistics, our mission is to support our team of leaders, dedicated to each other and our customers, in order to remain fast and flexible while providing custom supply chain solutions in a high quality environment, on time, every time.

**MD Logistics**

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Plainfield, IN 46235  
+1 317-838-8900  
info@mdlogistics.com  
www.mdlogistics.com

Reno Office:  
12125 Moya Blvd  
Reno, NV 89506



MD Logistics is a third party logistics company specializing in customized supply chain solutions. Our vertical markets include Life Sciences and Pharmaceuticals, Retail and Consumer Goods, as well as Transportation Services. In addition to cold chain and foreign trade zone warehousing, our services range from packaging, fulfillment and distribution to global freight forwarding and freight management. Located in Plainfield, Indiana, and Reno, Nevada, our combined facilities include state of the art Pharmaceutical and Retail distribution space.

**Life Sciences and Pharmaceuticals**

MD Logistics designs customized supply-chain solutions for global distribution of trade, sample and clinical specialty products. Our facilities are fully licensed and accredited, maintaining cGMP and VAWD standards, enabling us to provide compliant cold chain storage for finished and WIP products. We deliver these standards through the utilization of Red Prairie WMS and strategically located state of the art facilities. We offer full integration with our customers' ERP software and support electronic data interchange for order management and

reporting. Most critical to operational success, our dedicated and experienced pharmaceutical team stands behind our services to ensure the utmost product quality and maximum customer satisfaction.

**Retail & Consumer Goods**

MD Logistics client shared facilities manage high-volume, high-value, market-driven, retail-sensitive products for industries that expect maximum performance and flexible infrastructure. We handle B2B and e-commerce distribution, supporting the top 100 retailers in the country. Our tier one WMS fully integrates with our customers' ERP software and supports electronic data interchange for order management and reporting. By combining a wide array of custom solutions, the MDL team manages your supply chain from start to finish.

**Transportation Services**

Beyond traditional warehousing and distribution services, MD Logistics offers freight management, global freight forwarding and brokerage services. Our Indianapolis and Reno facilities are both located near International airports and within a day's drive of over 80% of the US population. We are strategically positioned to offer customers a range of all-inclusive transportation services and optimize their transportation budgets.

## MercuryGate International, Inc.



**Monica Wooden**  
CEO

"MercuryGate started out with a simple mission. We wanted to deliver one transportation solution that provided immediate value to transportation professionals across the brokerage, 3PL and shipper sectors. We have achieved that goal. Since 2001, we have been delivering high value transportation solutions that are creating immediate results for our clients."



**MercuryGate  
International, Inc.**

100 Regency Forest Drive,  
Suite 300  
Cary, NC 27518  
919-469-8057  
sales@MercuryGate.com  
www.MercuryGate.com



**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.

## MIQ Logistics



**Joey Carnes**  
*Chairman and CEO*

MIQ Logistics is a global logistics company headquartered in Overland Park, Kan., and with offices in North America, Asia, Europe and South America.



### **MIQ Logistics**

11501 Outlook St., Suite 500  
Overland Park, KS 66211  
1-877-232-1845  
Fax: 1-913-696-7501  
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www.miq.com

### **Asia**

Hong Kong: +852 2410 6900  
asia.info@miq.com

### **Europe**

UK: +44 1784 480 100  
ukquotes@miq.com

### **North America**

United States: +1 877 232 1845  
Canada: +1 905 542 7525  
Mexico: +52 55 2000 2250  
Cross Border Services:  
+1 866 603 8061  
contact\_us@miq.com

### **South America**

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Chile: +56 2 652 9600  
Colombia: +57 1 5405207  
Peru: +51 1 615 7676  
contact\_us@miq.com

MIQ Logistics enables companies to improve their transportation network and overall supply chain efficiency by offering flexible logistics solutions supported by Web-native technology and global logistics management capabilities.

Logistics Services by MIQ Logistics help clients optimize their operations with supply chain management solutions which improve their overall business performance.

### **Distribution Services: Manage distribution & warehousing efficiently**

Our comprehensive distribution capabilities facilitate better supply chain management by driving lower transportation costs, sorting and sequencing shipments, and providing value-added services.

- Warehouse Management and Fulfillment
- Contract Logistics
- Value-Added Services

### **Global Services: Simplify international shipping**

Our wide range of sophisticated global logistics services at points of origin around the world improve supply chain management for clients, enabling them to achieve overall supply chain savings, while gaining better control of their shipments.

- International Freight Forwarding
- Customs Brokerage
- Global Trade Management
- Value Added Services

### **Transportation Services: Simplify domestic shipping**

Our flexible transportation services keep clients' operations running smoothly, while helping them realize business and supply chain management goals.

- Transportation Management
- Truckload Services
- Domestic Freight Forwarding





## 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**



**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.



## Multisorb Technologies

### Multisorb Technologies is the World Leader in Active Packaging Technology™

Multisorb has been an innovator of sorbent solutions for more than 50 years. Multisorb was founded in 1961 to serve a need within the electronics industry to protect products against moisture. Today Multisorb serves four market sectors: Food & Beverage, Healthcare, Electronics, and Transport & Storage.

When there is a need for moisture and oxygen control, many companies turn to Multisorb. Multisorb has a proven record of providing high-quality sorbent solutions. Multisorb is available to provide consultations to ensure your products are properly protected. Call us today.

#### Multisorb Technologies

325 Harlem Road  
Buffalo, NY 14224 USA  
Tel: +1 716-824-8900  
Fax: +1 716-824-4128  
www.transorb.net

**Contact: Russ D'Anna**  
Transport and Industrial  
Business Development  
Leader  
rdanna@multisorb.com



**D**amaging condensation that forms in warehouses and freight containers has met its match. When you protect your cargo with TranSorb® sorbent packs during storage and transit, your cargo will be protected from rust and corrosion, mold and mildew, and other damage that can occur from condensation.

When there are fluctuations in temperature and humidity during transport and storage, condensation, cargo sweat, or container rain is created, wreaking havoc on your shipment and potentially causing thousands of dollars in damages.

TranSorb's® patented technology allows it to absorb a large quantity of moisture, effectively lowering the dew point within the warehouse or container. Your cargo is protected and you can have peace of mind.

#### Formats to Fit Your Needs

TranSorb® is available in a variety of formats to fit your application.

- Single pack
- Adhesive backed single pack
- Three pack strip
- Single or three pack in a cargo net

#### A Variety of Placement Options

TranSorb® sorbent packs are easy to use and offer several placement options.

- Line the perimeter of the cargo container
- Hang in netted bags
- Place on top of cargo

- Place in pallet openings
- Place inside packaging application
- Place inside shrink-wrapped pallets

#### Safeguard Refrigerated Shipments

TranSorb® can also be formulated to protect goods in cold storage applications by absorbing moisture and reducing humidity levels in refrigerated or frozen conditions. This humidity reducing technology is ideal for preventing frost build-up in refrigerated containers when shipping frozen products. Multisorb can customize a solution to protect your products from condensation and moisture damage during transport or storage of refrigerated or frozen goods.

#### Peace of Mind

Multisorb will work with you to determine the number of bags needed to keep your cargo dry. Whether by land, water, or air, TranSorb® is a brand you can trust with your cargo. Talk to us about protecting your cargo.



**MULTISORB**  
Technologies

## NASSTRAC

**Eric Morley**

2012 NASSTRAC Chairman  
Director of Transportation,  
Best Buy Company

**Doug Easley**

2012 NASSTRAC President  
Vice President, Saturn Freight



**W**hether you manage freight transportation via truckload, LTL, rail, ocean or air, you'll find value in NASSTRAC. When you belong to this industry association, you become part of a community where transportation and logistics professionals across diverse industries turn to advance their careers. You'll find:

- Information to stay current and competitive
- Education to deepen your expertise
- A voice with other companies to stop burdensome laws and regulations
- Provider relationships in a market tight on capacity

#### Transportation: What We're About

Solutions, best practices, information, and industry connections. NASSTRAC is your premiere resource for all these and more. In fact, we've been providing education, advocacy, and value to shippers and carriers since 1952. As a member, you'll benefit in these key areas:

■ **Education.** Through various conferences, regional meetings, and online webcasts, you'll remain productive, improve your skills, and increase your knowledge of the industry.

■ **Advocacy.** Join the voices of other companies with a common goal: To stop burdensome laws and regulations that impede productivity and increase the delivered cost of goods. In fact, NASSTRAC is leading the historic industry-wide "Stand Up For Trucking" Fly-In to Washington Feb. 1. For more information, visit [www.StandUpForTrucking.org](http://www.StandUpForTrucking.org).

■ **Connections.** Build your industry network and critical relationships with transportation decision-makers, carriers and providers of logistics services.

■ **Solutions.** Find transportation solutions from a variety of sources, ranging from articles, case studies and white papers in our Online Resource Library to free access to NASSTRAC's Legal Counsel who has decades of experience in transportation shipper law.

#### Who Belongs?

Key decision-makers at all levels are involved in this association, ranging from Manager and Director of Transportation to Vice President of Logistics or Supply Chain Management.

NASSTRAC primarily serves manufacturing, retail, and wholesale/distribution. Our membership roster includes Fortune 500 and other leading companies such as Abbott Laboratories, BASF, Casio, Coach, ConAgra Foods, CVS Caremark, Dell, Energizer, Famous Footwear, Gardner-Gibson, HD Supply, Johnson & Johnson, L'Oreal, Limited Brands, Lowe's, Masco, Merck & Co., Owens Corning, Pepboys, Revlon, SPX Corp., Stein Mart, Target, UniPro Foodservice, and USG Corp., to name a few.

#### 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.



#### National Shippers Strategic Transportation Council

9382 Oak Avenue  
Waconia, MN 55387  
Voice: 952-442-8850 x208  
[Brian2008@NASSTRAC.org](mailto:Brian2008@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 all or parts of 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  
[rjnelse@nppd.com](mailto:rjnelse@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



Outsourced Logistics and Supply Chain Consulting



NEW BREED  
LOGISTICS

### 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.



NEW BREED  
LOGISTICS

## 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



**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 logistics providers in North America.

**NFI Warehousing & Distribution**

We are experts in warehousing solutions and can store and distribute your product in our 21 million sq ft of owned or operated space. We can 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 a full-range of value-added services. Specialize in Cross-dock, consolidation/deconsolidation, pool distribution and reverse logistics. Global services

provided. Always prepared for surges. Visibility through our NaviTrace web system.

**NFI Contract Packaging**

Full service packaging provider (one stop shopping). Rapid ability to convert warehouses into regional packaging centers anywhere in North America. NFI owns a specialized center based in Cincinnati for customized packaging needs.

**NFI Transportation**

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. EPA SmartWay Transport Partner.

**NFI Intermodal**

Get your products there by rail quickly, seamlessly and in

a more sustainable way. NFI combines the best abilities of all our transportation modes to deliver service, savings and customized solutions for your most complex shipping needs. Ship your delicate perishables in NFI's state-of-the-art refrigerated containers.

**NFI Canada**

NFI has extended its reach with local high-value resources in Canada. Resources include dedicated trucking, perishable, beverage, retail, manufacturing, air & ocean, warehousing, temperature-controlled grocery & produce, refrigerated & dry transportation brokerage. Asset-based intermodal (IM) division with Canadian National Railway (CNR). Current facilities in Toronto, Montreal and Edmonton.

**NFI**

1515 Burnt Mill Road  
Cherry Hill, NJ 08003  
1-877-NFI-3777  
contactus@NFIindustries.com  
www.NFIindustries.com

## Nussbaum Transportation Services, Inc.



**Brent Nussbaum**  
CEO

In every sense, the company we keep is as important as the road we travel.



**Nussbaum Transportation Services, Inc.**

2200 North Main Street  
Normal, IL 61761  
Tel: 800-322-7305  
Fax: 877-784-9438  
info@nussbaum.com  
www.nussbaum.com



### Setting New Ideas in Motion

Founded by Alden Nussbaum with a single truck in 1945, Nussbaum Transportation has evolved through numerous market changes. Industry insight, innovation and integrity have streamlined us for success and been key to the growth of a strong organization positioned to meet any challenge. Today, Brent Nussbaum leads the company with the same focus on customized solutions and personal service that his father instilled from the start.

Through a level of professionalism not often found in the industry, we form seamless partnerships with our customers and move beyond promises to deliver results. Trusted relationships are at the center of our success. The caliber of our drivers, account managers and support staff are a reflection of that commitment. At Nussbaum, our reputation is our bottom line.

Our team loves nothing better than the creative challenge of designing efficient transportation solutions, always looking for the best solution to maximize equipment use and driver time. From a state-of-the-art operations center to the latest in-cab communications and

tracking systems, we employ leading edge technology to ensure shipments arrive on-time, every time.

### X-Duty

The new X-Duty Trailer is a dual-purpose van trailer that can meet the demands of heavy duty requirements – supporting loads with a floor rating over 50% greater than any other van trailer in the industry. It was originally designed for a manufacturer who received raw materials on a flatbed but shipped outbound finished goods using van trailers. Now the same trailer can be used for both in-bound raw materials and out-bound freight, cutting transportation costs substantially. This solution reduced the number of trucks – saving fuel and transportation cost.

### Truckload

Nussbaum has an exceptional on-time and claims-free delivery record. Located in the heartland of North American manufacturing, Nussbaum is ideally positioned to offer one way or round trip transportation throughout the nation. Customized delivery services are a specialty at Nussbaum and can be tailored to meet the customer's needs.

### Dedicated Contract Carriage

Nussbaum can streamline your transportation needs with Dedicated Contract Carriage services. Our team of logistics experts can design an optimal, innovative solution that maximizes equipment use and driver time so you can tend to your core business and leave behind the headaches of fleet management.

Nussbaum listens to your needs and thoughtfully analyzes your operations to help our customers save time and money.

### Third-Party Logistics

Nussbaum offers a complete Third Party Logistics brokering service that can help increase efficiency and profitability. Our custom 3PL services can handle every shipping need, from managing inbound raw materials for the most demanding production timetables to scheduling and shipping finished goods to your core customers. Nussbaum has the knowledge and experience to help shippers of every size manage their supply chain from start to finish.

*What can Nussbaum do for you?*

## 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



# Odyssey Logistics & Technology (OL&T)

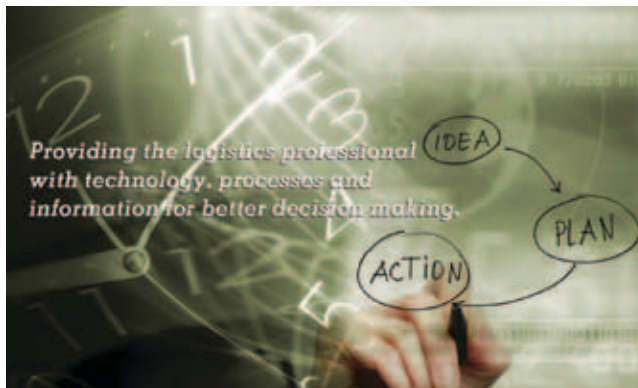
## Empowering Global Logistics<sup>SM</sup>



**Bob Shellman**  
CEO

### Mission Statement:

To provide global expertise in transportation and logistics management to the industrial and consumer sectors – 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.



*Providing the logistics professional with technology, processes and information for better decision making.*

### Our Focus:

Quality information – Cost optimization – Service – Safety

### How:

#### Experienced Team

- Deep industry expertise that includes logisticians, technologists and engineers
- Continual expansion of staff sourced from logistics services providers, transportation companies, manufacturers and technology companies
- Adherence to best practices
- Delivers operational efficiencies that translate into service improvements and better control
- Trusted partner that expands reach and capabilities

#### Leading Technology Platform

- Global platform that integrates with all ERP systems
- Drives process automation and improvement, while enhancing service delivery and reducing costs
- Optimizes routes, shipments and carrier selection
- Provides data reporting to monitor markets
- Maintains visibility and control with 24/7 shipment,

carrier, cost and carbon footprint tracking

- Ongoing data analysis/performance measurement/process improvement

#### Multibillion Dollar Global Network

- All modes (road/rail/ocean/air)
- Vast network (truckload/bulk truck/LTL/containership/rail/air)
- \$60 billion in cargo value across both industrial and consumer product lines
- Over 200,000 over-the-road contracted lanes and 220 ports serviced
- Complete suite of services including transport contracting, international forwarding, customs brokerage, intermodal and more

### Why OL&T?

- OL&T empowers global logistics and transportation teams by leveraging our industry expertise, leading technology platform and vast global network.
- Visibility to the network and market information supports cost optimization, while driving performance excellence and increased control for

improved data analysis and decision making.

■ By leveraging OL&T's capabilities, in-house capacity is expanded, tasks are automated and processes improved.

OL&T offers a full suite of services that provide the following advantages:

- Optimized freight costs within the OL&T network
- Sustainability goals met while reducing costs with intermodal solutions
- Maximized logistics network by way of in-depth analysis
- A single point of contact for customs brokerage, international freight forwarding and non-vessel owning common carrier services (NVO)

### Services

- Managed Services
- Transportation Services
- International Services
- Freight Audit and Pay
- Warehousing and Terminal Services
- Consulting
- Sample Fulfillment
- Small Package Services



### Odyssey Logistics & Technology (OL&T)

39 Old Ridgebury Road  
Danbury, CT 06810  
203-448-3900  
Toll Free: 866-487-7481  
With offices in the U.S., Europe and Asia

**OHL**

**Randy Curran**  
CEO

**OHL Key Statistics**

- Over 32 million square feet of flexible warehouse space in 130 locations in North America
- Global freight network including North and South America, Europe and Asia
- 7,000+ employees and growing
- Provides complete supply chain solutions including:
  - **Supply chain analysis and design**
  - **Warehousing and fulfillment**
  - **Customs Brokerage**
  - **eFulfillment**
  - **Transportation management**
  - **Truckload, LTL and small parcel shipping**
  - **Ocean and air freight**
  - **Trade services**

**OHL**

7101 Executive Center Drive  
Suite 333  
Brentwood, TN 37027  
Phone: 800-401-6400  
Ohlinfo@ohl.com  
www.ohl.com

**OHL can help you develop a plan that's just right for you.**

We've been helping companies like yours solve domestic and international logistics challenges for over 60 years. Our customer-centric approach to service, coupled with a can-do attitude, delivers improved supply chain performance and reduced costs. More importantly, no matter what you've got to move, we'll make sure peace of mind goes with it every step of the way.

**Built around the way you do business.**

Our core business units are each structured to provide specific services based on your company's unique needs. Or, they can be seamlessly applied and integrated to provide you with a single-source logistics solution. Either way, we work collaboratively with you to develop the best plan for your business.

**Air + Ocean**

Whether it's Air or Ocean, rest assured that your shipment



will arrive safely and securely, when and where it's supposed to. With today's supply chain challenges, you need a partner with the flexibility and scale to get the job done right every time.

**Customs Brokerage**

OHL is one of the largest customs Brokerage companies in North America. Duty rates, customs clearance and entry processes vary from country to country. Tariff classifications, value declaration and duty management often create confusion and can lead to penalties and delayed shipments. Constantly changing security and customs initiatives have imposed new regulations on companies, making it more challenging than ever to trade internationally.

**Road + Rail**

Our transportation management services help you gain a competitive advantage by simplifying processes and taking costs out of your transportation networks. We'll

provide access to carriers and capacity whenever you need them, and give you the ability to monitor and track shipment status activity. Whether you're looking to ship one TL, LTL or special needs shipment, or you need a partner to manage complete transportation systems, we're here to help.

**Warehousing + Fulfillment**

With more than 32 million square feet of warehouse space in North America, you'll be part of a logistics network that's big enough and flexible enough to grow with you every step of the way. We'll help you shift your fixed costs to variable costs, improve service levels and strengthen customer relationships.

No matter what your needs, you'll always benefit from our unparalleled experience in multi-customer, campus-based warehousing systems and dedicated distribution centers. OHL manages and ships more than 11 million eFulfillment orders a year, helping companies dramatically increase speed-to-market and save money.



## 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.



**Old Dominion  
Freight Line Inc.**

500 Old Dominion Way  
Thomasville, NC 27360  
Toll-Free: (800) 432-6335  
Fax: (336) 822-5239  
customer.service@odfl.com  
odfl.com



**T**homasville, N.C. -based Old Dominion Freight Line is an LTL, national multi-regional motor carrier providing one-to-five day, next day and second-day services among six U.S. regions and seamless worldwide LCL and FCL services.

Through its four product groups, **OD•Domestic**, **OD•Expedited**, **OD•Global** and **OD•Technology**, the company offers an array of innovative products and services that provide direct service to 48 states through its 215 state-of-the-art service centers. In addition to domestic LTL services, the company offers expedited, drayage and assembly and distribution services, as well as container delivery services to and from North America, Central America, South America and the Far East.

The four product groups: **OD-Domestic's** single source operation helps customers manage their domestic shipping needs with confidence. Old Dominion provides complete nationwide coverage across all regions of the United States, and the company's super regional service allows customers to ship nationally, interregionally and intraregionally within the Northeast, Southeast, Midwest, Central states, Gulf states and West regions of the country,

with the most competitive transit times available.

**OD-Expedited** provides daily on-time deliveries, guaranteed deliveries within normal transit times and 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 the 23 origin ports in Asia to nearly any U.S. domestic destination. The offering also includes port-to-door tracking of all shipments.

**OD-Technology's** 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 2011, Old Dominion was named to the *Inbound Logistics* Top 100 Motor Carriers (list serves as a qualitative assessment of service providers that the magazine's editors feel are best equipped to meet or surpass readers' evolving motor freight transportation needs), as well as their G75 list in July (list honors 75 companies in several categories of logistics service providers – including 3PLs, truckers, ports and forklifts – that are truly "walking the walk" when it comes to commitment to supply chain sustainability). In August 2011, *CIO* magazine honored Old Dominion as a recipient of the 2011 CIO 100. The annual award program recognizes organizations around the world that exemplify the highest level of operational and strategic excellence in information technology.

For more information about Old Dominion, visit [odfl.com](http://odfl.com) or call (800) 432-6335.



## 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.

**Global Network**

OOCL is a highly globalized business with 270 offices in 60 countries. Linking Asia, Europe, North America, the Mediterranean, the Indian subcontinent, the Middle East and Australia/New Zealand, the company offers transportation services to all major east-west trading economies of the world.

OOCL is one of the leading international carriers serving China, providing a full range of logistics and transportation services throughout the country. OOCL has operated in China since the 1980s and we pioneered many services, including international container train, Reefer-on-Rail and domestic services in China.

**IT and Supply Chain**

As a total logistics service provider and an industry leader in IT applications, OOCL offers our customers tailor-made transport and logistics solutions at every stage of the supply chain.

OOCL's sophisticated real-time web based platform, IRIS (Integrated Regional

Information System), offers customized service and allows us to route our customers' cargo via the fastest transit route and at the lowest cost.

The online interactive product My OOCL Centre offers customers advanced capabilities; helps lower their business costs, saves time and enables total transparency and maximum control in their supply chain. Innovative services are also available on smartphone platforms at the [m.oocl.com](http://m.oocl.com) internet portal.

However, we believe that even the best IT system is only a platform. It is the people who actually deliver the service that makes the difference – OOCL employees aim to satisfy all our customers' individual business needs.

**Reefer**

OOCL is also a market leader in providing reliable reefer services to customers in America with many years of experience in reefer trade. We offer customers a comprehensive coverage of east-west trade corridors with a broad service network and

some of the most extensive intermodal connections in the industry.

With a wide range of reefer customers trading different commodities, OOCL can provide tailored cargo care services to suit the needs of every customer and cater to today's demanding market environment including U.S. stringent regulations. Our continual investment in reefer equipment ensure that it is of the highest specification to ship even the most delicate and climate-sensitive cargo.

**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, to 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 on our website.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2012!

**OOCL**  
*We take it personally*

**OOCL (USA) Inc.**

U.S. Headquarters  
2633 Camino Ramon  
Suite 400  
San Ramon, CA 94583  
Customer Svc: 888-388-OOCL  
[www.oocl.com](http://www.oocl.com)

## OOCL Logistics

**Joseph P. Hogan**  
President

### Mission Statement:

With our quality people and advanced information technology, we are dedicated to offering the best international and domestic logistics services and networks that enable our customers to make "All the Right Moves" in their supply chains.

We provide our customers with full control and visibility both in choosing the best-in-class service providers and in managing their own supply chains. Our reward comes from the satisfaction of our customers, their customers and associates; and we strive to become a vital link in our customers' business success.



### OOCL Logistics at a Glance

OOCL Logistics is an international supply chain management and logistics service provider with a network of 92 offices in 30 countries in North America, Europe and Asia and is a wholly-owned subsidiary of Hong Kong Stock Exchange listed Orient Overseas (International) Ltd.

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 service 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.

### Capability, Expertise and Experience

As your logistics partner, OOCL Logistics offers the expertise and experience, backed by a global network of professionals, to bring every client a complete menu of capabilities.

■ **Supply Chain and Order Management** – OOCL Logistics has designed consolidation, order management and specialized service programs for various sized businesses in industries as varied as apparel, toys, retail, amusement, electronics and home improvement.

■ **Freight-Forwarding** – Providing overall coordination of shipments, OOCL Logistics is at your disposal with a full range of forwarding services.

■ **NVOCC** – Ocean Plus expands on LCL/FCL "port-to-port" ocean transportation services, offering customers easy access to a single reliable logistics provider with a full range of end-to-end services.

### ■ North American Warehousing and Distribution

– Across the U.S.A. and Canada, OOCL Logistics coordinates multiple logistics providers to meet our customers' North American deconsolidation, cross-dock, transloading and distribution requirements.

### PODIUM® Supply Chain Suite Highlights

■ **Advanced Technology** – PODIUM® leverages the latest cloud technologies to provide a powerful, reliable, scalable and yet low-cost solution to meet your supply chain management needs.

■ **Mobile technologies** – We offer the latest developments in mobile technologies – smartphone apps that keep you close to your supply chain – anytime, anywhere.

■ **E-document management** – Easy-to-use electronic document management technologies help you handle your shipment documents with ease.

■ **GPS** – Global Positioning System technologies in our IT network enable precise tracking of your cargo.

■ **Latest web technologies** – OOCL Logistics is continuously adopting the latest web technologies to further improve the user experience.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2012!



### OOCL Logistics (USA) Inc.

U.S. Headquarters  
Wall Street Plaza  
88 Pine Street, 8th Floor  
New York, NY 10005  
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www.oocllogistics.com

**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.



## ***The Leader in Regional Package Delivery***

OnTrac is proud to be the leader in regional overnight package delivery. Founded in 1991, as a division of Express Messenger Services Inc., OnTrac has the expertise to provide superior service and value in overnight delivery, distribution and logistics. We deliver to the seven largest western states offering time-critical service to California, Arizona, Nevada, Oregon, Washington, Utah, and Colorado. With a delivery coverage area of nearly 60 million people, our service area is comprised of almost 20% of the U.S. economy.

At OnTrac, we are committed to providing highest quality of service at the most competitive rates. With fewer accessorial fees than the national delivery companies, we pass the savings on to you. OnTrac can save you money and increase your productivity by improving the transit time of your shipments. In fact, shipments that may take two days to deliver with national carriers arrive next-day with OnTrac Ground service.

Plus, 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](http://ontrac.com).

**OnTrac**

Mark Magill, Director of  
Business Development

Main phone number:  
800.334.5000

Email: [mmagill@ontrac.com](mailto:mmagill@ontrac.com)  
url: [ontrac.com](http://ontrac.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

Dublin, OH 43016

1-888-722-7404

[pacermarketing@pacer.com](mailto:pacermarketing@pacer.com)

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

## Panasonic Solutions Company

### Single-Source Solution for Your Business Technology Needs

#### The Number One Choice for Reliability

At Panasonic, we recognize that you have an important job to do. Our products are engineered for longevity to enable you to accomplish your goals day in and day out. Our world-class sales, service and support teams will work with you to determine the best technology solutions for your business needs. With Panasonic, you get:

- Strategic partnership
- Dedicated project management team
- Extremely broad product line
- Warranty and professional services
- Commitment to sustainability
- Low total cost of ownership (TCO) due to extremely low failure rates, long product life cycle and superior flexibility



#### Projectors

Panasonic's broad line of professional projectors is durably built. Engineered for extended operating life and minimal maintenance, these projectors are the reliable choice for maximizing your budget, from the boardroom to training facilities.

#### Toughbook Mobile Computers

From fully-rugged notebook computers to ultra-portable tablet PCs, for more than 15 years, Panasonic has delivered reliable, durable Toughbook® mobile computing solutions. With spill-resistant designs, long battery life, superior wireless capabilities and optional embedded features, such as a bar code scanner and 2MP camera, durable Toughbook computers are

built to perform. A core manufacturer, Panasonic controls the entire process of design, manufacture, quality assurance, service and support. As a result, Toughbook mobile PCs are known for having the lowest failure rates in the industry.

#### Professional Video

Panasonic professional video solutions provide the highest image quality, solid-state recording and IT compatibility. From documenting business processes to training/education and facility security applications, you can rely on durable Panasonic video cameras.

#### Flat Panel Displays

Panasonic's broad line of award-winning display solutions includes commercial-grade, high-definition plasma screens, LCDs and digital signage solutions from 42 inches to 152 inches. Dynamic images are reproduced with incredibly fast response times, a high degree of precision and vivid color accuracy with no image degradation or delay. Informatics can be viewed crisp and clear. Panasonic flat panel displays enable multiple windows to be viewed simultaneously on a single screen (16:9) with input from multiple video sources. Easy networking allows for fast, ultra-efficient information sharing.

#### Panasonic Solutions Company

3 Panasonic Way  
Secaucus, NJ 07094  
1.866.797.4125

Email: Enterprise.PSC@  
us.panasonic.com

Web: panasonic.com/business-  
solutions

## Panasonic Solutions Company



## Panther Expedited Services, Inc.

### Mission Statement:

Panther Expedited Services, Inc. is committed to providing Premium Logistics™ solutions while consistently exceeding our customers' expectations. We will experience growth and enhanced corporate profitability through state-of-the-art technology and investing in our most valuable asset, our people.



### North American Offices:

- Chicago, IL
- Cleveland, OH (HQ)
- Denver, CO
- Los Angeles, CA
- Sacramento, CA

### Panther Expedited Services, Inc.

4940 Panther Parkway  
Seville, OH 44273  
800-685-0657  
Fax: 330-769-5845  
solutions@  
pantherexpedite.com  
www.pantherexpedite.com



**Andrew C. Clarke**  
*President and CEO*

### About Us

Founded in 1992, Panther Expedited Services, Inc. is one of the largest premium logistics companies in the world. We provide door-to-door transportation solutions for more than 10,000 customers worldwide, including Fortune 1000 corporations, government agencies and transportation service providers.

### Premium Service

Whether your shipment needs to move over the ground, through the air, or on the ocean, Panther's logistics professionals can provide a range of potential solutions that best meet your time and cost requirements. We are obsessive about service and lead the industry in on-time performance, regardless of the complexity of the shipment.

### Industry Expertise

We not only know our business, but we have people that know your business. Our experienced professionals come from the automotive, chemical, energy, pharmaceutical, electronics, retail and defense industries. These experts know what's important to you and ensure our solutions exceed your requirements.

### Leading Technology

Our proprietary web-based quote, book and track technology evaluates over 200,000 shipping options in seconds and presents the customer with buy-up and buy-down options. Customers can track any shipment in real-time by satellite. You'll know where your freight is at all times.

### Real Results

We are relentless about finding ways to save customers time and money – all while improving service. We constantly analyze data to identify areas of improvement and provide customized reporting so you have complete visibility to the efficiency of your supply-chain. We know we are successful because our customers continue to turn to us to solve their most complex problems.

**Panther is On time.  
On target. No exceptions.**





## PECO Pallet



**David Lee**  
*President*



**P**ECO Pallet is a North American leader in pallet rental services with an outstanding reputation for quality, service, and environmental sustainability. PECO's signature red wood block pallets are used by leading manufacturers to ship grocery and consumer goods products to retailers throughout the U.S., Canada, and Mexico. PECO Pallet's experienced service and operations teams work closely with manufacturers, retailers, and depots to reduce costs and improve efficiency throughout the supply chain.

PECO Pallet is committed to providing the highest quality pallets and the best customer service in the pallet pooling industry. PECO manufactures sturdy wood block pallets and maintains the quality of its pallet pool by rigorously inspecting, sorting, cleaning and repairing pallets each time they cycle through a depot. PECO also takes great pride

in maintaining a customer satisfaction rating above 99.5%. The company has built strong working relationships with many of the nation's top manufacturers and distributors.

Environmental sustainability is nothing new at PECO Pallet. The company was founded on the basic principle of reusing pallets to conserve resources. PECO's pallets are built from responsibly forested timber and are continually repaired, reused and recycled. By efficiently managing pallets within a controlled loop, PECO turns pallets an average of 4.5 times per year. Strict control and maintenance standards extend pallet life to over 10 years. No harmful chemicals or hazardous materials are ever used on PECO pallets, and all materials are eventually reused or recycled. Nothing goes to the landfill.

In January 2012, PECO Pallet launched an upgrade to RED<>LINK®, the company's web-based pallet management

tool. Using a new, streamlined interface, users can log in from anywhere 24 hours a day to place orders, check delivery dates, view invoices, enter transactions, or track pallet flows. All transactions are updated in real time to ensure that data is reliable and accurate. PECO's program also integrates seamlessly with existing EDI systems to place orders and report transfers.

PECO Pallet is based in Yonkers, New York, and maintains over 427 service centers and manufacturing plants throughout the U.S., Mexico, and Canada. In recent years, PECO has added more top manufacturers and distributors to its North American service network, and the company has seen 30%+ growth in total pallet issues each year since 2007. PECO Pallet was acquired by The Pritzker Group in early 2011.

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

**PECO Pallet**

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## Penske Logistics



**Marc Althen**

*President, Penske Logistics*

### Products and Services

- Dedicated Contract Carriage
- Distribution Center Management
- Transportation Management
- Lead Logistics
- Customized Solutions



### Penske Logistics

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### 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



**Brian McLaughlin**  
President

### Mission Statement:

PeopleNet increases the efficiency, improves the safety, and increases the profitability of fleet owners through the use of our highly configurable and innovative solutions combined with our focused knowledge of the industry and the customer.



**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.

■ Vehicle Management increases fuel economy and manages drivers. As a monitoring and reporting tool, it manages operating costs and helps fleets run more effectively.

■ Automated Workflow and geofencing provides exception based communications and automated arrival and departure notification.

■ Driver Logs\* help automate hours of service and take the paperwork out of the traditional driver logbook process.

■ In-Cab Scanning enables fleets to deploy a fully integrated solution to increase billing and payroll efficiency and reduce out-of-route miles.

■ Onboard Event Recording gives you the ability to access second-by-second recorded data. Fleets can monitor driver habits, alter behavior,

take corrective action and potentially prevent accidents.

■ Speed Monitoring helps fleets identify high-risk drivers and habitual speeders by pinpointing event times and roadway locations to promote coaching opportunities for management.

■ In-Cab Navigation solutions give drivers timely, accurate route information to avoid excessive fuel, labor and equipment expense-in addition to meeting ever-increasing on-time delivery demands.

■ Automated Fuel Tax reporting combines GPS tracking and fuel purchase information to automatically compute IFTA fuel tax, mile tax, IRP tax and other state taxes.

Anticipating your needs before potential problems happen. That's the level of commitment you can expect from PeopleNet. It goes beyond the support involved in implementing a system. From project management to conducting a complete process flow analysis and implementation, PeopleNet can help improve operations on any level.

Headquartered in Minneapolis, PeopleNet is the fastest-growing provider in the transportation industry. Its dedicated customer support team is available 24/7 to answer your questions. PeopleNet serves several Fortune 500 companies and has signed more than 1,500 customers since its inception over 15 years ago.



### PeopleNet

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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 • Savannah  
Charlotte • Shreveport



### 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 over 25 years. Through eleven domestic hubs, over 5.1 million square feet of warehouse space, and a fleet of more than 400 trucks, our skilled team of 4,000 dedicated employees process \$100 billion in wholesale goods annually. We've worked hard to earn and maintain a reputation as one of the leading trucking, consolidation, and distribution companies in the U.S. Here are a few ways we can help you serve your customers efficiently.

### Distribution

Whether your needs are basic or complex, we have

the infrastructure, 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.

## PLS Logistics Services



**Greg Burns**

*President and Chairman*

### Mission Statement:

PLS Logistics Services is the leading provider of technology-based, custom third-party logistics solutions in the industries we serve. Our mission is to turn logistics into a competitive advantage for your business. We do this by harnessing the energy of our experienced team of logistics professionals. These are transportation experts backed by our proven processes, equipped with our exclusive technology and fully accountable for delivering superior customer service.



### PLS Logistics Services

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www.plslogistics.com



Over its 19-year history, PLS Logistics Services has become one of the country's leading logistics management services providers. Based outside of Pittsburgh, PA, PLS provides dependable outsourced logistics solutions as well as freight brokerage services.

We ship nearly one million loads annually across all major freight modes: flatbed, van, LTL, rail & barge, air & ocean. Our customers benefit from our broad PLS Transportation network of over 150,000 trucks representing 12,000 carrier partners, along with Class-1 railroads and major barge companies.

With one of the fastest growing staffs of logistics professionals in the industry, we deliver best-in-class service to each of our customers. PLS' proprietary web-based transportation management system – PLS PRO – ensures that every freight move is optimized and tendered at the lowest cost, meeting service requirements while providing increased visibility through tracking, administration and reporting. We provide the right solution for your business,

adapting to your specific needs and requirements.

PLS Logistics Services offers a full suite of business solutions that optimize your supply chain while reducing costs and improving service levels. Our bottom line is helping you manage yours. Your shipping needs are carefully examined and you are provided with options that allow you to focus your energy where it truly belongs: managing your business.

### PLS Services:

- Outsourced Logistics Management
- Freight Brokerage Services
- Inbound Freight Management
- Supply Chain Design and Consulting

### Industries Served:

**Industrial** - If you're moving industrial freight, let the industry leader improve your process and strengthen your bottom line. PLS is the largest North American provider of logistics services for industrial freight. Our unmatched network of flatbed carriers will support the special handling requirements of heavy,

over-dimensional loads. Sectors served include:

- Metals
- Oil and Gas
- Lumber, Construction and Building Materials
- Automotive
- Nuclear
- Industrial Equipment
- Chemical Supplies

### Consumer/Retail

**Goods** - You want great rates – but you also need a logistics partner who is an extension of your company. More than just coordinating carriers, PLS focuses on the details important to CPG and retail customers: on-time delivery, arranging product delivery to multi-store locations, special customer requirements. Companies across North America leverage PLS' expansive truckload and LTL carrier base to ship a large variety of retail and consumer goods.

The modes you need. The markets you serve. PLS has you covered.

Experience. Capacity. Flexibility. PLS Logistics Services provides everything your business needs to gain a competitive edge in today's rapidly changing environment.

## 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 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 north 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 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 excellent security operations.

Port Corpus Christi is experiencing tremendous growth. We are diversifying beyond our traditional liquid bulk cargo 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. The refrigerated warehouse, a state-of-the-art, 100,000-square-foot facility, boasts chilled and frozen space a short 60' from dockside and enclosed, temperature-controlled, rail and truck loading docks. Cargo Dock 8, one of the strongest open wharfs on the Gulf of Mexico, is handling tons of wind turbine, military, H/L modules and breakbulk shipments everyday. Important infrastructure growth is also generating new opportunities. The Joe Fulton International Trade Corridor provides 12 miles of new and existing roadway, seven miles of new rail line improving overland transportation, four miles

of ship channel frontage and access to 630 green-field acres for development.

The La Quinta Trade Gateway, a 1,100-acre multipurpose cargo handling facility is under development. 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. Work has begun to extend the La Quinta Ship Channel 1.4 miles at a depth of 45 feet to reach the planned La Quinta Multipurpose Facility, improving channel efficiency and accommodating large vessels to the facility.

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 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."



**PORTCORPUSCHRISTI**

### Port Corpus Christi

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businessdevelopmentpt@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 multimodal terminal services and port-related industrial facilities while achieving profits and creating jobs as a leading economic catalyst for the Port and the Texas Gulf Coast. Port Freeport offers the following benefits: rail, highway, vessel and/or barge transportation can be seamlessly utilized; direct access to the Gulf Intracoastal Waterway, Brazos River Diversion Channel, State Highway 36, State

Highway 288, and Union Pacific Railroad; only a few minutes commute from quality schools, housing and medical care and just 59 miles south of downtown Houston, Texas – the nation's fourth largest city; surrounded by a highly qualified, technical labor pool; available existing water supply, wastewater collection, electrical distribution, gas and telephone; existence of adjacent properties that could support future growth and development; air freight service by all national carriers from multiple surrounding airports within 60-mile radius; availability of local, high-quality trainable workforce and

close proximity to universities and technical colleges; ability to manage inventory and/or manufacture duty deferred, inside our Foreign-Trade Zone; Texas is a right-to-work state, which leaves you the right to choose between union and non-union labor; the state of Texas, Brazoria County and Port Freeport offer competitive incentives, tax credits and exemptions.

For more information about Port Freeport and the benefits we provide, please visit our Web site at [www.portfreeport.com](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.

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## Port Jersey Logistics



**Robert Russo**  
President

### Mission Statement:

Port Jersey Logistics' mission is to provide effective, efficient and flexible product distribution solutions to domestic manufacturers and international shipping customers. Headquartered in the heart of the nation's largest market, Port Jersey's strategically situated warehouse locations afford seamless shipping along the East Coast, throughout the country and around the world. The company is committed to timely, accurate, damage-free delivery, all testament to our motto: "Partnership."



### Port Jersey Logistics

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**F**rom storage and distribution to integrated logistics programs, Port Jersey Logistics offers nearly 60 years of experience meeting supply chain requirements with state-of-the-art systems and facilities. PJJL is equipped to handle a full spectrum of products including grocery, specialty foods, alcoholic beverages, health and personal care products, electronics, ingredients and raw materials.

All Port Jersey facilities are certified food grade- FDA registered, AIB approved with Superior ratings, and Organic Certified.

As a complete provider, Port Jersey Logistics provides a variety of services, such as

- Freight consolidation programs
- Customs bonded storage
- E-commerce fulfillment
- Packaging and assembly
- Shippers/point-of-purchase displays
- Ink jet printing

- Heat shrink packaging
- Labeling and ticketing
- Product return services
- Transportation management
- Pick & Pack services

### 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 fast, effective solutions anywhere from New Jersey to the greater 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 final destination.

Our national brokerage operation works with a vast network of qualified carriers to arrange the most efficient, economical mode of transportation. In addition to nationwide truckload and less-than-truckload deliveries, PJJL provides intermodal, container drayage, and complete freight management programs throughout the United States, Canada and Mexico. Unique vendor consolidation, pre-load and drop box programs allow shippers to combine orders destined to select regional consignees at reduced freight rates.

Modern equipment and technology, along with our proximity to regional rail networks, international airports, intermodal rail yards and marine terminals enable us to provide the freight solutions you need – locally, nationally and internationally.

### Value Added Services

Beyond warehousing and transportation, Port Jersey provides added value by developing solutions tailored to the needs of our clients – and our clients' clients. Our broad range of options exceeds expectations by integrating product packaging and kitting projects, labeling and return services, fulfillment, shipper and display assembly, online tracking and vendor compliance initiatives.

Our experience and commitment to the industry, coupled with our ability to execute efficient, flexible and cost effective solutions has helped us build and maintain an industry leadership position.

## 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.

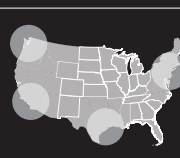
■ Our clients benefit by leveraging our experience, agility, innovation, service excellence and national footprint to gain a distinct competitive advantage.



### Port Logistics Group

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### 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 cross-docking, vendor consolidation and national transportation. With 4 million square feet of warehouse space strategically located in and around major North American Ports, we provide the critical link between international transportation and the "last-mile" supply chain.

### National Presence, Local Touch

When you work with Port Logistics Group, you'll be confident that our local operators know your products, your customers, and your challenges at each port of entry. From the moment your goods arrive, our team provides

fast, reliable pickup and processing. Our retail industry knowledge allows us to **meet your most demanding customer specifications**. You can expect that same level of service **regardless of your U.S. point of entry**, giving you the flexibility to manage a complex and ever-changing global supply chain.

### On the Shelf, On Time

At Port Logistics Group, we understand the urgency of getting goods from the port to store shelves on time and consumer-ready. Whether your products require **transloading, cross-docking, or storage and distribution**, our experienced staff and advanced material handling technology will get your products out of the port and onto store shelves.

### A Full-Service 3PL

We've designed our locations to be a one-stop solution for

our retail and manufacturing customers. We combine our gateway logistics services with **domestic vendor consolidation for store and DC delivery operations**. For our clients who need a complete distribution solution, Port Logistics Group provides **inventory management, order fulfillment, pick-pack, and kitting**. Our Value-Added Services teams provide a full range of **retail finishing services** (inspection, ticketing, sewing, pressing, re-pack, GOH processing, labeling, gift wrap) so your products arrive at their destination ready for sale.

### Many Channels—One Provider

We specialize in solutions for retailers and manufacturers who need to combine a traditional retail distribution strategy with a B-to-C channel. Our proprietary WMS allows you to maintain a **single inventory** at multiple locations while fulfilling orders to your DCs, stores, or Internet customers – **seamlessly**.

### The Port Logistics Group Difference

**Experience. Agility. Service Excellence. National Footprint.** As you design your supply chain strategy, don't leave the critical link between global transportation and your last-mile supply chain to chance. **Trust Port Logistics Group – the Gateway Logistics Experts.**



## 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 7.4 million short tons.

In 2011, the Port of Galveston, Texas' #1 cruise port ranked as the 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 Lines' ships, Carnival Magic and Carnival Triumph, and seasonal "Home Port" to Royal Caribbean International's Mariner 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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## Port of Houston



**Alec Dreyer**  
Chief Executive Officer  
Port of Houston Authority



### The Port of Houston Delivers Diverse Facilities, World Class Service

As one of the largest ports in the world and handling 229 million tons a year, the Port of Houston is a 25-mile-long complex of public and private terminals located along the 52-mile-long Houston Ship Channel, situated eight miles from downtown Houston.

The port is the main driver of global trade and commerce along the U.S. Gulf Coast. A vast network of interstate highways and three Class-One railways connect Houston with an inland market of approximately 100 million customers within 1,000 miles of the port. Over 25 million square feet of distribution centers near the port and other centers are growing around the Houston metropolitan area. More than

7,800 vessel calls and 150,000 barge transfers are made at the port each year, and 100 steamship lines offer service linking Houston with more than 1,053 ports.

The Port of Houston Authority owns, operates, or leases out the public facilities of Houston's port, including the Houston Public Grain Elevator, Bulk Materials Handling Plant, Woodhouse Terminal, Turning Basin Terminal, Care Terminal, Jacintoport Terminal, Fentress Bracewell Barbour's Cut Container Terminal, and the Bayport Container and Cruise Terminal. This diversification enables PHA to handle all types of cargo: general cargo, containers, grain, dry bulk, project cargo and shipments of heavy-lift equipment.

Bayport's container terminal is expected to have a capacity of 2.3 million TEUs. The

ultimately 1,043-acre facility is in its fifth year of operation and will be expanded in phases as market demands dictate. Committed to leadership in environmental stewardship, PHA's award-winning environmental programs have helped heighten maritime industry standards for air quality, water quality, solid waste reduction and energy efficiency. PHA's Barbour's Cut Terminal and Central Maintenance Facility are the first of any U.S. port facilities to attain ISO 14001 certification.

Dove-tailing the success of its Environmental Management System, PHA attained ISO 28000:2007 certification for its Security Management System in 2008.

**HOUSTON: America's  
Distribution Center**



### Port of Houston Authority

111 East Loop North  
Houston, Texas 77029  
713-670-2400  
[www.portofhouston.com](http://www.portofhouston.com)



## Port of Long Beach



**J. Christopher Lytle**  
*Executive Director*

### Mission Statement:

The Port of Long Beach is leading the way to a new era of innovative and sustainable international trade.



**T**he Port of Long Beach is a premier U.S. gateway for transpacific trade and a leader in the goods-movement industry worldwide. Known for its innovation, customer service, environmental stewardship and safety, the Port offers state-of-the-art shipping facilities for all types of cargo and is served by 140 shipping lines with connections to 217 seaports.

Led by the five-member Board of Harbor Commissioners and Executive Director J. Christopher Lytle, the Port helps deliver vital goods to nearly every sector of the economy. The Port supports more than 30,000 jobs in Long Beach as well as 300,000 jobs in Southern California and nearly 1.5 million trade-related jobs across the nation.

The Port has been acknowledged for its landmark

green initiatives, and industry leaders named it the World's Greenest Port in 2011 and Best Seaport in North America in 14 of the past 16 years.

The Port currently has more than US\$4 billion in capital improvements planned for the next decade, which will support trade growth and strengthen its ability to serve clients.

The largest of these capital improvement projects, each with an estimated cost of about \$1 billion, are the replacement of the aging Gerald Desmond Bridge and the Middle Harbor Redevelopment project.

The Gerald Desmond Bridge, built in 1968, now carries about 15 percent of all goods coming into the U.S. from overseas. The replacement bridge will be higher, with a longer span to allow the next generation of bigger, more efficient container ships to pass through more

safely. Construction of the new bridge is set to begin in 2013, and will take about five years.

The Middle Harbor project, now underway, is combining two older shipping terminals into a single more efficient operation. The new terminal will be capable of handling twice as much cargo, while cutting air pollution in half. It will incorporate shore power, a greatly expanded on-dock rail yard, clean cargo-handling equipment and other advanced technologies.

The Port prides itself on building and maintaining strong relationships with industry, community neighbors, regulatory agencies and security partners, who are all critical to the long-term success of the Port.



### Port of Long Beach

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[www.polb.com/trade](http://www.polb.com/trade)



## Port of Los Angeles



**Geraldine Knatz, Ph.D.**  
*Executive Director*

The Port of Los Angeles encompasses 7,500 acres of land and water along 43 miles of waterfront. It features 25 passenger and cargo terminals, including automobile, breakbulk, container, dry and liquid bulk, and warehouse facilities that handle billions of dollars worth of cargo each year.

When measured by container throughput, the Port has consecutively ranked as the number one port in the nation for the last decade.



**T**he Port of Los Angeles – America's Port® and the premier gateway for international commerce – is located in San Pedro Bay, 20 miles south of downtown Los Angeles. This thriving seaport not only sustains its competitive edge with record-setting cargo operations, but is also known for its groundbreaking environmental initiatives, progressive security measures, diverse recreational and educational facilities, and an emerging LA Waterfront.

Amidst the backdrop of international trade and shipping, the Port of Los Angeles also boasts the bustling World Cruise Center, quaint Ports O' Call Village, welcoming Vincent Thomas Bridge, signature Fanfare Fountains and Water Features, historic Angels Gate Lighthouse, vintage Waterfront Red Car

Line, and new green space at 22nd Street Park.

As an economic powerhouse, the Port of Los Angeles plays an important role in the creation of jobs. In fact, approximately 259,100 jobs – or one out of every 24 jobs – in Southern California is directly or indirectly related to the Port industry. In addition, the Port impacts \$1 out of every \$23 in wages in Southern California. That's \$8.4 billion.

With an exceptional credit record, the Port maintains an Aa2 bond rating, the highest assigned to any seaport in the United States, operating without the benefit of taxpayer support. The Port also wields tremendous economic impact, generating employment for more than 3.3 million Americans nationwide. In California alone, nearly 1 million jobs are related to trade

though the Port of Los Angeles.

Facilitating global trade while protecting the environment is a delicate balance at the nation's largest trade gateway. To strike that balance, the Port of Los Angeles is leading the way internationally when it comes to reducing air emissions, improving water quality, modernizing facilities and cultivating the development of new technologies that will help ensure good jobs and a brighter future for millions of people. Complementing its busy terminal operations with green alternatives, the Port of Los Angeles remains committed to managing resources and conducting Port developments and operations in both an environmentally and fiscally responsible manner.

The Port of Los Angeles: America's Port®.



**Port of Los Angeles**

425 S. Palos Verdes Street  
P.O. Box 151  
San Pedro, CA 90733-0151  
Phone/TDD: (310) SEA-PORT  
[www.portoflosangeles.org](http://www.portoflosangeles.org)

## Port of Savannah



**Curtis J. Foltz**  
Executive Director  
Georgia Ports Authority

"I'm not surprised Georgia is ranked highly for its infrastructure and global access. Assets such as the fastest-growing seaport and busiest airport in the country give us a built-in advantage over our competition. But we're also aware that we need to keep our competitive edge, so we've launched a Georgia Competitiveness Initiative to ensure our state stays as business-friendly as possible."

— **Governor Nathan Deal**,  
*Georgia, Area Development Magazine*, October 2011



**T**he retail gateway to 44 percent of U.S. consumers, the Port of Savannah has some distinct advantages to help diversify your supply chain.

### Garden City Terminal

- Owner & Operator
- 'Single-terminal' design efficiencies
- 4th largest U.S. container port in volume
- 2nd largest USEC container port
- Southeast's largest concentration of ocean carriers and retailers
- 41 weekly vessel calls, 3 services every day to/from Asia
- Direct access to I-95 (N/S) & 1-16 (E/W)
- Two on-terminal ICTFs served by NS & CSX
- High vessel productivity
- Environmental sustainability program
- Annual throughput capacity = 3.5 million TEUs
- Future throughput capacity = 6.5 million TEUs

- 24/7 cargo visibility (WebAccess.gaports.com)
- Client Relations Center for one-stop issue resolution
- Room to build and grow

### Mitigate Your Risks

- Multiple ports + Multiple DC's = supply chain flexibility
- Pro-port, pro-business workforce = uninterrupted fluidity
- Low natural disaster percentage = supply chain dependability
- High Security = low percentage for port disruption
- Closer to market = reduced transportation costs

### Ranked Among Top 5 U.S. States\*

- Overall infrastructure & global access
- Certified sites and shovel-ready programs
- Access to global markets
- Competitive utility rates
- Rail & highway accessibility

- Leading in economic recovery
- Visit 'Georgia's Commercial Corridors Tool' online for interactive warehouse and site information.

\*Area Development Magazine, Oct. 2011

### Georgia – A 'Game Changer' State

- **Growth Potential** – A go-to state for growth-minded companies
- **Reduced Transportation Costs** – Unmatched logistics infrastructure
- **Pro-port, Pro-business Workforce** – Skilled and ready to work
- **Business Climate** – Pro-business
- **Cost of Doing Business** – Among the lowest U.S. cost-areas
- **Savannah-area Warehouse Availability** – 6 million sq. ft. (557,418 sq m)
- **Strong 3PL Presence** – Options for warehouse and ocean carrier needs



**Chris Logan**  
Sr. Director, Trade  
Development, BCO Sales

**Georgia Ports Authority**  
P.O. Box 2406  
Savannah, GA 31402  
912-964-3880  
gaports.com



## 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.



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 container terminals via two West Coast Class I railroads with 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 East Coast markets.
- More than 20 full-service transload and warehouse facilities located near Port terminals.
- Congestion-free roads with direct access to Interstate 5 and major freight corridors.
- Foreign Trade Zone #86,

covering 2,200 acres.

A major U.S. West Coast maritime cargo gateway, the Port handles more than \$31 billion in annual trade and about 1.5 million TEUs each year.

The Port is also a major center for breakbulk, project/heavy-lift cargoes, grain, logs, automobiles and medium-duty trucks.

The Port encompasses about 2,400 acres on Commencement Bay. About 400 acres of the Port's land are still available for development.

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."

The Port's breakbulk carriers include Wallenius Wilhelmsen Logistics, 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 excellent 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 Port's highway connections provide 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.



### Port of Tacoma

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Tacoma, WA 98421  
Phone: 253-383-5841  
Fax: 253-593-4534  
[www.portoftacoma.com](http://www.portoftacoma.com)



**PREI®**

## Prudential Real Estate Investors–Latin America

### PREI's Industrial Partners in Mexico include:



**ODONNELL**



### PREI's Industrial Partners in Brazil include:



#### Locations:

Aguascalientes • Atitalaquia  
Celaya • Casas Grandes  
Chihuahua • Ciudad Acuña  
Ciudad Juarez • Cuautitlan Izcalli  
Durango • Guadalajara  
Hermosillo • Huehuetoca  
Matamoros • Mexico City  
Monterrey • Nuevo Laredo  
Puebla • Queretaro  
Ramos Arizpe • Reynosa  
Saltillo • San Luis Potosi • Silao  
Tijuana • Toluca • Villahermosa

#### Prudential Real Estate Investors Latin America

Andres Bello 10, 11th Floor  
Mexico DF 11560  
Tel: +52 55 5093 2770  
Fax: +52 55 5093 2789  
www.prei.com



### "Global Knowledge... Regional Expertise... Local Execution..."

Prudential Real Estate Investors is the real estate investment management business of Prudential Financial, Inc.

PREI's business is the execution of real estate investment strategies, in markets throughout the world, for a global client base. We offer core, value-added, and opportunistic strategies investing directly in real estate in the United States, Latin America, Europe, Middle East, and Asia.

PREI has been investing in Latin America since 2000. We currently manage funds specializing in industrial, residential, and retail properties in Mexico and Brazil, and we have transactions capabilities in Mexico, Brazil, Argentina, and Chile.

Today we have more than 100 associates operating in PREI's Mexico City, Miami,



Sao Paulo and Rio de Janeiro offices, with gross assets under management in Latin America of more than \$3.2 billion and net asset value more than \$2 billion as of September 30, 2011.

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 and Brazil include:

#### *Amistad*

Contact: Claudio F. Ramon  
cframon@amistadm.com  
Tel: +52 (844) 416 4040

#### *Grupo O'Donnell*

Contact: David O'Donnell  
david@odonnell.com.mx  
Tel: +52 (55) 5281 3600

#### *Marhnos Real Estate*

Contact: Jorge Castañares,  
Cynthia Gonzalez  
castañares@marhnos.com.mx,  
cgonzalez@marhnos.com.mx  
Tel: +52 (55) 5980 7800

#### *Real Estate Management and Services Group*

Contact: Pablo Culebro  
pculebro@rmsg.com.mx  
Tel: +52 (614) 432 0950

#### *PSG Investimentos*

Contact: Marson Cunha  
marson.cunha@  
psginvestimentos.com.br  
Tel: +55 (11) 3034 2990

#### *Retha Empreendimentos e Participações Ltda.*

Contact: Marino Mário da Silva  
marinomario@retha.com.br  
Tel: +55 (11) 4777 9800

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.



**Prudential**



**Luis Gutierrez**  
Managing Director  
Prologis Latin America

### Customers Drive Our Business

Understanding our customers' business challenges and objectives is paramount to helping them enhance efficiencies, reduce operating costs, and grow revenue and market share. Combining our unmatched global platform with our development expertise, we seek to provide customers with the most innovative distribution real estate solutions to meet their changing market conditions and facility requirements.

### Global Capabilities

- Deep expertise in industrial real estate development: speculative, build-to-suit, and fee development
- Flexible leasing structures to accommodate diverse business requirements
- In-house property management
- World-class private capital business managing nearly \$25 billion in assets
- Local teams backed by worldwide resources to provide tailored, industry-leading solutions

### Prologis

Pier 1, Bay 1  
San Francisco, CA 94111  
Tel: +1 415-394-9000  
info@prologis.com  
www.prologis.com



**P**rologis (NYSE: PLD) is the leading global provider of industrial real estate, offering customers approximately 55.7 million square meters (600 million square feet) of distribution space in markets across the Americas, Europe and Asia. The company leases its operating portfolio of 3,300 industrial facilities to manufacturers, retailers, transportation companies, third-party logistics providers and other enterprises with large-scale distribution needs. The company's 1,300 professionals serve 4,500 customers in 22 countries, representing the deepest pool of talent in the industry.

As of September 30, 2011, Prologis managed \$42.3 billion in combined total assets. The company offers its customers and investors the most modern and geographically diverse platform of distribution space in the world, enhanced by unparalleled customer service and an unwavering commitment to sustainable development.

### Prologis in Latin America

Prologis offers a fully-integrated platform of land acquisition, entitlement, development, acquisition, property management and portfolio management in Latin America.

## Prologis

Our current countries of activity are Mexico and Brazil, where we carefully select key locations to give our customers the widest range for logistics and operation.

### Strategy in Mexico:

Our industrial real estate investments in Mexico focus on distribution-driven markets:

- State of Mexico – 836,000 m<sup>2</sup>/9 million sf
- Monterrey – 278,700 m<sup>2</sup>/3 million sf
- Guadalajara – 418,000 m<sup>2</sup> / 4.5 million sf
- Tijuana – 371,600 m<sup>2</sup>/4 million sf
- Reynosa – 371,600 m<sup>2</sup> / 4 million sf
- Ciudad Juarez – 232,200 m<sup>2</sup>/2.5 million sf

### Strategy in Brazil:

In August 2008, Prologis entered into a strategic alliance with Cyrela Commercial Properties (CCP), a leading Brazilian real estate company, to combine CCP's local expertise with Prologis' global perspective and customer base. The venture, "Prologis CCP Logistica," focuses on the development of distribution facilities in Brazil's major metropolitan markets, primarily São Paulo and Rio de Janeiro. We expect to develop approximately 200,000 square meters (2.15 million sf) annually between speculative and build-to-suit projects with a total portfolio of approximately 1.2 million square meters (13 million sf) by 2016.



**PROLOGIS™**

## ProTrans International, Inc.



**Craig Roeder**  
CEO

ProTrans International is committed to providing innovative logistics solutions that meet or exceed our customers' needs and expectations. ProTrans International will accomplish this by: providing a visionary approach to value added service enhancements, effective internal and external communications, and commitment to maintain leading edge technology; developing highly skilled, effective, and professional personnel / organization; working with suppliers to optimize supply chain efficiencies; creating value for customers, suppliers, employees, and shareholders; focusing on continual improvement opportunities throughout our key processes for our external & internal customers that increase efficiencies and profitability.

### **ProTrans International, Inc.**

8311 N. Perimeter Road  
Indianapolis, IN 46241  
317-240-4100  
marketing@protrans.com  
www.protrans.com



### **We'll Take You There**

ProTrans International, Inc. is a Third Party Logistics service provider offering complete network optimization and proven quality solutions to the manufacturing industry. ProTrans has locations in North America allowing us to serve more than 300 customers in Canada, Mexico and the US. We have experienced tremendous growth each year, evolving into a dynamic service provider of innovative and customer-focused supply chain management solutions. Our creative thinking, nimble infrastructure and customized logistics solutions allow you to concentrate on your business.

### **The Beginning**

ProTrans Founder, Craig Roeder, recognized an emerging opportunity in consolidation

and logistics services. Since those beginnings, the company has been dedicated to the philosophy of promoting new levels of professionalism, creativity, & innovation in the transportation and logistics industry. Today, we are a full service logistics Management Company focused on leading edge solutions for our customers unique supply chains.

### **Serving the Manufacturing Industry**

ProTrans serves a variety of customers with a majority in manufacturing industries. Because every manufacturer functions differently, we

tailor our services to fit their requirements. ProTrans' goal is to be an extension of each client's logistics department, consistently providing innovative, cost-saving opportunities through state of the art technology.

### **Process and Systems**

ProTrans provides its customers with custom engineered 3PL solutions. Utilizing our TMS software, facilities and call centers, we manage a shared network dynamically to constantly monitor and reduce the amount of trucks necessary to deliver your freight efficiently. This operational philosophy consistently delivers cost savings to our customers.

We utilize a unique CORE process to detail and initiate all customer engagements focusing on control, visibility and reporting. Using custom business intelligence software for logistics analytics, we create tailored reports that give our customers complete supply chain visibility. Operating our customers' business with our CORE program makes us a freight manager as well as a true operator in the network.





## 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

**B**ased in the heart of the Northeast region, PSS Distribution Services continues to develop into the premier third party logistics provider in the region.

With 1 million square feet, PSS has continued to experience extensive growth in the areas of food, grocery and consumer products.

PSS had several accomplishments in 2011, including the installation and implementation of over 2000 solar panels on its Jamesburg, N.J. corporate headquarters in an effort to continue the Corporate commitment to our environment and demonstrate the company's goal to assist the sustainability efforts of our clients. The goal for 2012 is to roll out this technology to the rest of the network.

Continued investment in technology and equipment were also a highlight of 2011. With the acquisition of additional equipment in the areas of packaging and assembly, the company is recognizing significant

growth in this area.

Display assembly, bar-code creation and development, kitting, labeling and cluster packaging services continue to expand in the PSS Network.

Expanded use of voice-pick technology in the areas of replenishment, put-aways, and cycle counting are allowing for increased efficiencies in these areas.

Powered by Softeon, PSS continues to expand its use of the tools that Softeon has to offer, including labor management, kitting and, in 2012, the conversion of the transportation division, PSS Transportation Company, to Softeon. This conversion will allow PSS clients total real-time visibility in the services provided.

Located between New York, N.Y., and Philadelphia, Pa., PSS is a key component in the supply chain of its clients. Inventory control, shelf life management, and providing the best in distribution services remains the company's main focus.

PSS Transportation continues to experience significant growth in the area of Direct Store Delivery programs, time sensitive delivery, and consolidation into the major grocery and retail distribution centers in the Mid-Atlantic region.

The combination of modern AIB audited facilities, packaging and assembly services, transportation services and 21st century real-time technology will assist PSS in continued growth in the region.



## Purolator International

### We Deliver Canada

#### Mission Statement:

To be the best in our industry at forwarding and delivering the products of companies based outside of Canada to, from and within the Canadian market



**P**urolator International, Inc., a subsidiary of Purolator Inc, specializes in the air and surface forwarding of Express, Freight and Parcel shipments with delivery services to, from and within Canada.

Our slogan, "We deliver Canada" is backed by 50 years of delivering reliable, efficient and cost-effective shipping to Canada. Purolator employs the largest dedicated air fleet and ground network, and offers more guaranteed delivery points in Canada than any other carrier. We deliver more than 1,000,000 packages a day, but it's not the size of our business that defines us, it's what we can do for your business that sets us apart.

The benefits of our native Canadian market expertise, our strong networks in the U.S. and Canada, and our unmatched border-crossing proficiency cannot be equaled by other carriers. Our customers' requirements are as varied as the different industries they represent. That's why we don't offer one-size-fits-all supply chain solutions. By customizing a mix of proprietary services, from point to point, that suits

your business – we make shipping to Canada seamless and hassle free at every point along the supply chain.

Not only do we have obligations to our customers but we have obligations to our planet. We have implemented environment-friendly initiatives such as greener options for packaging, reduced electricity consumption in 37 facilities and have been greening our fleet. We instituted a "no-idling" policy during stops and established route optimization programs that reduce overall distances traveled by our vehicles. Also, Purolator currently maintains the largest Hybrid Electric Vehicle fleet of any transportation company in North America.

We began our business by keeping our promises, identifying solutions, and innovating methods for businesses to ship their packages and freight. Now, 50 years later, we're the leading integrated parcel and freight delivery services provider in Canada.

#### Services

■ **PUR0express™**: Express Services offer delivery times from urgent Next Flight Out to guaranteed Overnight to Second Day deliveries. Packages are tracked, offering clear visibility into the supply chain. We have the best on-time track record and more guaranteed delivery points in Canada than any other carrier.

■ **PUR0freight™**: Your business has deadlines to meet and inventory levels to maintain. Our business is making sure your business delivers. We move 400,000 pounds each night and 100 million pounds of freight each year. Our highly competent logistics experts provide solutions through an integration of information, transportation, inventory, warehousing, tracking, material handling, and packaging.

■ **PUR0parcel**: Parcel is our most cost-efficient delivery service for documents, parcels, and catalogs, that receive expert treatment and handling with improved cost efficiencies. Utilizing multimodal service, we offer the reach and capability to deliver to even the most remote locations.

#### Supply Chain Services

We offer a range of supply chain solutions that assures personalized service, maximum efficiency, and exceptional value. We can tailor a supply chain solution that integrates our expertise in the Canadian market, extensive distribution networks and technological capabilities. Once shipments flow into our vast Canadian network, visibility is enhanced, efficiencies are realized and customers are satisfied.



#### Purolator International

2 Jericho Plaza, Suite 305

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Phone: 1-888-511-4811

Fax: 516-938-2395

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

## 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

900 Dudley Avenue  
Suite 250  
Cherry Hill, NJ 08002  
800-889-8179  
856-773-9325  
Fax: 856-773-9326  
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www.QualifiedCarriers.com



**RateLinx**

**Steven Shoemaker**  
Principal

**Mission Statement:**

To work collaboratively with our clients in helping them develop the most cost-effective, efficient logistics strategy specifically for them, providing the tools necessary for flawless execution of that strategy with indisputably the best software and solutions for companies serious about their outbound, inbound, and third party freight programs.

**RateLinx**  
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sales@ratelinx.com  
www.ratelinx.com

***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 to flawlessly execute their specific freight strategies with their carriers, while improving processes via integrated 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.

RateLinx is recognized as a leading manufacturer of fully-integrated logistics technology for Small Parcel (UPS, FedEx, DHL, 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

**Utilize Your Current Carriers – and Your Best Fit Carriers**

- Keep Your Carrier Relationships
- Increase Capacity
- Utilize RateLinx' Volume Leverage
- Unparalleled Visibility

**Ratelinx**

## Rinchem Company, Inc. Streamlining the Chemical Supply Chain



**Chuck Breinholt**  
President

### Our Mission:

The mission of Rinchem Company, Inc. is to be the most responsive provider of Chemical Management Services any of our stakeholders ever experience. Responsiveness is identifying, documenting and fulfilling every expectation and requirement of our stakeholders. Stakeholders include customers, employees, communities, regulatory authorities and owners.

### Locations:

- United States
- China
- Japan
- Taiwan
- Singapore
- South Korea
- Israel
- Ireland

### Associations:

- ISO 9001
- SmartWay Transportation Partner
- IWLA Member
- WERC Member

### Rinchem Company, Inc.

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Albuquerque, NM 87107  
1-505-345-3655  
1-888-3PL-CHEM  
info@rinchem.com  
www.rinchem.com



### Managing the Global Chemical Logistics Network

Rinchem Company, Inc. is a lead logistics provider with proven expertise in creating and managing safe and efficient supply chains for high purity, pre-packaged chemicals and gases. We apply three decades of expertise and innovation to provide the most reliable, efficient, and cost-effective solutions for our customers. Our services include global warehousing, transportation, freight forwarding, training and consulting.

Rinchem operates a broad network of temperature-controlled, hazardous materials compliant warehouses at locations across North America and in parts of Europe, the Middle East and Asia. Rinchem's transportation and warehousing networks are linked through Chem-Star®, a secure, Internet-based logistics management application and reporting interface that provides customers with real-time visibility into inventory location and status.

### Rinchem Services and Areas of Expertise

Our areas of core competence include:

#### ■ Lead Logistics Solutions:

Coordination of all logistics-related activities and suppliers, including analysis of and recommendations regarding modes of transport, opportunities for consolidation, customer service performance levels and opportunities for supply chain improvement

■ **Warehousing:** Public or dedicated, temperature-controlled or ambient, regulated or non-regulated warehousing and handling of high-purity, pre-packaged chemicals, gases and other materials

■ **Transportation:** Intermodal, over-the-road transportation, cross docking or local delivery of wet or dry chemicals or other materials in bottles, cases, drums, totes or other specialized containers

■ **Training and Consulting:** Safety and regulatory training and auditing related to the handling, transportation and disposal of regulated and non-regulated chemicals and

gases, empowering customers to achieve full regulatory compliance locally, nationally and internationally.

### Chemical Management Expertise and Logistics Network Optimization

Rinchem's core area of expertise is our ability to safely and efficiently manage chemicals and gases, achieving full regulatory compliance and a reduction in risk. Unlike many general purpose third party logistics providers, Rinchem's assets, employees, systems, processes and expertise are customized for the management of chemicals and gases. Allowing Rinchem to manage the chemical supply chain enables companies to focus greater time and resources upon their own core competencies.

Rinchem engages in long-term, strategic relationships with its customers to systematically drive cost, risk and waste out of the supply chain. Strategies for improvement include the utilization of systems and expertise that deliver greater visibility, flexibility and control, leading to inventory reduction and improved service levels. Rinchem also helps customers to consolidate and optimize shipments and routing, reducing a company's environmental footprint, as well as overall logistics costs. Rinchem collaborates with customers to develop, track and utilize key logistics cost and performance measures.



## 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, 2011
- EPA SmartWay Transport Logistics Partner

For more information please access our web-site at [www.rmxcglobal.com](http://www.rmxcglobal.com).



#### **RMX Global Logistics – RMX Transportation**

PO Box 4209  
Evergreen, CO 80437-4209  
888-824-7365  
Fax: 303-674-3374  
[www.rmxcglobal.com](http://www.rmxcglobal.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.

A subsidiary of the world's largest privately owned frozen food company, Rich Products Corporation, ROAR understands the challenges faced by manufacturers in getting their product to market as efficiently and cost effectively as possible. Our dedicated team serves as a value added component of your supply chain and possesses decades of industry knowledge and experience. As your strategic logistics partner, ROAR works hard to drive value with each and every shipment.

### Highway Transportation Services:

- Dry, temperature controlled, and specialized TL and LTL
- Team and expedited
- Local, regional, and long haul

- Domestic pier transloading and inland distribution
- HazMat certified

### Intermodal Transportation Services:

- US, Canada, and Mexico
- Dry and temperature controlled
- 20', 40', 45', 48', and 53' containers and trailers
- On-line tracking and tracing
- Local and long haul drayage
- HazMat certified

### International Transportation Services:

- FCL, LCL, and specialized equipment
- "Door to Door", "Door to Port", and "Port to Door"
- Marine insurance, incoterms, country specific document preparation, AES filings
- "Airport to Airport" and "Door to Door" airfreight shipping
- HazMat certified

Since our inception in 2003, ROAR has gained a favorable reputation with our clientele by providing competitive rates, proactive communication, and unparalleled customer service. It is this commitment that has made us the first choice of shippers worldwide.

Put ROAR to work for you and your company by calling us or visiting our website at [www.roarlogistics.com](http://www.roarlogistics.com)

### ROAR Logistics, Inc.

120 Church Street  
Suite 100  
Buffalo, NY 14202  
Phone: 888-292-7627  
Phone: 716-833-7878  
Fax: 716-833-3696  
[info@roarlogistics.com](mailto:info@roarlogistics.com)  
[www.roarlogistics.com](http://www.roarlogistics.com)



## Ruan



**John Ruan III**  
*Chairman*

**Company**

- Founded in 1932
- 230 locations nationwide
- 5000+ team members

**Mission Statement:**

Employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

**Core Services:**

- Dedicated Contract Carriage
- Bulk Carriage
- Integrated Services
- Logistics management
- Certified brokerage services
- Warehouse management
- Cross-docking

A sample of the many industries we serve:

- Retail
- Manufacturing
- Chemicals
- Food & grocery
- Dairy & bulk food grade
- Metals
- Industrial gases
- Medical supplies
- Bulk earth products

**RUAN**

DEDICATION THAT MOVES YOUR BUSINESS

**Ruan Transportation Management Systems**

666 Grand Avenue  
Suite 3200  
Des Moines, IA 50309  
866-782-6669 ext. 7  
Fax: 515-245-2684  
solutions@ruan.com  
www.ruan.com

**The DCC Advantage**

At Ruan, transportation is our core business. With our Dedicated Contract Carriage service, Ruan's fleet becomes your fleet. You gain 5,070 team members operating, servicing and coordinating 3,456 power units and 5,945 trailers out of more than 230 locations nationwide – all focused on improving your supply chain and your bottom line.

We provide complete door-to-door shipping solutions, handle all labor issues, take care of all regulatory and safety requirements and assume the risk. Your goods ship in late-model equipment, and our ongoing investments in technology keep your supply chain on the cutting edge. And, in addition to freeing up capital, some customers benefit from an improved tax position.

**Our Drivers Work For You**

Everyone on the Ruan team is an advocate for your company and your brand. We

are dedicated to continually improving our clients' supply chains. That advocacy begins with our professional drivers.

The number-one complaint of professional truck drivers nationwide is the lack of a predictable home life. Long hauls and unpredictable destinations keep them on the road and away from their families.

Early on, Ruan decided to do something about this. We made drivers' schedules predictable with both home daily and regional operations. We ensured drivers had local managers at each location. And, we assigned drivers to one primary customer, which allows them to handle the same type of equipment and cargo on most runs, positioning them to offer ideas that improve operations. As a result, our driver turnover rate is one-fifth the industry average, and our drivers develop relationships with our clients.

These relationships are one of the cornerstones of the Ruan promise: We will keep your

company moving forward. We will provide the safest and most efficient transportation solutions. And, all of us – professional drivers, mechanics, logistics personnel, managers and support team – are dedicated to improving your bottom line.

**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 with our proprietary Megasafer Driving Program and share our findings to help make the roads safer. We work tirelessly to ensure our Compliance, Safety, Accountability (CSA) scores are among the best in the industry. We employ the latest design, routing, optimization and reporting tools. And, we continue to investigate how new and sustainable fuels like compressed natural gas (CNG) can help lower costs and benefit the environment.

**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 our clients' business and their needs. We provide 24/7 care so that when our clients need us – whenever they need us – we're there. We're dedicated to ensuring our customers' goods and materials safely arrive on time, 100% of the time.

When we concentrate on our business, you can concentrate on yours. That's dedication. That's the Ruan difference.

## RWI Transportation, LLC



**Richard Bauer**  
*Executive Vice President  
and General Manager*

Whether you require local, regional, or national coverage, we're flexible in building the right logistics strategy to support your unique supply chain initiative.

Our goal: To deliver your freight on time, safely, every time.



**W**e help our customers get products to market safely with great speed, unsurpassed visibility, and remarkable efficiency. An asset-based transportation and logistics company, RWI Transportation provides regional and national truckload, LTL, expedited over-the-road, multimodal and air services, along with warehousing services for refrigerated and dry products.

### Stability

RWI has a 30-year history of reliable service to customers. Being privately owned and financially stable, RWI's business model is scalable with abilities to leverage its strength, stability, and size. RWI is an affiliate of the Castellini Group of Companies, one of the largest distributors of fresh fruits and vegetables in the United States.

### Asset-based Yet Flexible

As an asset-based logistics company, RWI can leverage a

strong blend of assets and non-asset-based resources through its carrier relationships. We have access to capacity and are able to accommodate volume surges and seasonality of business.

### Full-service Network

RWI's comprehensive range of services includes multimodal domestic service combined with for-hire truckload, LTL and expedited over-the-road services. Close connections in the intermodal/rail industry, coupled with solid trucking and expedited air freight capabilities, will prove invaluable as you manage your supply chain.

### Solutions-based and Customer-driven

Top service and safety are our top priorities. We have built our reputation by leading the industry in on-time performance and by managing freight in a safe, secure manner.

### Specialized Services in Food

RWI moves a high volume of perishable commodities and maintains a low claim rate. With warehousing capabilities for both refrigerated and dry warehousing, RWI solutions include food grade facilities. We safely handle your most sensitive freight with special handling and attention.

### Supply Chain Reporting

Track and trace your shipments with status reporting. Along with 24/7 access to customer service, RWI continually invests in advanced technology enabling web-related transactions, full EDI, online tracking, satellite shipment and trailer tracking, PODS, and service reports.

For more information on RWI visit our website at [www.rwitrans.com](http://www.rwitrans.com).



**RWI Transportation**  
Corporate Headquarters  
8 Plum Street  
Wilders, KY 41076  
800-669-6765  
[www.rwitrans.com](http://www.rwitrans.com)



## Ryder Supply Chain Solutions



**John Williford**  
President, Global Supply  
Chain Solutions

### Services

- Control Tower
- Cross Border
- Cross Docking
- Dedicated Contract Carriage
- Distribution Management
- Inbound Manufacturing Product Flow
- Network Design
- Origin/Destination Services
- Reverse Logistics
- Transportation Management
- Packaging
- Value Added Services

### Industries Served

- Aerospace & Defense
- Automotive
- Consumer Goods
- Construction
- Energy & Utilities
- Food & Beverage
- Hi-Tech / Electronics
- Industrial Manufacturing
- Retail

### Regional Offices

- United States – Miami, Florida (Headquarters)
- Canada – Toronto, Ontario
- Mexico – Mexico City, Distrito Federal
- China – Shanghai
- Asia – Singapore



**W**ith 80 years of experience, Ryder is a strategic partner and true end-to-end supply chain provider committed to helping companies achieve peak performance by delivering the best in operational execution. We understand that the smallest failure at any point in the supply chain can result in cascading problems. Likewise, small, incremental improvements can deliver a significant edge. When it comes to the supply chain, it's not enough to know logistics. Success means understanding that execution is everything.

Every day, customers around the world depend on Ryder to deliver results leveraging

a unique combination of five attributes:

■ **Know-how:** Ryder offers the insight to assess current performance, proactively identify opportunities for improvement and apply best practices to meet customer demand.

■ **Lean methodologies:** Ryder applies five lean guiding principles: People Involvement, Built-in Quality, Standardization, Short Lead Time, Continuous Improvement

■ **A proven track record:** Ryder has a proven record delivering reliable, effective supply chain solutions. Ryder has earned numerous industry and customer awards, including: Cisco's Supplier of

the Year, Toyota's Top Supplier Award, Kraft's Leadership and Excellence Award and PepsiCo's Supply Chain Warehouse Excellence Award.

■ **Deep industry expertise:** Ryder draws on deep expertise and years of operating in key industries, where we have developed standard solution sets that are scalable across similar companies in the same market.

■ **Resources & capabilities:** Ryder has the resources, capabilities and services to optimize customers' supply chains. Our breadth and depth of resources and toolkits include more than 200 warehouses, more than 400 logistics engineers, 160,000 vehicles and offices around the world.

Together, we can help you get products to market faster, improve efficiencies, reduce costs, enter new markets and enhance customer satisfaction. Instead of worrying about your supply chain, you can focus on something even more important - growing your business. At Ryder, we understand that when it comes to your supply chain, execution is everything.



### Ryder Supply Chain Solutions

11690 NW 105th Street  
Miami, FL 33178  
1-888-887-9337  
www.ryderscs.com

## Saddle Creek Corporation

### The Integrated Advantage



**Cliff Otto**  
President

As a nationwide third-party logistics company, we tailor our integrated solutions — warehousing, transportation, packaging, and fulfillment — 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 using our wide array of services:

■ **Warehousing** – From outsourcing current operations to establishing a forward distribution center, we'll design an innovative warehousing and distribution solution to meet your business objectives.

■ **Transportation** – Our own regional fleets and nationwide services (truckload, LTL, intermodal and air) give you capacity for every shipment.

■ **Packaging** – Whether it's assembling gift sets, producing POP displays, or printing and applying labels, we'll design a packaging program that addresses your toughest challenges.

■ **Fulfillment** – When you're ready to fulfill orders from your online store, ship product to businesses or consumers, or provide contact center support for your customers, we have the resources to meet your needs.

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.

At Saddle Creek, we do *Whatever It Takes!*™ to provide turnkey service for our customers. By fulfilling all your logistics needs, we leave you with fewer links to manage in your supply chain. The result? Increased efficiency, improved cost control and satisfied customers. That's our integrated advantage.



#### Saddle Creek Corporation

3010 Saddle Creek Road  
Lakeland, FL 33801  
Main: 863-665-0966  
Sales: 888-878-1177  
info@saddlecrk.com  
www.saddlecrk.com



## Saia, Inc.



**Rick O'Dell**  
*President and CEO*

**Mission Statement:**

Provide the best-in-class regional service defined by our Customer Service Indicators with cost-effective processes in an environment that respects employees and recognizes excellence.



**S**aia has grown to become one of the top less-than-truckload (LTL) carriers operating in the United States today since the company's humble beginnings 88 years ago in Louisiana.

Saia provides shippers with fast, reliable regional and interregional service through our network of 148 terminals located in 34 states.

**When Service Counts**

We offer a range of services and products, including our industry-exclusive Xtreme Guarantee® that promises total customer satisfaction, to meet our customers' needs – from one and two-day delivery, to multi-regional and truckload service, expedited shipping, consolidation/distribution centers, and managed appointments.

**Measuring Success**

Along with the Xtreme Guarantee, Saia is also home to the Customer Service Indicators®, or CSIs, key metrics our customers said were most important to them.

Exclusive in the industry, they allow us to measure and publish our performance each and every month in the six following categories:

- Pick-up Performance
- On-time Delivery
- Claims-free Service
- Exception-free Delivery
- Invoicing Accuracy
- Claims under \$1,000 settled within 30 Days

Since their inception more than a decade ago, they have been the foundation for our growth and superior service.

Exception-free Delivery, our latest metric, measures the percent of shipments that are delivered to our customers each month without a noted

exception. Saia is the only carrier in the less-than-truckload industry to report on this critical measurement.

**Quality Matters**

Our newest initiative, Quality Matters, centers on our mission to provide our customers with quality service each and every day. In the coming year, Saia will be making investments in new equipment, technology, training, and a new quality assurance department. Each Saia employee is committed to accepting nothing less than excellence. After all, we realize just how much quality matters – not only to our shippers but to ourselves.

At Saia, we're not satisfied with providing ordinary results. We won't stop until we succeed at surpassing our customers' expectations.

**Saia, Inc.**

11465 Johns Creek Parkway  
Suite 400  
Johns Creek, GA 30097  
Phone: 1-800-765-7242  
customerservice@saia.com  
www.saia.com





**Terry Brown**  
President

### Core Value

Seaonus strives to exceed the service and delivery expectations of our customers through a constant evolutionary process aimed at achieving operational excellence. We combine strategically located on and off-port assets, unparalleled personnel expertise, and innovative technology solutions along with a commitment to integrity in all that we do to provide our customers with world class supply-chain solutions.



### Seaonus

10060 Skinner Lake Dr.  
Jacksonville, FL 32246  
Phone: 904-786-8038  
Fax: 904-486-6077  
info@seaonus.com  
www.seaonus.com



### Cargo in Motion

Formerly known as ICS Logistics, Seaonus, headquartered in Jacksonville, Florida, is an asset-based logistics Company, owning companies that operate in multiple points of the logistics network, including Stevedoring, and Dry and Temperature Controlled Warehousing. With operations in Jacksonville, Florida; Mobile, Alabama; and New Orleans, Louisiana; we're expanding our outstanding service to provide total solutions across the country, at port and beyond. Whatever it takes to deliver shipments from point to point is where our focus and resources will remain because we are most interested in taking our customers – and their cargo – to the next level.

### Multi-Temperature Facilities:

- Our secure warehouse facilities offer motion detection devices, cameras and online instant secured access via Internet to all cargo handling activities.
- 444,863 square feet of temperature controlled warehouse space ranging from -10 degrees F to +45 degrees F located in Jacksonville, Florida

and 115,218 square feet of -10 degrees F temperature controlled warehouse space in Mobile, Alabama.

- 690,183 square feet of dry space in Jacksonville, FL and 125,310 square feet in New Orleans, LA.
- Shrink wrapping, blocking and bracing, and HHG handling capabilities, blast freezing, order picking consolidation services and experience.
- Highly configurable Warehouse Management System designed for automated shipping and receiving, recording and reporting package and size information, distribution, and various commodities.
- Warehouse services include USDA Import/Export services, fumigation and flexible shipping and receiving hours.
- Warehouse facilities are approved by the FDA.
- Outside storage available at each portside location.
- Real Time Internet Based Cargo Tracking System.
- All facilities have rail capabilities.

### Stevedoring and Terminal Services:

- We offer a trained staff of over 200 employees, including Master Riggers, IMO Certified

## Seaonus

Managers and Supervisors and Port Qualified Container Crane Operators.

- Extensive experience in all modes of cargo handling requirements on a weekly and monthly basis, including heavy Lift; RORO; LOLO; out of gauge cargoes and heavy lift operations.
- All of our Locations own their own equipment. This includes container handlers, Forklifts up to 50,000 lbs. and a wide assortment of trucks, vans and mobile equipment to get the maximum production out of each job.
- We have a strong management team comprised of all major sectors of the Maritime Transportation Industry and Logistics as well as established relationships with the CSX, Norfolk Southern, Jacksonville Port Authority, Alabama State Port Authority, Port of New Orleans and other local and national port communities.
- Experienced in loading and unloading of temperature sensitive and ambient cargo, including container, general cargo and heavy lift capabilities.
- State-of-the-art Vessel Management System (VMS) that tracks arrivals, departures, customer's activity and commodity by vessel. Provides up-to-date real time information available via the internet.
- On dock reefer plugs to handle refrigerated containers land staging requirements.
- Certified scales for weighing containerized and out of gauge break bulk cargo.
- 45 acres of long term leased waterfront property plus additional overflow property as needed to accommodate all types of cargo.
- Direct Railroad access to both the terminal and shipside berthing area.

## SEKO Logistics



**William J. 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 Logistics**

1100 Arlington Heights Rd.  
Suite 600  
Itasca, IL 60143  
800-228-2711  
Fax: 630-773-9179  
sales@sekologistics.com  
www.sekologistics.com

International Toll Free:  
800-342-0598  
Fax: 630-773-9219



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.

## 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:

■ **Warehouse/Purchase Order Management** – New for 2012, SBA is proud to announce the launch of *Breeze*, our proprietary Warehouse and PO Management System (WMS). This value-added service allows our customers the flexibility to manage purchase orders and inventory in one or more of our *Breeze* warehouses (conveniently located throughout the USA) in real-time 24/7. With *Breeze*, it's easier than ever to manage your inventory while meeting your delivery requirements.

■ **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.

### ■ 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





SMC<sup>3</sup>

**Jack E. Middleton**  
President & CEO

SMC<sup>3</sup> is a leading provider of education, technology services and solutions to the freight transportation industry.

#### Product/Corporate Capabilities

- LTL pricing systems
- Benchmarking and content development
- Carrier service and transit time data
- Technology for pricing data management
- Transportation industry conferences and education



**SMC<sup>3</sup>**

500 Westpark Drive  
Peachtree City, GA 30269  
Toll Free: 800-845-8090  
Direct: 770-486-5800  
sales@smc3.com  
www.smc3.com/smc3/



#### About Us

SMC<sup>3</sup> provides technology products, solutions and educational benefits to more than 5,000 customers and members operating throughout continental North America. Shippers, carriers, logistics service providers (LSPs) and freight payment companies rely on SMC<sup>3</sup>'s core expertise—delivering actionable pricing content on flexible delivery platforms—to support their successful transportation, freight and supply chain planning activities. SMC<sup>3</sup> also offers educational programs that focus on key industry issues and foster advanced learning, to support our members' decision-making success.

SMC<sup>3</sup> technology solutions are delivered via a secure service-oriented architecture (SOA) XL platform and accessed through web services. **CarrierConnect™ XL** provides shippers and LSPs with a clear picture of transport timelines, with up-to-date transit and

service information and continually collected carrier and transportation industry data—down to the service level.

**RateWare® XL**—a rating engine, provides the most accurate, up-to-date data and pricing information for carrier's LTL, density and mileage services and **BatchMark® XL** rates and rerates thousands of freight bills simultaneously. Additional products include:

■ **CzarLite®**—a widely used, neutral base rate/benchmark that enables shippers/LSPs to make informed LTL purchases and negotiate their transportation spend using the same base rate system, regardless of the carrier

■ **BidSense®**—for an end-to-end LTL procurement process that combines detailed pricing with powerful carrier response analysis and automates the entire request for pricing (RFP) process

■ **FastClass®**—for simplified access to National Motor Freight Classification (NMFC) data

#### An Extended Network of Partnerships

SMC<sup>3</sup> teams with enterprise resource planning (ERP), supply chain management, transportation management system (TMS) and warehouse management system (WMS) partners, to provide customers with the tightest integration capabilities and complete interoperability.

View our full partner list:  
<http://www.smc3.com/smc3/who-technology-partners.htm>

#### Our Priorities

We make it our business to:

- Understand our industry's evolving role in national and global supply chains
- Help our members and customers manage supply chain pricing and service challenges so they can provide superb customer service, collaborate with their partners and thrive through sophisticated technology
- Guide, model and create industry best practices and benchmarks

#### Industries

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

For more information on our products and services, contact SMC<sup>3</sup> sales or marketing at 1-800-845-8090 or visit [www.smc3.com](http://www.smc3.com).

## Southwest Airlines Cargo®



**Matt Buckley**

Vice President, Cargo and Charters

### Our Vision:

To ensure Southwest Airlines Cargo is a trusted logistics partner and valued as the most reliable source for air cargo transportation. To exceed Customer expectations by providing exceptional Customer Service from our extraordinary People.



**S**outhwest Airlines stands above the rest with an unmatched flight schedule of over 3,300 flights across our network, including our NEW service to Atlanta, GA (ATL)\*, to over 90 destinations. 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 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. When Overnight Is Overdue®, choose Southwest Airlines Cargo. If your shipment does not require

next flight service, Southwest Airlines Cargo offers RUSH Priority Freight service which guarantees your shipment will arrive at its destination within 24 hours of the tender time. If time is on your side, our FREIGHT service is the most economical way to get your package where it needs to be; your shipment will move on the next flight with available space.

In 2011, Southwest Airlines Cargo was recognized with awards in excellence from *Air Cargo World*, Express Delivery & Logistics Association (XLA), Airforwarders Association (AFA), and *Logistics Management Magazine*. *Air Cargo World* recognized Southwest Cargo as the winner of the "up to 199,999 tonnes" category based on the ACE survey. We received the highest overall rating in this category and were the highest rated carrier in three of the four performance categories: Customer Service, Performance, and Value. Southwest Cargo also received "Domestic Airline of the Year" from Express Delivery & Logistics Association (XLA) for the tenth consecutive year along with receiving their

award for Excellence in Web Site and Technology for the second year. 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. *Logistics Management Magazine* awarded Southwest with the Quest for Quality Award. We received the highest overall score among all air cargo carriers and topped three of five critical categories including: Ontime Performance, Value, and Customer Service.

Customer Service remains a focus for Southwest Airlines Cargo. Customers can take advantage of our Relentlessly Reliable® service by contacting a Cargo Care Center Representative at (800) 533-1222, which is 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.

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. For more information or to open an account, visit [swacargo.com](http://swacargo.com) or contact your local Area Sales Manager.

*\*Southwest Airlines service to Atlanta, GA (ATL) begins February 12, 2012.*



### Southwest Airlines Cargo

Cargo Management Group  
P.O. Box 36611  
2702 Love Field Drive  
Dallas, TX 75235-1611  
(800) 533-1222  
[swacargo.com](http://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!"



**Midwest Region  
Carrier of the Year 2011**



### Standard Forwarding

2925 Morton Drive  
East Moline, IL 61244  
800-447-2012  
Fax: 309-755-9774  
www.standardforwarding.com



**S**tandard Forwarding provides award winning freight transportation to great companies all over the Midwest. Our service has been recognized in the LTL marketplace again in 2011:

- Mastio (Industry Survey) Midwest LTL Carrier of the Year
- John Deere "Hall of Fame" Logistics Supplier
- Case New Holland Carrier of the Year
- Xerox Carrier of the Year
- Schneider Logistics Carrier of the Year (8 years)
- Inbound Logistics Top 100 Carriers

Our many strategic initiatives for the future position Standard Forwarding to be stronger than ever in the LTL marketplace. Coming off growth of 25% last year, we are

adding new trucks and trailers as well as on board technology early in 2012. We are always upgrading our e-commerce tools to better meet our customer's needs and this year will be even more exciting with the rollout of our new TMS offering.

Standard Forwarding started trucking back in 1934 as a dedicated carrier. In the mid 90's we made the successful transition to a diversified Midwest Regional LTL carrier and that success continues today. We recently expanded our service area, adding Lower Michigan to our overnight region and a new seamless service to Alaska.

We now have access to even greater resources to provide stability and support our future growth. Our success has come

from listening to our customers and matching our service to their needs. Our fleet of 300 tractors and 700 trailers is operated by one of the safest team's in the industry. We continue to provide over 99% on time, overnight service to our direct points and an industry low claims ratio. We are "setting the standard" in total transportation services:

- Midwest Regional LTL Service (IA, IL, IN, MI, MN, WI, Omaha NE, St. Louis MO)
- Volume Shipments
- Canadian Service
- Fast Forwarding-100% Guaranteed Expedited Service
- Transportation Technology
- EDI and E-Commerce tools
- New Green Link Division (a complete supply chain solution)



## STIVA Industrial Developments



**Rogelio Arrambide**  
CEO

### Service Portfolio:

- Design, Engineering and Construction.
- Rail Spur Infrastructure.
- Location Selection.
- Building Selection.
- Infrastructure Development.
- Real Estate Development.

### Product Portfolio:

- Real Estate Development
- Inventory Buildings
- Build to Suit Construction



STIVA is a solid company that always has distinguished by its force, dynamism and efficiency. Founded in 1994 as part of the real estate division of a strong national group, backed by 40 years of experience in steel business, housing developments, shopping centers, hotels and some other vertical developments, STIVA is an experienced organization that offers complete services for any business.

With our headquarters Located in the Northern State of Nuevo León, México, near of the United States Border, the STIVA Industrial Parks are an excellent option for every company that looks for an expansion in the international community.

### Build to Suit: "World Class Industrial Spaces":

Besides being a construction company that offers solutions to companies who see Mexico as an option to expand, since more than 15 years we became pioneers in the development of world-class industrial parks and maintain this leadership because our customers receive a full range of services tailored to the circumstances surrounding each project.

### Parks and Locations:

In STIVA we develop industrial parks strategically located in the major industrial city of Monterrey, León at the center of the country and in the city of Reynosa, located in the border with the U.S., in state of Tamaulipas; all of our parks always recognized by the high quality of its facilities, buildings, and services.

### Advantage of our Park Services:

#### Complete Service

We attend professionally the requirements of each client, from design and engineering work, to the proceedings before the appropriate authorities, and also offers a dedicated after-sales service.

#### Speed, flexibility & timeliness

We adjust our selves quickly to changes, offering viable and timely solutions. The delivery of our projects comply the deadlines set, with the agreed quality and cost. This is possible thanks to frontline team that works always with a high sense of commitment and service.

#### Quality

We are shaped by a carefully selected support of suppliers and contractors, who are effectively supervised, always looking to provide the necessary information to exceed the expectations of our customers.

#### Competitiveness

Our people, our wide range of services, our integration and dynamism, joined with the advantage that we have our own metal structures manufacture, allows us to offer high quality and competitive prices.

#### Career & Reputation

In Stiva we achieve a strong name, based on a structure of constant commitment.

#### Experience

We are supported on a highly skilled group of professionals who bring confirmed solutions. Our staff is under continuous training in order to achieve the highest standards of quality that we offer, looking for a front line in constant evolution.



### STIVA Industrial Developments

Ricardo Margain #333,  
Col. Sta. Engracia,  
C.P. 66277

San Pedro Garza García, N.L.  
Tel: +52 (81) 8173 1300  
Fax: +52 (81) 8173 1301  
www.stiva.com

## Sunteck Transport Group



**Mike Williams**

*President and General Counsel*

### Our Mission:

At AutoInfo, our mission is to provide the highest quality of service delivered with a sense of warmth, friendliness, individual pride and company spirit. We strive to continuously leverage technology with industry best practices to create a better business model for agents, customers and employees.

### Our Vision:

AutoInfo places special emphasis on the need for dynamic and responsible innovation that generates continuous growth and improvement. Personal assessments, remuneration and career development are linked, among other things, to this criterion, which is applied to all individuals. The key missions of management, at all levels, include developing and encouraging creativity and originality in all aspects of our business. High quality ideas that match with our business strategy receive the resources needed for further development and, where applicable, implementation.

### Sunteck Transport Group/ E-Transport Carriers

6413 Congress Avenue, Ste. 260  
Boca Raton, FL 33487  
(800) 759-7910  
suntecktransportgroup.com  
(888) 301-7718  
www.etranscarriers.com



Sunteck Transport Group, Inc. and E-Transport Carriers, Inc. are wholly-owned subsidiaries of AutoInfo, Inc.

Through Sunteck's broker agent and E-Transport's truck agent networks, we strive to provide shippers with their very best choices for transportation and logistics services.

### Sunteck Transport Group

Sunteck Transport has been rated a Top 25 North American freight broker for the last five years. Our goal is simple – to be a one stop shipping resource for non-asset transportation. We strive to exceed our customers' expectations, while adding strategic value.

Everyone in our brokerage organization is dedicated to service excellence and customer satisfaction. An attention to quality is the Sunteck difference that our loyal family of customers has come to expect. Our experienced and knowledgeable people, empowered with a web-enabled, state-of-the-art operating system, deliver unsurpassed service on every shipment.

Reliability, on-time performance, and paperless technology are critical elements

of our brokerage service.

Some of the ways Sunteck differentiates itself as a broker:

- Balanced portfolio of services (dry van, reefer, flatbed, LTL, intermodal, expedited, distribution & logistics), reaching a variety of key market sectors
- Member EPA SmartWay Partnership with highest possible score
- Risk Management – Primary Truck Broker Liability Insurance – \$2 Million policy – less than 10% of brokers have this coverage
- Proprietary technology to achieve optimization, integration and visibility – we don't use an off-the-shelf system; our software was developed in-house and enhancements are based on what our shippers and agents tell us are needed to always provide top-shelf service

### E-Transport Carriers

E-Transport Carriers is focused on simplifying North

American truck transportation for its customers. Our goal is to make it easy for shippers to get their products moved on-time, intact, and at the right price.

Shipping by truck is still the preferred method of domestic transport. From raw materials and work-in-process to finished products, at some point it all moves by truck. E-Transport Carriers answers the needs of customers by providing industry-leading trucking service options that can handle all types of shipments. We're also taking a fresh look at how trucking can be made faster and more eco-friendly, while reducing the number of touch points along the way.

Along with our Railroad Services division, we specialize in one thing – being an efficient network capacity provider. We offer dedicated equipment, intermodal, over-the-road van and temperature-controlled, flatbed, and drop-deck services. In addition, we offer drayage for ocean import & export traffic, door-to-port, port-to-port and inland movement for containers, loaded or empty.

E-Transport Carriers offers you a variety of shipping options, all in an environment where our attention to safety is second to none. Safety will always remain our primary focus in all policies, procedures, and programs that govern our business.



## Supply Chain Council



Supply Chain Council (SCC) is a global non-profit organization whose framework, improvement methodology, training, certification, and benchmarking tools help member organizations make dramatic, rapid, and sustainable improvements in supply chain performance.

SCC developed the Supply Chain Operations Reference (SCOR) model, which provides a unique framework that links business process, metrics, best practices, and technology features into a unified structure to support communication among supply chain partners and improve the effectiveness of supply chain management and related supply chain improvement activities.

The SCOR Model contains several sections and is organized around the five primary management processes: Plan, Source, Make, Deliver, and Return.

Business problems solved using SCOR include:

### Business Management Challenges

#### ■ Strategy Development.

Identify, instrument, and deploy supply chain strategies within and across organizations.

■ **Merger, Acquisition, or Divestiture.** Merge or split up functioning supply chains to achieve merge, acquisition, or divestiture operational goals.

■ **Supply Optimization and Re-engineering.** Improve individual, clusters, or networks of supply chains.

■ **Standardization and Streamlining.** Improve operational control and cost by standardizing core processes.

■ **Management Alignment.** Create standardized management tools, reporting, and organizational structures.

■ **New Business Start-up.** Create and deploy supply chains.

■ **Benchmarking.** Competitive assessment of qualitative and quantitative performance.

#### ■ Process Outsourcing.

Identify and outsource non-value add processes.

### Technology Services

#### ■ Software

**Implementation (ERP, PLM, QC).** Pre-implementation supply chain definition and optimization.

■ **Workflow & Service Oriented Architecture.** Optimization of IT service provisioning.

### Evolving

#### ■ Skills Development.

Standardize skills definition, sourcing, and performance criteria.

SCOR certification is open to members and non-members. The cost of certification is included in the training fees. Please contact the Supply Chain Council with any questions at 202-962-0440 or [info@supply-chain.org](mailto:info@supply-chain.org).



### Supply Chain Council (SCC)

12320 Barker Cypress Road  
Suite 600, PMB 321  
Cypress, TX 77429  
202-962-0440  
[info@supply-chain.org](mailto:info@supply-chain.org)  
[www.supply-chain.org](http://www.supply-chain.org)



## Syfan Logistics



**Jim Syfan**  
Chairman

**Who We Are:** Syfan Logistics is a full-scale logistics management company and an asset-based transportation provider of shipping needs throughout the continental United States, Mexico and Canada.

**Mission Statement:** We will give our customers a competitive advantage through superior transportation and logistics services. We will consistently strive to meet and exceed our customers' expectations of service through timely communication and quality information.

**Vision Statement:** We seek to be a guiding light of ethics, integrity and Christian faith in our service to the transportation industry.



### Syfan Logistics

PO Box 1294  
Gainesville, GA 30503  
Toll-Free: 855-287-8485  
Local: 770-287-8485  
jim.syfan@syfancorp.com  
www.SyfanLogistics.com



### A Tradition in Transportation

The Syfan family – Jim Syfan and his two sons, Greg and Steve – are as grounded in the transportation industry as wheels are to a truck.

Jim Syfan worked in the transportation brokerage industry for nearly a decade before launching his original company in 1984 along with his wife, Gloria, and two sons in Gainesville, Ga.

Today, Syfan Logistics marks the family's return to the logistics business with a new company formed in 2011. The venture is young, but the father-son team carries the respect of a much more established company due to the family's long-held reputation as an American tradition in the transportation industry.

### Expertise in Foodstuffs

With its location in a bustling poultry-industry region, Syfan Logistics is well-versed in hauling deadline-sensitive, perishable food products. So much so that the company works extensively with the nation's largest

foodstuffs companies in the poultry, seafood, confectionary, cereal and soft drinks industries.

Their success has extended to the largest package-delivery companies in the world as well as all expedited divisions of America's major automotive manufacturers.

### Key Services

■ **Syfan Dedicated:** Syfan owns its own fleet of trucks and trailers (refrigerated, flatbed and dry van). This versatility is put to work with a dedicated fleet division focused solely on each customer's individual shipping needs and consistent on-time delivery for dedicated lanes.

■ **Third-Party Logistics:** For shippers faced with a sudden spike in shipping volume or the occasional spot load, Syfan Logistics partners with a highly reliable team of over 10,000 qualified carriers to fill those emergency gaps with pop-up fleets.

■ **Syfan Expedited:** For the highest priority loads with the most demanding delivery schedules, no one in the

industry has more experience in expedited logistics. The Syfans' vast experience in poultry and other national foodstuff industries – as well as their current work with UPS Logistics and the U.S. Postal Service – has forged a unique sensitivity to deadline-oriented product shipping.

### Open Communications

With over 30 transportation professionals and growing, Syfan Logistics has far surpassed its father-son roots. Still, it operates like a family business. For example, the company assigns each shipper with its own CSR for extra personal attention.

Open and honest communications is yet another family-oriented trademark of Syfan Logistics. Steve Syfan, who oversees his company's operations, puts it this way: "We always strive for one-hundred percent on-time pick-up and delivery; however, we commit to keeping our customers informed on the status of every shipment – with 24-7, real-time communications."

It's that type of spirit and integrity that continues the Syfan legacy as a tradition in American transportation.

### Industries:

- Food and Beverage
- Government
- Parcel
- Automotive
- Chemicals
- Healthcare
- Building materials
- Retail/Consumer products
- Electronics

## TMSi Logistics



**Ron Cain**  
Chairman & CEO

**Mission:**

TMSi Logistics is a supply chain solutions provider that increases performance by instilling leadership at every level of the supply chain and creating a culture that delivers results.

**TMSi Logistics**

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Fax: 603-422-7337

Ron Cain  
603-422-0777 x7233  
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www.tmsilog.com



**W**hat does it take to increase performance? Not just once, but year over year? It takes more than speed and precision. It takes TMSi Logistics, instilling leadership at every level of the supply chain and creating a new culture that drives greater performance. At TMSi, we believe that sustainability comes from a culture that sees beyond balance sheets and budget numbers. A successful culture is as tangible as any business system. It can be quantified, analyzed, and improved. TMSi leaders know what it takes to identify – and implement – a culture that lasts, because we sustain our own culture of high-performance every single day.

If you don't think you have

a culture – or that improving your culture won't help your bottom-line – think again. Every company has a culture, and it directly affects your company's performance. We can prove it – through our proprietary leadership development training and measurement program, we expose the opportunities for improvement in an operation, demonstrate how culture is affecting them, and determine what can be done to solve the problem. There's no denying it – culture drives performance.

TMSi Logistics is a supply chain solutions provider that increases performance by instilling leadership at every level of the supply chain and creating a culture that delivers results. Using our unique and

innovative approach to supply chain analysis and design, our years of experience moving product, and our global reach, we develop optimal solutions that reduce costs, improve service levels, and create a performance-driven culture that empowers employees to continuously find ways to improve the supply chain year over year.

**In February 2012, TMSi will change the way you think about supply chain performance. Look for us to reveal something BIG in the inside cover of the *Inbound Logistics* February issue, or count down to the big moment with us at [www.tmsilog.com/topsecret](http://www.tmsilog.com/topsecret).**

## TotalTrax, Inc.



**Michael Kinnard**  
President/CEO



**T**otalTrax, Inc. is the leading provider of automated real time vehicle, driver and inventory tracking products for manufacturing and warehouse operations. Created via the merger of Sky-Trax Incorporated, Rush Tracking Systems and the Equipment Monitoring Division of ShockWatch in 2011, TotalTrax offers a complete technology platform that transforms traditional material handling vehicles into "smart trucks". These smart trucks deliver substantial value in improved safety, fleet utilization, labor productivity, inventory management and warehouse optimization. The patented hardware sensors and application software automatically collect impact, location, load, movement and labor tracking data. This robust and accurate operating data is then wirelessly transmitted for immediate use by a WMS or LMS, OpsMan® warehouse viewer, exception alert systems, report writers, business intelligence and warehouse optimization tools.

**Customers achieve productivity gains between 10% and 40% from the following benefits:**

- By automating data collection, many manual processes, including hand scanning, record keeping, checklist compliance and outbound QA inspections are eliminated.
- Not only is work eliminated but real time operating visibility delivers immediate increases in accountability and reduced non-productive time. Drivers focus more time on driving and pallet moves per hour increase. For the same throughput, fewer vehicles and fewer drivers per shift are required.
- Inventory accuracy is improved and the cost of inventory reconciliation, shipping errors, buffer stock and obsolete inventory is substantially reduced.
- Robust operating data provides tremendous insights in support of lean and six sigma initiatives to improve work processes and optimize storage locations.
- By feeding accurate, real time data into the WMS or LMS, those systems can deliver more value including opportunities for directed movements and interleaving.
- Smart truck solutions not only track what work was done but how the work was done, providing for more accurate labor standards. The impact on labor standards resulting from changes in customer requirements or product mix, are also immediately understood. Top performers and bottom performers can be analyzed to reduce variability and increase average shift performance.
- The real time location system tracks exact location by the second and to the inch as well as speed and direction. This capability is used to provide dynamic routing navigation for AGV's and can be used for centralized tracking of mixed fleets.
- Improved visibility to vehicle usage and fleet utilization reduces maintenance costs while improving uptime. Opportunities to reduce fleet size are also readily apparent.
- Sensors on the smart truck detect impacts and provide proximity alerts to improve driving behavior which reduces time lost from accidents and damage costs. Driver access control and automated pre-shift checklists also improve safety performance while reducing OSHA compliance costs.



**TotalTrax, Inc.**

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Newport, DE 19804  
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## 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.  
Seattle, WA 98148  
800-444-0294  
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 a 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 Olympia Chimney 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, BirdDog Solutions, 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 electric 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. Jaguar TDP delivers the core functionality of rating and pricing management – including rating (small package, LTL, TL, air, multimodal), database management and user security – while offering the customer the flexibility to build their own transportation management applications within the platform, or outside the platform.

#### *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

1008 Bullard Court  
Suite 100  
Raleigh, NC 27615  
1-800-810-9888  
info@transite.com  
www.transite.com

## Transplace



**Tom Sanderson**  
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

Operations Centers:  
Philadelphia, Chicago  
Lowell & Stuttgart, AR

International Locations Include:  
Hong Kong, Monterrey, Laredo  
info@transplace.com  
transplace.com  
blog.transplace.com  
twitter.com/transplace  
facebook.com/transplace  
linkedin.com/company/15678



### The 3PL & Technology Company

Transplace is a non-asset based third party logistics (3PL) provider offering manufacturers, retailers, chemical and consumer packaged goods companies the optimal blend of logistics technology and transportation management services. From complete logistics management outsourcing to intelligent transportation management systems (TMS) and supply chain network planning and design to high-quality brokerage services, Transplace has proven the ability to deliver both rapid return on investment and consistent value to customers. The company is recognized among the elite global 3PLs by a customer base that includes many of the largest shippers in the world.

### Leverage Our Freight Networks, Logistics Expertise, Technology and Carrier Base

Transplace is an award-winning provider that delivers 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 based on business needs and budget.

- Comprehensive management services
- Sourcing/procurement
- Carrier freight payment and audit
- Optimization/consolidation
- Order management
- Business intelligence
- Cross-dock coordination
- Dock scheduling/yard management

### Transplace Freight Brokerage

From surge capacity to outsourcing, Transplace experts design freight solutions that address your unique supply chain requirements. We use our logistics expertise and award-winning, proprietary technology to create efficiencies and skillfully manage every detail, allowing you to focus on your core business operations.

Our three-tiered method to optimizing your logistics takes a strategic, tactical, and operational approach that delivers a comprehensive solution to:

- Optimize the use of private or dedicated fleet operations
- Reduce transportation costs
- Assign carriers to dedicated lanes logically
- Reduce detention and other accessorial charges

### Global Logistics – North American Import/Export

Focusing on importing and exporting from North America, our local offices help us deliver LCL, FCL and air cargo shipments through trusted strategic alliances. You can depend on Transplace for consolidation and vendor services, transload, drayage, and original cargo management as well as integrated solutions for Mexico transit. Our technology also allows us to design collaborative continuous moves (CCM) across multiple clients to provide consistent capacity and service.

Transplace takes an in-depth approach to learning your business, providing the transportation management services you need and designing solutions that fit your supply chain. Whether you are focused on cost reduction, improved customer service, or driving market share, Transplace delivers a full line of strategic and tactical solutions to choose from.





## Transportation Insight



**D. Paul Thompson**  
Chief Executive Officer

### Mission Statement:

Through evaluation, innovation and best-in-class LEAN supply chain solutions, we help our clients create sustained competitive advantage and dominate their market!

### Core Services:

- Co-managed Logistics
- Financial Settlement
- Technology
- Business Insight

### Value-added Strategic Services:

- LEAN Consulting with full Shingo Prize examiner credentials
- Supply Chain Sourcing of indirect materials, packaging and MRO
- Organizational Development with C-level coaching and strategic planning

### Transportation Insight, LLC

328 First Avenue NW  
Hickory, NC 28601  
828.485.5000

info@transportationinsight.com  
www.transportationinsight.com



**T**ransportation Insight was founded in 1999 by a team of executives with extensive backgrounds in supply chain management. From the outset, we have focused on creating sustained competitive advantage for our clients. Through evaluation, innovation and LEAN supply chain solutions, Transportation Insight helps companies reduce costs, improve operational efficiency and enhance customer service. Our robust technology platform, unsurpassed logistics expertise and focus on long-term continuous improvement enable clients to achieve game-changing advantage and dominate their market.

### 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. After deployment of our LEAN logistics solutions, Transportation Insight's engineers provide clients with an on-going, proactive analysis of their existing and emerging supply chain needs. Continuous improvements help clients maximize profits, enhance visibility, increase productivity and gain more supply chain control. Our co-managed logistics services include carrier sourcing, contract and rate administration,

claims processing, outsourced execution options, warehouse sourcing and international transportation.

### 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. Our audit and payment process begins with a commitment to data accuracy and provides the basis for more advanced business insight. Transportation Insight's financial settlement offering includes freight bill audit, consolidated electronic billing, general ledger coding, carrier payment, freight refunds for service provider failures and freight accruals.

### Technology

An effective Transportation Management System (TMS) supports cost reductions, streamlines shipment execution and improves visibility and responsiveness. Without requiring a capital expense commitment, Transportation Insight provides our clients with Insight TMS® – the most versatile transportation management

system on the market today. Insight TMS® allows a high level of customization through modular, scalable applications, which can be integrated into the client's operating platform or 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. Transportation Insight's 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, create accountability, illustrate trends and 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.



Evaluate. Innovate. Dominate.

# Transportation Solutions Enterprises (TSE)

## TSE Mission Statement

At TSE, we strive to provide only the best service for our customers by utilizing the dynamic strength of our three companies. TSE can tailor reliable solutions to meet your transportation needs, all while saving you money. It is our energetic, aggressive spirit that gets the job done right. When you work with TSE, you work with the power of unlimited solutions.



## Three companies. Unlimited solutions.

Transportation Solutions Enterprises (TSE) features a comprehensive portfolio of companies, including a top-tier brokerage (TSG), a nationwide truckload carrier (F/X) and a contract logistics management provider (3PLogic). Together, the TSE companies offer a complete suite of transportation services that give shippers and carriers a real partner in the marketplace.

Transportation Solutions Group, a Chicago-based freight brokerage, was founded in 2001 by four guys sitting around a card table who believed in fair pricing and the philosophy that you're only as good as your last load. The goal was always clear; to become a total logistics provider, supported by the best technology and people.

In 2006, Freight Exchange was founded as TSG's affiliate carrier and in 2009, 3PLogic was created to provide contract logistics and freight management services. TSE was structured in 2011 as the holding company for these three

unique transportation service providers.

## TSG

Transportation Solutions Group offers exceptional third-party brokerage services via our industry-leading systems. Our carrier and customer relationships are of the utmost importance, all of which are supported by our most treasured asset: our people. As a top 150 broker in the United States with multiple regional offices, we have a superior national presence and the ability to cater to all your shipping needs. Some of the services we provide are:

- Web-based tracking portals
- 24-hour operational support
- Integration with carriers
- A single point of contact
- Automated arrival/departure notices
- Immediate quoting
- Real-time insurance monitoring and safety updates

## F/X

Freight Exchange of North America (F/X) is a

full-truckload carrier providing service to the continental U.S., Canada and Mexico. Our established terminals in Southern California, El Paso, Dallas and Chicago allow us to meet even the most unique service requirements. We are recognized as one of the premier carriers in North America as a result of our responsiveness and flexibility to customer needs. With F/X, you can count on:

- 24-hour customer service
- In-cab monitoring devices
- Satellite-equipped tractors and trailers
- Expedited, team-based service
- Local pop-up fleets
- Dedicated service
- Specialized equipment

## 3PLogic

A leader in contract logistics management, 3PLogic leverages industry best practices, powerful intellectual capital, and world-class technology to bring a variety of services to our customers. Unlike most 3PLs, 3PLogic is built around carrier neutrality and operational transparency. We begin by first understanding your business, and then provide customized, cost-effective solutions that lower your bottom line and give you greater control of your freight. Amenities we offer include:

- Enterprise, web-based TMS
- Real-time optimization engine
- Supply chain analysis
- Automated tendering, tracking, invoicing and reporting
- Freight audit and payment services
- RFP management & analysis
- On-demand analytics
- Fast and easy system integration



[www.tse-llc.com](http://www.tse-llc.com)



312.738.5500

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



312.612.2200

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



855-3PLOGIC

[www.3PLogic.com](http://www.3PLogic.com)

## Transportation Solutions Enterprises (TSE)

400 North Noble Street  
Suite 210  
Chicago, IL 60642  
312-698-8158  
[tseinfo@tse-llc.com](mailto:tseinfo@tse-llc.com)  
[www.tse-llc.com](http://www.tse-llc.com)

## 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 products and services that provide market leading, simple, incremental solutions for transportation management and logistics functions within your supply chain.

Our cloud-based solutions enable you to:

- Reduce costs
- Improve processes
- Identify hidden costs of transportation
- Improve vendor compliance routing guide
- Improve Supplier Relationship Management (SRM)
- Monitor vendor performance
- Improve shipment visibility
- Generate automatic, status-driven alerts
- Monitor carrier performance with respect to time in transit, service failure, and billing
- Enable collaboration
- Source, procure and execute transportation services



### TransportGistics, Inc.

4170 Veterans Highway,  
Suite 202  
Bohemia, NY 11716  
631-567-4100  
Fax: 631-563-2497  
[sales@transportgistics.com](mailto:sales@transportgistics.com)

**Simpler-is-better  
transportation  
management and  
logistics solutions.**

### Transportation Management and Logistics Solutions

TransportGistics is a global, multi-product and services company that provides market leading, simple, incremental solutions for transportation and logistics management. Our rich history in micro logistics solutions and macro logistics strategies is the fuel that drives our "simpler is better" model.

Our innovative, incremental strategy to assist and enable our customers to achieve cost-effective independence from legacy practices has been highly successful, resulting in double-digit cost savings, cost avoidance and rapid ROI.

### Solutions should not be more complicated than the problems they are trying to solve!

Simpler is better, and that is the approach that we have taken with our cloud-based products and services. These easy-to-implement, easy-to-use solutions allow users to reduce costs and improve operations while managing discrete transportation and logistics management functions. Each solution can be deployed separately or in an integrated environment to meet requirements to improve

business processes, reduce costs and enhance service offerings.

- **BLGen:** Create and communicate transportation forms, including packing slips, carton labels, LTL and TL Bills of Lading.
- **FreightTracing:** Provides complete shipment visibility, including alerts.
- **InsourceAudit:** A freight bill management, shipment information, cost-control portal that enables users to manage and control pricing and performance, freight invoices, payment and information.
- **ProductReturns:** Enables users to automatically generate return authorizations, route shipments via least-cost carriers, generate bar-coded Bills of Lading, and facilitates the receiving and accounts payable/receivable processes.
- **RoutingGuides:** Enables streamlined and simplified production, maintenance, distribution, and compliance by eliminating the need to print, distribute and track receipt of new or updated Routing Guides.
- **TGIBid:** TGIBid is a cloud-based shipment auction portal that allows your users

to submit your shipments to your carrier partners and then award the carrier with the shipment that meets your criteria, (price, transit time, etc).

- **TGIRater:** Cloud-based solution programmed with your negotiated carrier agreements. Community management allows for hierarchical access with easy management and usability. Company data can be pre-populated for ease of entry and improved data quality. Time in transit and least-cost carrier calculations are performed across your entire carrier base.

TransportGistics products address the inefficiencies in transportation management, reduce freight expense, simplify the functions to be executed, make transportation information immediately visible to all parties involved in the transaction process, improve communications, and increase productivity.

If you are interested in simplifying your complex logistics challenges, call us today at **631-567-4100**, or visit us on the web at [www.transportgistics.com](http://www.transportgistics.com)



## Trendset Information Systems



**Gary Selvaggio**  
CEO and Founder

### Mission Statement:

Trendset's mission is to provide a work environment conducive to innovation where break through, business valuable, logistics solutions are envisioned for our global clients and then quickly and securely brought to market via an effective and leveraged use of technology and intellectual capital.



**T**rendset Information Systems, headquartered in Greenville, South Carolina, is a leading provider of customized and scalable global supply chain solutions serving the logistics and transportation sectors for over 25 years. Trendset's advanced software and web systems empower the client with real-time information and data mining capability never before seen in the industry.

Over the years, Trendset has used innovation and technology to expand its services from a core competency of freight audit and payment. Trendset currently offers a suite of services and products that are scalable and creative in their output of information, turning ordinary data into business intelligence, giving clients a competitive advantage.

Trendset processes in excess of 80,000,000 freight bills representing a global freight spend of \$10 billion. Our portfolio of services is comprised of our global Freight Audit and Payment service through Trendset, Inc., Logistics Consulting through our Folio Logistics business unit and true Business Discovery through our TrendVista unit.

Trendset has experience providing and implementing customized solutions that clients are unable to do internally or with other firms. Trendset's 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 integration offers our clients solutions to their unique internal requirements. With successful growth from our inception in 1984, Trendset continues to offer clients stable, secure, and innovative solutions providing unparalleled visibility into their freight spend and access to Key Performance Indicators (KPI) that truly help them control their budget and effectively manage their business.

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 solutions that create a competitive advantage through realized cost savings, more knowledgeable decision making, and overall efficiency across multiple business units and locations.

### Solutions

- Global Freight Audit and Payment
  - Logistics Consulting (TMS, Claims Management, Tracking and Tracing, Consulting Studies, Contract Optimization)
  - True Business Discovery
- Trendset Information Systems is a privately held company headquartered in Greenville, South Carolina with operations in Mexico City, MX and London, England; serving the Latin America and EMEA markets respectively. 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.

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

12 Interchange Blvd.  
Greenville, SC 29607  
www.trendset.com  
www.trendsetlatam.com  
www.lsm.eu.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.

**TTS, LLC**

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F: 614-760-9832  
jeff1952@tts-us.com  
www.tts-us.com



**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



*The **power** to move you*

## Tucker Company Worldwide, Inc.



**Jeff Tucker**  
CEO



**Jim Tucker**  
President & COO

### Mission Statement:

Tucker Company Worldwide, Inc. is committed to safely providing our customers with competitively priced, comprehensive freight management programs that deliver.



### Tucker Company Worldwide, Inc.

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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. Xpress Enterprises



**Max L. Fuller**  
CEO

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  
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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

## UniGroup



**Richard McClure**  
*President*  
*UniGroup*

Uniquely positioned to respond to the challenges of doing business in an evolving one-world economy, UniGroup offers single-source transportation management and embraces common quality standards. UniGroup's transportation and relocation solutions offer unparalleled global transportation management while addressing a variety of critical corporate imperatives.



**F**or more than half a century, the UniGroup companies have been successfully matching their services with customer needs, providing what has become recognized as "The UniGroup Answer" to manage logistics, transport products and relocate employees. Thousands of companies worldwide have benefited from UniGroup's approach to doing business and meeting the challenges of an evolving one-world economy.

UniGroup is a global logistics, transportation and relocation enterprise with a network of agents who together provide \$7 billion of best-in-class services through more than 50,000 highly motivated professionals at 1,300 service centers on six continents.

Long before the sophistication required of today's developing business climate, UniGroup's premier moving companies, Mayflower Transit and United Van Lines, were hard at work on our nation's newly-paved highway system to provide the "door-to-door" pickup and delivery service demanded by customers.

From the early days of offering exclusive destination information to its customers

to today's capabilities of single-source accountability for transportation and logistics services around the world, the UniGroup companies have more than kept pace with customer needs, utilizing unprecedented reporting and information systems on the leading edge of the industry's technological developments. So impressive are these systems that InformationWeek magazine ranks UniGroup among the top 500 companies employing technology to improve overall effectiveness.

In 2001, subsidiary UniGroup Worldwide entered into a strategic operating alliance with Netherlands-based UTS International, Europe's premier move management firm, to form the UniGroup Worldwide UTS brand, resulting in a major global presence for UniGroup.

In 2007, UniGroup Worldwide purchased the Asian subsidiary operations of London-based Interdean Group, with locations in Singapore, Hong Kong, China, Malaysia, Thailand, Vietnam, and the Philippines.

The addition of these operations to the company's UTS alliance strengthens its service delivery capability in the Pacific Rim and ensures that UniGroup Worldwide will keep pace with the requirements of an expanding customer base.

In 2011, UniGroup Worldwide Logistics was formed to offer customers an all-encompassing solution for logistics needs including transportation, project management and warehouse distribution. The new brand offers successful and economical support transportation and supply chain strategies wherever there is a need.

UniGroup's solidly constructed worldwide infrastructure moves a wide variety of products around the world, meeting the growing supply chain demands of its multinational clients. The global capability and transportation technology provide product management, order fulfillment, and other value-adding services virtually anywhere in the world.

From forwarding intricate trade show exhibits to handling sensitive medical equipment to overcoming reverse logistics challenges, UniGroup's integrated system of global transportation and logistics solutions offers a world of expertise to successfully manage the supply chain from end to end.

For more information, visit us online at The UniGroup Answer: [www.theunigroupanswer.com](http://www.theunigroupanswer.com).

**UniGroup**  
One Premier Drive  
Fenton, MO 63026  
636-305-5000

# UniGroup®

## UniGroup Worldwide Logistics



**James Powers**  
President

*UniGroup Worldwide Logistics, LLC*

Formed in 2011, UniGroup Worldwide Logistics is the international logistics transportation and project management subsidiary of UniGroup, the Missouri-based parent company of Mayflower Transit and United Van Lines, and other subsidiaries which support the worldwide operations of these leading household goods and special services carriers.



**U**niGroup Worldwide Logistics, a single-source international logistics services provider, offers custom, diverse transportation management, project management and warehouse distribution management services with total flexibility in mind.

UniGroup Worldwide Logistics is a new name, but the foundation of the company is well-established. It is built on the heritage of United Van Lines and Mayflower Transit, trusted providers of reliable specialized transportation and logistics services for more than 50 years. Based on a network of 1,300 service centers in 146 countries, we are a single-source for customized supply chain solutions.

UniGroup Worldwide Logistics arranges the transportation of more than 40,000 commercial product shipments each year. Custom distribution and handling programs for furniture and fixtures; equipment installation, custom crating and rigging, air-ride transportation, and

short- and long-term storage facilities are among the services that our company offers.

UniGroup Worldwide Logistics offers third party logistics planning and freight management service. A specialist in supply chain management solutions, we specialize in providing customized solutions to meet our customers' unique requirements. These logistics services support the distribution of products including transportation, warehousing/inventory, and installation services. Our distribution network optimizes our customer's asset utilization and total cost expenditures, considering transportation variables, inventory strategies, and time-to-market requirements.

Our technology solutions provide pallet, case and item detail – down to the serial number level – from the time a purchase order is downloaded or communicated, through cycle, and while in transit to your customer. Our customers

have end-to-end pipeline visibility for the entire supply chain.

Additionally, UniGroup Worldwide Logistics handles installation management service – from basic mechanical assembly in conjunction with delivery to complicated installations of office products, retail fixtures, medical equipment and hotel fit-up.

Through MultiTek, we can handle customers' most complex and intricate projects – from high-end offices to laboratory, medical and data center projects. These technical and multifaceted logistics projects can be handled in conjunction with consolidation/migration/relocation, physical infrastructure upgrades, and project management. MultiTek Strategic Solutions also provides asset and equipment services as part of these activities, as well as relocation services that include install and de-install services, cabling, connectivity and project/vendor management. In addition, we provide strategic services to assist customers in outsourcing or augmenting their facilities and logistical operations needs. By using MultiTek Strategic Solutions, customers can achieve significant ROI, optimize their staff resources, minimize disruption, save substantial capital versus consulting organizations and improve business operations.

By utilizing our end-to-end single source service, clients enjoy improved inventory visibility, cost control and the precision of a time-specific delivery.

For more information, visit us online at [www.ugwwlogistics.com](http://www.ugwwlogistics.com).



**UniGroup Worldwide  
Logistics, LLC.**

One Worldwide Drive  
Fenton, MO 63026  
877-545-8080



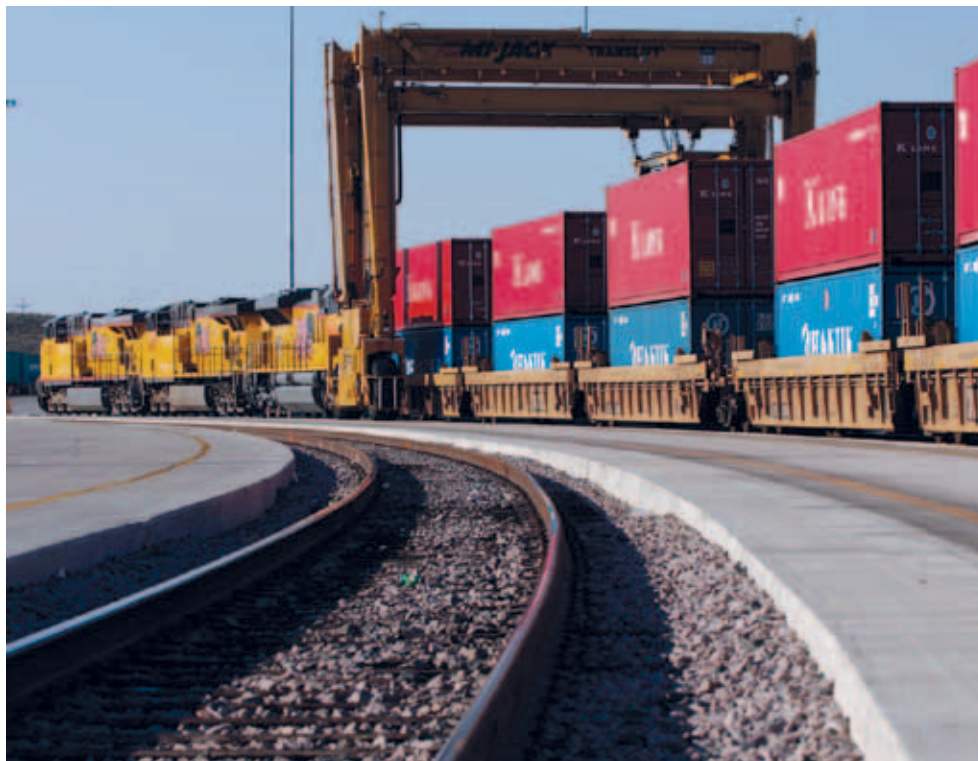
## Union Pacific



**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.



### Union Pacific Delivers Door-to-Door Logistics Expertise

Union Pacific's logistics experts coordinate the efficiency of North 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's being shipped, or where it needs to ship, Union Pacific gets it there.

Operating a fleet of more than 8,000 locomotives and coordinating 200,000 rail cars, Union Pacific makes it easy for customers to ship with the railroad while managing tighter inventories to meet growing business demand.

### No Rail, No Problem

Working with wholly-owned subsidiary Union Pacific Distribution Services, Union Pacific provides customers

with an extensive network of warehouses and transloading facilities to support rail and non-rail served customers.

The railroad's Onboarding Team also helps customers determine which services best meet their transportation needs. This unique "white glove," 90-day service ensures a seamless transition for customers new to rail.

### 150 Years of Building America

One of America's iconic companies, Union Pacific celebrates its 150th anniversary. The commitment, drive and hard work that shaped its past is echoed in the company's continued mission – the men and women of Union Pacific are dedicated to serve customers, shareholders, employees and the communities it calls home.

### 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 a car getting more than 250 miles to the gallon.

■ Rail is almost four times more fuel efficient than truck, according to the U.S. Environmental Protection Agency.

■ Freight trains generate a carbon footprint that is an average of 75 percent less than trucks.

■ Union Pacific owns North America's cleanest locomotive fleet.



**BUILDING AMERICA®**

**Union Pacific**  
877-883-1422

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

## Unyson Logistics



**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

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Downers Grove, IL  
60515-5543

Toll Free: 877-641-4892

Fax: 314-993-0918

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.



A Hub Group Company



UPS



**D. Scott Davis**  
*Chairman and CEO*

**UPS Mission:****What We Seek to Achieve**

- Grow our global business by serving the logistics needs of customers, offering excellence and value in all that we do.
- Maintain a financially strong company-with broad employee ownership-that provides a long-term competitive return to our shareowners.
- Inspire our people and business partners to do their best, offering opportunities for personal development and success.
- Lead by example as a responsible, caring, and sustainable company making a difference in the communities we serve.



UPS is a global leader in logistics, offering a broad range of solutions including the transportation of packages and freight, the facilitation of international trade, and the deployment of advanced technology to more efficiently manage the world of business. Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide. To learn more about how UPS's broad range of solutions can help your business, visit [ups.com/solutions](http://ups.com/solutions).

**Business Solutions**

You may be seeking to streamline your supply chain, searching for a company that can manage both your domestic and international shipments, or just looking to squeeze more time out of your action-packed day. UPS is

here to help with real business solutions that go way beyond shipping.

Whether conducting business close to home or around the world, UPS helps businesses seize the power of logistics to spur growth, serve customers better, save time and money, and be more sustainable. Today, UPS offers not only ground and air transportation, but also truckload, less-than-truckload, rail, and global air and ocean freight services. Additional UPS capabilities include logistics and distribution, international trade management, customs brokerage, consulting, mail, e-commerce, and a variety of financial services.

The knowledge and experience that UPS brings to specific industries, ranging from automotive and industrial

manufacturing to professional services, retail, healthcare, and high-tech, gives UPS an advantage in understanding the challenges that every business faces. Today, UPS helps a wide range of companies improve efficiencies, speed products to market, and facilitate and manage logistics.

To learn about UPS's broad portfolio of services, visit [www.ups.com/solutions](http://www.ups.com/solutions).

**UPS**

55 Glenlake Parkway  
Atlanta, GA 30328  
1-800-742-5877  
[www.ups.com](http://www.ups.com)



**WE ♥ LOGISTICS™**  
[thenewlogistics.com](http://thenewlogistics.com)



## 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 of our client's supply chains 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.**

c/o UTi, Services, 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 a global footprint of 180+ logistics centers with more than 25 million square feet of warehousing worldwide, 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 280+ offices in 60+ 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 our 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. 1303  
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 1303 to learn more about how we can help.

## WERC

## Warehousing Education and Research Council



**Lawrence Dean Shemesh**  
*President*

**Mission Statement:**

To provide leadership in the warehousing/distribution field in its evolving role in the supply chain, to advance the art and science of warehousing management, and to enhance individual development.

**Vision Statement:**

To create a high quality and valued experience for people using WERC products or services. To support the professional development of our members and the logistics community at large by providing quality learning experiences, networking opportunities and easy access to industry information.

**Warehousing Education and Research Council**

1100 Jorie Boulevard, Suite 170  
Oak Brook, IL 60523-4413  
630-990-0001  
Email: [wercoffice@werc.org](mailto:wercoffice@werc.org)  
[www.werc.org](http://www.werc.org)



**T**he Warehousing Education and Research Council (WERC) offers resources that help distribution professionals stay at the leading edge including educational events, performance metrics for benchmarking, practical research, expert insights and peer-to-peer knowledge exchange.

Joining WERC provides a number of member benefits including:

- **Focused Information:** The WERCsheet newsletter, is delivered six times a year. It provides full-length, detailed case studies of all things warehousing-related. The subscription, valued at \$120 per year, is an exclusive membership benefit.
- **Learning & Networking Opportunities:** The annual conference provides information-packed days in late Spring. Logistics professionals gather to talk shop and listen to industry

speakers and practitioners. WERC seminars present solid warehousing fundamentals at locations across the country. Webcasts offer quality, focused presentations at minimum cost and maximum convenience. Self-study books and online courses are two more ways that WERC can fill your training needs. WERC is always happy to talk quantity discounts.

- **Spotlight on the Industry:** The weekly WERCwatch e-zine gives you a snippet view of key news and best practice articles from the trade press.
- **Ideas, Solutions:** The online library and WERC

publications provide practical tools, usable data and tips and techniques to improve your operations.

- **Recognition as a Leader:** WERC members are recognized in their companies and among their peers as involved leaders.
- **Contacts:** Chances are good that if you have a question or need ideas to solve a problem, there's a fellow member who can help. To facilitate those contacts, WERC offers the online membership directory – accessible only by WERC members. Online forums, Linked In, and Tweeter provide other venues for open discussions and connecting with your peers.

WAREHOUSING EDUCATION AND RESEARCH COUNCIL



THE ASSOCIATION FOR DISTRIBUTION PROFESSIONALS



## 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

[lryan@watsonlandcompany.com](mailto:lryan@watsonlandcompany.com)

## Weber Logistics



**Harry Drajpuch**  
President, CEO

### Mission Statement:

Weber Logistics connects growing brands to Western U.S. markets.

Founded in 1924, Weber is the leading provider of warehousing, transportation and import logistics services in the Western U.S.



### Weber Logistics

13530 Rosecrans Ave.  
Santa Fe Springs, CA 90670  
855-GO-WEBER  
Fax: 562-921-5522  
MLevin@weberlogistics.com  
www.weberlogistics.com



**W**eber Logistics provides growing companies in the CPG, food, retail, and chemical sectors with flexible distribution solutions for the Western U.S. No other 3PL – large or small, global or regional – can match Weber's market knowledge and logistics infrastructure in Southern California and the Western region.

- 5.2 million square feet of space across 17 distribution centers
- Fleet of trucks for next-day direct delivery to 50 million west region consumers
- Comprehensive import logistics services for LA/Long Beach

### Warehousing Services

We operate dedicated and shared use facilities in LA County, the Inland Empire, Northern California and Arizona. Our warehousing services include inventory management, order fulfillment, eCommerce fulfillment, kitting, final packaging, UCC and SSCC

label creation, and pick/pack services. Specialties:

- **Retail Compliance** – we ensure that shipping and labeling meet retail routing guide requirements to minimize chargebacks
- **West Region Distribution** – we combine warehousing and asset-based transportation for a single-source distribution solution

### Transportation Services

Weber's fixed asset fleet delivers direct throughout the 7-state western region, with next-day service to California, Arizona and Nevada. We offer full EDI capabilities and a web portal for online track and trace. Specialties:

- **Temperature-Controlled Delivery** – we use the latest Thermo King Whisper units for regionwide LTL and TL delivery of food, beverage, and candy products
- **Pool Distribution** – we receive full truckloads,

sort product by consignee, and ship to your local customers, on Weber trucks, within hours of receipt

### Import Logistics Services

The ports of LA and Long Beach are the largest, most complex, most regulated U.S. ports. Weber's experience in west coast import logistics helps get your product to market faster. Specialties:

- **Drayage** – reliable, economical services from Southern California ports
- **Transloading** – we can receive containers at a Weber warehouse close to the port and transload products for inland distribution

### Industry Recognition

Weber is widely recognized for its innovative logistics work.

- Inbound Logistics' Top 100 3PLs
- Supply Chain Brain's 100 Great Supply Chain Partners
- Logistics Management's Top 50 3PLs
- Los Angeles Business Journal's Top 100 Privately-Held Companies
- Food Logistics' Top 70 3PLs and Top 100 Technology Providers

### Going West? Go Weber

If your company requires an experienced partner for a Western U.S. logistics project, contact the west coast logistics leaders at 855-GO-WEBER or visit [www.WeberLogistics.com](http://www.WeberLogistics.com)

## Werner Enterprises/Werner Global Logistics



**Derek Leathers**  
President & COO

### Mission Statement:

To deliver value to our customers, business partners and shareholders through leading edge global supply chain solutions that exceed expectations and promote safety while we remain customer focused and asset-backed.

### Werner Enterprises Global Headquarters

14507 Frontier Road  
Omaha, NE 68138  
800.228.2240  
www.werner.com

### Werner Global Logistics (Shanghai) Co., Ltd.

South 23/F Harbour Building  
1 Fenghe Road  
Shanghai, China 200120  
Phone: 86.21.3887.9520



### The Leader in Freight Transportation Innovation

#### *Diversified Portfolio of Services*

Werner Enterprises offers a variety of freight management solutions for customers of all sizes and industry types. In more than 55 years, the Company has evolved from a one-truck operation to a 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-sized initiatives to full-fledged single source freight management, Werner's customized programs provide its customers with a single point of contact, 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 8,500 alliance carriers across all modes. This provides an assortment of movement options including:

- Van: Long Haul, Regional and Expedited
  - Asset and alliance carrier solutions, covering 48 states, Canada and Mexico.
- Dedicated
- Intermodal
  - Multimodal TOFC and COFC solutions serving North America utilizing all major rails.
- Ocean
  - Licensed NVOCC, freight forwarder and U.S. Customs Broker.
- Air
  - IATA airfreight forwarder with global contracts.
- Temperature-Controlled
- Flatbed and Over-Dimensional Services
- Power Only
- Bulk
- LTL
- Warehousing
- Supplier Diversity

### Global Implementation:

As customers have expanded overseas, Werner has developed logistics and cross border initiatives to support their needs. Werner Global Logistics provides seamless supply chain solutions and door-to-door services using one operating platform. This is achieved through our global network of offices and agents, a global shipment visibility platform, warehousing, cross-docking facilities, and road and rail capabilities, which are all supported by Werner's own assets.

Werner was recognized as one of the first North American companies to receive combined approval to operate as a wholly owned foreign entity in freight forwarding, ground transportation, logistics, trading and NVOCC services in China.

### Technological Advantages

Throughout all initiatives, domestic or global, Werner's freight management programs are strategically implemented with the Company's proprietary software to provide customers visibility, capacity loading and timely deliveries. By integrating leading-edge technology with our comprehensive solutions, Werner is able to provide complete supply chain continuity.





## Wheels Group

**Mission Statement:**

Wheels Group is an international provider of innovative logistics products and services, offering superior customer value focused on effective supply chain management, information systems, quality processes and continuous improvement.

**T**he Wheels Group is a leading North American Third Party Logistics (3PL) provider servicing our customers' International, US and Canadian domestic & cross-border needs. Since its inception in 1988, the Wheels Group has grown at an impressive annualized growth rate of 19%. Their business approach has always been to strike a balance between their customers' supply chain and distribution needs, and their carriers' needs to optimize assets and profitability.

The Wheels Group is an innovative provider of multi-modal transportation, high value fulfillment, and warehousing services. As a non-asset provider, the Wheels Group offers a full range of global transportation solutions, including highway, intermodal, ocean, air, LTL and truckload services, and can provide advanced supply chain solutions through its qualified partner network of over 5000 transportation service providers. Wheels Group clients range from large multi-national

Fortune 500 companies to small / mid-market customers in the consumer goods, food and beverage, manufacturing, and retail sectors. Today the Wheels Group operates 15 regional offices throughout the US and Canada with head offices in Toronto and Chicago.

The Company operates three divisions: Wheels International, Wheels Clipper, and Wheels Synergex. Wheels International has been named one of Canada's 50 Best Managed Companies since 1997 and has been an ISO 9001 registered company since 2000. Wheels Clipper is one of the Top Five IMCs (intermodal marketing companies), has been named one of North America's Top 100 3PLs by *Inbound Logistics* magazine and, one of the Top 100 Food 3PLs by Food Logistics.

The capabilities and strengths of each division are leveraged to provide comprehensive supply chain solutions to customers and suppliers, as well as identify change, challenge and opportunity in the logistics

industry. Each company within the Wheels Group concentrates on core strengths, and allocates a specialist to project teams on client assignments as required. The critical technology developed by Wheels Group has improved the flow of information between the Wheels Group companies, associates, customers, vendors and partners. This has resulted in major enhancements for Wheels Group's valued clients to optimize their supply chain and process information within their organizations. Our overall strategy is to be an innovator and a single source logistics and warehousing solutions provider for our customers. For more information please visit us at [www.wheelsgroup.com](http://www.wheelsgroup.com).

**Wheels Group**

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Mississauga, ON L4W 5B5  
Canada  
Tel: 905-602-2700  
Toll-Free: 800-663-6331  
Fax: 905-602-2799  
[info@wheelsgroup.com](mailto:info@wheelsgroup.com)  
[www.wheelsgroup.com](http://www.wheelsgroup.com)



WSI



**Bob Schroeder**  
President & CEO

**CONDITION.  
COUNT.  
TIME.**



*Supply chain solutions you can depend on.*

**One of the country's largest** privately-held logistics companies.

**Fully integrated supply chain capabilities** include logistics, warehousing, distribution, transportation and beyond.

**Condition, Count & Time™** promise means accurate, timely and reliable performance.

**Experienced, educated employees** exceed customer expectations and ensure success.

**Long-term customer relationships** demonstrate our dedication to reliability, integrity and innovation.



**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 fully integrated facilities, WSI offers specialized distribution services with same-day or next-day service throughout the U.S. Facility throughput analysis and design ensures efficient product flow, lower costs, higher accuracy and reduced damage.

#### **Fulfillment**

Whether your market is wholesale, retail, B2B or B2C, WSI can provide tailored fulfillment solutions. We support customers with pick & pack, cross-docking, reverse logistics and POP displays.

#### **Retail Support**

Shipping to big-box or specialty retailers? Utilize our expertise, including direct-to-retailer EDI, compliance, retailer-specific documentation and labeling, invoicing and more.

#### **Freight Forwarding**

From your dock to your customer's door, WSI and our international partners can handle any and every part of your international distribution strategy, including air, ocean, road & rail freight services.

#### **Transportation**

WSI manages it all for you: sourcing carriers, dispatch, claims management and billing for all modes of transportation. We handle high volumes, negotiating the best rates and utilizing optimization models to ensure efficient routing.

#### **Information Technology**

WSI's real-time information system provides complete, thorough and timely data for customers' reporting and processing needs. Technology solutions include EDI, barcoding, and web-based reporting/visibility.

#### **Customer Support Svcs.**

WSI's domestic call center offers knowledgeable, specialized support. Solutions include call management, order processing and bilingual capabilities.

#### **Industries Served:**

- Apparel & Retail
- Building Materials
- Chemicals & Supplies
- Consumer Packaged Goods
- Dry Foods & Beverages
- Electronics
- Healthcare Products
- Industrial & Automotive
- Paper, Packaging & Print

**WSI**  
2525 N. Casaloma Drive  
Appleton, WI 54912-7067  
920-731-3115  
inquiryIL@wsinc.com  
www.wsinc.com



**Integrated Logistics | Supply Chain Solutions**

## XpressRate.com



**Paul Turec**  
Managing Director

XpressRate is the Internet's most innovative marketplace for receiving instant International Ocean and Air rates in seconds from multiple providers. Why work with one forwarder to get rates when you could have multiple providers fighting for your business?

XpressRate presents multiple rates from multiple providers you can trust in seconds, putting the power of choice into your hands. We created XpressRate based on the question, "Why does International shipping have to be so difficult?"

Why should it take hours or days to get a rate? We don't think it should.



### Receive International Ocean and Air Shipping Rates Within Seconds!

### The World's First Neutral Site Combining Several Forwarder Rates Into One System

Most international forwarders have competitive rates in their highest traffic lanes. Whether you're shipping from Birmingham to Bangkok or Milan to Memphis, XpressRate lets importers and exporters search across several

forwarders' rates to get the best price across the globe.

XpressRate makes it simple. Just enter your shipment's origin, destination, and size, and XpressRate will electronically search multiple forwarder rates and return the best options- within seconds. No more filling out forms and waiting for a response.

### Service You Expect

Just because the rates are low doesn't mean the service has to be.

Our commitment is to our customers, and we've thought of everything to make your shipping experience hassle free.

The paperwork, customs clearance, how do I get it to or from a port? Don't worry, we've got you covered. We do what it takes to get your shipment moving through the sea of red tape and where it needs to be.

Contact us today for information about the XpressRate affiliate program.

**XpressRate.com**  
Get International Shipping Quotes Online...Fast!

**XpressRate.com**  
13632 W. 95th Street  
Lenexa, KS 66215  
info@xpressrate.com  
Toll Free: 855-517-3777  
www.xpressrate.com

**That's why with XpressRate you'll always get International Shipping Quotes Online ... Fast!**



## Yusen Logistics



**Mike Noone**

*Executive Vice President & COO*

Yusen Logistics formally launched on April 1st, 2011 in the Americas. As a company we have inherited the rich histories of NYK and Yusen Air & Sea and complemented them with a clear vision of the future.

We offer a complete portfolio of logistics services including all modes of transportation from intermodal to truckload, as well as warehousing and ocean & air freight forwarding and customs brokerage. We also offer origin cargo management, import management and consolidation, and supply chain solutions and engineering.

For us, our people are our most important asset and we focus on ensuring we are viewed as an 'employer of choice'. We promote a culture of collaboration and teamwork across our internal departments, and focus on training our staff to be 'Kaizen' and work towards continuous improvement.

As part of the NYK Group, our values are integrity, innovation and intensity.

**Yusen Logistics  
(Americas) Inc.**

300 Lighting Way  
6th Floor  
Secaucus, NJ 07094  
Tel: 201-553-3880  
marketing@us.yusen-  
logistics.com  
www.us.yusen-logistics.com



**Yusen Logistics:  
Worldwide Logistics  
Provider**

Yusen Logistics offers a complete range of domestic transportation options, international freight forwarding, and supply chain solutions & engineering capabilities, providing a unique opportunity for shippers to match our services to their specific supply chain needs.

Globally, Yusen Logistics employs over 16,000 people and has locally staffed offices and facilities in every major market. As part of our service mix we offer air and ocean freight forwarding and customs brokerage, and operate over 25 million sq. ft. of warehousing. In 2010, we managed in excess of 600,000 TEU across the globe and 500,000 tons of airfreight. In 2010, our global revenue exceeded \$4 Billion USD.

Operating an office network throughout North America, Yusen Logistics provides door-to-door transportation with multiple modal options – intermodal, truck, LTL, specialized transport, as well as air, ocean and customized supply chain

services. Our operations are based regionally to ensure we are close to customers and local markets.

Our dedicated customer teams work seamlessly with our customers and our international origin offices to provide inbound logistics management, origin consolidation services, and local operations for US companies abroad.

Our services are tied together by a suite of IT products that provide customizable visibility as needed by the customer. Our systems provide a holistic supply chain view from origin-to-destination (DC, store or other), or can manage specific parts of the supply chain, working seamlessly with customers' existing processes or systems.

**Yusen Logistics:  
Partnering for a  
Sustainable Future**

As part of the NYK Group, Yusen Logistics has an exemplary record in its commitment to partnership, Corporate Social Responsibility (CSR) and the environment. For multiple years in a row, we are part of a list of a few select companies who have the honor of being recognized by the following organizations:

- FTSE4Good
- Dow Jones Sustainability Index
- Sam Silver Class CSR Rating
- Global 100 Most Sustainable Corporations
- Morningstar Social Responsible Investment Index
- Ethisphere World's Most Ethical Companies
- Smartway Transport Partnership
- Ethisphere Ethics Inside Certification
- Logistics Management Quest for Quality Award Winner
- Multiple Customer Service Performance Awards

The NYK Group and Yusen Logistics take great pride in providing new and innovative ways to support our customers in developing more robust and environmentally conscious supply chains.

