

inbound  
**logistics**

SPECIAL SUPPLEMENT

# LOGISTICS PLANNER

**I** S IT A YEAR OF UNCERTAINTY IN YOUR OPERATIONS? This Logistics Planner can help. Many readers say they are facing convergent challenges, while others are expanding markets and growing. All readers report, however, that they are even more committed to using demand-driven logistics practices in the coming year. Bottom line, whether or not you foresee your company's fortunes rising in 2014, the application of inbound logistics practices will help.

In the past year, we have reported and recounted how readers were able to offset supply chain challenges, leverage market opportunities more efficiently, and drive enterprise scalability, by mastering the inbound flow, seamlessly matching demand signals to supply lines, using new technology to get better value chain visibility and, ultimately, control the variables that degrade transportation management and logistics optimization.

Part of the mission of *Inbound Logistics* Magazine has been to shine light on these leading companies, their solutions, and their struggle for supply chain efficiency so that all readers—across all channels, in all types of enterprises, and at all stages in their careers—may benefit from those supply chain successes.

Another important part is helping you identify and select the best carriers, the most effective technology, and the logistics providers whose solutions best dovetail with your needs now, and in the future.

Partnering with the right transportation, technology, or logistics provider is one important way you can marshal your supply chain to act as a force for supply chain stability—certainty, if you will—and tackle your immediate supply chain challenges head-on in the here and now. But more importantly, the right partners give you the ability and enhanced expertise to drive true enterprise change.

So our mission, beyond storytelling supply chain successes, is to help you find the right fit to get that done. That is the reason why we produce the Logistics Planner each year in print, on the Web, and in digital, tablet, and iPad editions. We also summarize the profiles in our *DiaLog* e-newsletters, and thread them throughout all our social media networks. The Logistics Planner is there to work

for you when and where you need it, any way you want it.

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

The Logistics Planner brings together all these different players in one place: world-class carriers and technology providers, domestic and global forwarders, materials handling equipment suppliers, logistics associations, port and airport authorities, logistics real estate specialists, economic development agencies, universities, and leading 3PLs. The 2014 Logistics Planner is a completely updated resource that provides a mosaic of the supply chain and its many different parts, providing a platform for you to evaluate different aspects of your business and drive enterprise advancement using supply chain management as a change agent. In short, remove uncertainty from your business.

#### **How to Use The Logistics Planner**

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 on page 501 offers a thumbnail resource to find information you need about partners as quickly as possible.

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

Because of its size and scope, most readers prefer to keep and use the Logistics Planner all year long. The Web, digital, tablet, and iPad editions work together with the print version as a direct-response and research tool, quickly presenting you the information you need on one type of service, or about a specific company, or even to send an RFP to help meet a logistics challenge.

In keeping with *IL*'s "any way you want it, we'll deliver" approach, the Planner is a fully integrated dashboard available in print, on the Web, in a digital edition, and on tablets, iPads, and smartphones. This year we also included Twitter feeds in our Web edition ([inboundlogistics.com/planner](http://inboundlogistics.com/planner)) to give you timely updates on the latest developments from the companies profiled. You can also follow *Inbound Logistics Magazine* on Twitter: @ILMagazine.

For your convenience 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. And, keep checking the online profiles because we constantly add new companies with new information.

If you want to download the entire Logistics Planner, click your way to [inboundlogistics.com/cms/digital](http://inboundlogistics.com/cms/digital). You can save that digital Logistics Planner directly to your desktop, or store it on your network so your entire team can access and use it all year long.

The digital version of the Logistics Planner is perfect for tablet and iPad use. If you would like an iPad optimized version, search for "Logistics Planner" in the iTunes market.

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

Print, Web, digital, smartphone, tablet, iPad, across our social networks—we've crafted the most complete resource we can think of to help you bring the greatest supply chain force to bear on your logistics challenges in 2014 and beyond.

## Getting the Most Out of Your Logistics Planner

The Planner Profiles on the following pages include full contact information for each company. Please mention you saw their Planner Profile in *Inbound Logistics* magazine.

**View all the Planner Profiles online** at [inboundlogistics.com/planner](http://inboundlogistics.com/planner). Search and browse information on the profile participants, including Web and email links. Each online planner is RFP-enabled to help you execute quickly.

**A digital version** of the Logistics Planner—optimized for your desktop computer or tablet—is available at [inboundlogistics.com/cms/digital](http://inboundlogistics.com/cms/digital). Download the entire January issue featuring all the great articles, then download the Planner section to access and use all the information on the profiled companies.

**A special iPad edition** of the Logistics Planner is available by searching for "Logistics Planner" in the iTunes market.

**An exclusive online RFP service** at [inboundlogistics.com/cms/planner/rfp](http://inboundlogistics.com/cms/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.

## 10-4 Systems



**Travis Rhyan**  
President

10-4 Systems has developed the 1st and Only Real-Time Transportation Marketplace which allows Carriers, Brokers, and Shippers to conduct e-commerce in Real-Time through a seamless integration between the 10-4 Portal and our clients' existing TMS.

**10-4 SYSTEMS™**

**THE logistics tool that puts you in the driver's seat.**



**10-4 Systems, Inc.**

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Boulder, CO 80301  
(855) 489-2655  
info@10-4.com

**Gordy Ferguson**  
Vice President of Sales  
(616) 262-1188  
gferguson@10-4.com

**F**inally, no more phone calls, no more emails, and no more check calls. We have created a Real-Time workflow that reduces cost and assists in your day-to-day operations. Our technology interface is very user friendly and comes packed with a powerful base of tools designed specifically for logistics providers, like you. The 10-4 Marketplace provides the ultimate competitive advantage. With direct integration with TMS partners, we are able to offer on-demand technology and features.

- High quality truck and freight matches based on your specified preferences
- Negotiate deals online with a single click
- Auto-tender shipments to your preferred Carriers
- Auto-exchange paperwork between parties

- Locate your trucks and loads on a live map
- Send and receive PODs through the 10-4 Mobile app
- Immediately send and receive Carrier invoices

**10-4 is for Carriers:**

- Match your available capacity and trucks to available loads
- Specify your exact matching preferences
- Access Shippers and Brokers 24/7
- Track and Trace your trucks and communicate with your drivers through the FREE 10-4 Mobile app
- Always FREE

**10-4 is for Brokers:**

- View available Carrier TMS capacity in Real-Time
- Book a load without a phone call or an email

- Track and Trace all of your Carriers on a live map
- Only pay when you source a truck in the Marketplace and the load is actually hauled
- No monthly fees

**10-4 is for Shippers:**

- View available Carrier TMS capacity in Real-Time
- Utilize our electronic Bid Manager Tool for FREE
- Auto-tender shipments to your preferred Carriers or post them to the entire Marketplace
- Access your Executive Dashboard to view vital metrics, Real-Time pricing, accessorial, and late delivery reporting
- No monthly fees

***Integrate. Automate.  
Move More Freight!***



## 3GTMS, Inc.



**Mitch Weseley**  
CEO

### Mission Statement:

TMS rebuilt for shippers and LSPs delivering high-value features without complexity – seamlessly unifying transportation planning and execution on a single platform.



3GTMS is a developer of transportation software for LSPs and Shippers. Innovative transportation management software on a single platform for rating, routing, execution, and freight payment & audit – offered via cloud or on premise.

This third generation of TMS is designed for transportation professionals by the experts who invented TMS, and have now reinvented it offering an easy to use solution that simplifies inbound & outbound transportation planning and execution.

The foundation of 3GTM is an execution platform that manages the process of moving freight out the door – to the right person, for the right price, at the right time - while seamlessly coordinating with internal systems and all trading partners. Using unique and sophisticated algorithms to merge optimization & execution, 3GTM allows

you to quickly and easily make decisions and execute recommendations to drive huge savings with minimal effort.

Developed with the appropriate balance of feature function and flexibility 3GTM – our flagship product – includes individual modules that can be licensed separately for use in your own TMS, WMS and ERP systems.

- Freight Planning, Routing & Optimization
- Freight Rating – for all modes
- Carrier Tendering, Execution & Monitoring
- Freight Payment & Audit
- Brokerage

### Additional Solutions:

- **Contract Manager:** A unique and highly scalable rating engine for LTL, TL, parcel, and multi modal freight - including buy and sell capabilities – that provides the most

comprehensive rating without having to incur the expense of a fully installed TMS or rely on custom software built on top of a bureau rating engine. Contract Manager calculates the real cost - “actual invoice” amount – including all accessorial.

### ■ LTL Rate Management

**Tools:** A suite of carrier tariffs, carrier transit times, and neutral tariffs. A cost effective alternative to rating tools and service standards offered by rate bureaus.

**Contact us today to learn why clients currently rely on 3GTMS to manage their transportation and logistics processes!**

**3GTMS**  
THE NEXT GENERATION  
OF TRANSPORTATION SOFTWARE

### 3GTMS, Inc.

Corporate Headquarters  
Shelton, CT

Regional Offices  
Philadelphia and Raleigh

(203) 513-9336  
sales@3gtms.com  
www.3gtms.com  
twitter.com/3gtms  
linkedin.com/company/3gtms

## 3PL Central

3PL Central provides Cloud-based warehouse management software for 3PLs, public warehouses and warehousing operations of all kinds. Robust, reliable, secure and cost-effective, our 3PL Warehouse Manager WMS is the most-used – and most powerful – Cloud-based Warehouse Management System available on the market today.

Already a proven success in the challenging third party logistics provider environment, the software now serves as the ideal solution for everyone from small- to medium-sized 3PLs to private Fortune 500 distribution centers.

Our customers also benefit from real-time upgrades to our software, many of which are prompted by our own users' requests – and most of which are subsequently provided system-wide free of charge.

Come join the thousands of members in 3PL Central's public and private warehousing community and you too will discover why Smart warehouses run 3PL Central.



### 3PL Central

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



**T**he first Cloud-based WMS ever developed for third party logistics providers, 3PL Warehouse Manager now serves everyone from small- to medium-sized 3PL operations to Fortune 500 distribution centers.

Feature-rich, flexible and infinitely scalable, our software helps our users run more efficiently, expand with ease and satisfy their customers – all for a price starting at less than \$500 per warehouse per month.

3PL Warehouse Manager provides full support for:

- 3PL inventory management and billing capture
- Multiple eCommerce shopping carts
- EDI and UCC labels
- Accounting integration (QuickBooks & more)
- Small Parcel integration (FedEx, UPS & more)
- Multiple cloud-based and deployed business management platforms

And best of all – you can try 3PL Warehouse Manager in your warehouse RISK-FREE\* – for 30 days.

To get started, simply request your free trial online at: [www.3plcentral.com/Risk-Free](http://www.3plcentral.com/Risk-Free).

*\* Free Trial Offer includes basic set up for one customer and one warehouse under our standard subscription. Any a la carte or additional services, including, but not limited to, EDI, 3rd party integrations, mobile scanning, FedEx/UPS are not available during the trial period, but may be added later.*

## A.N. Deringer, Inc.



**Jake Holzscheiter**  
President and CEO

#### Services:

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

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



**DERINGER®**  
Managing Logistics • Maximizing Opportunity

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

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

#### Deringer’s Customs Brokerage Services

Deringer boasts over 90 years of third-party logistics (3PL) experience – that’s nearly a century of contributing to customers’ successful supply chains. Our longevity in the industry means companies benefit from the expertise, service, and innovation that comprise the Deringer brand. When choosing a Customs broker, consider that Deringer is renowned as a Customs pioneer, an early tester and adopter of many new trade programs. Members of Deringer’s leadership team serve on various US Customs & Border Protection and trade association boards and committees. Customers benefit directly from these partnerships by staying current on the most pressing trade regulations. Customs brokerage expertise translates to fewer shipment delays and reduced risk of penalties for its customers. Additionally,

Deringer consistently boasts a 99% or higher compliance rate, and nearly 50% of Deringer staff are licensed as Customs brokers or hold other industry certifications.

#### Deringer’s Freight Forwarding Services

Facilitating the movement of goods throughout the world since 1919, Deringer is an IATA licensed cargo agent, a FMC licensed ocean transportation intermediary, and a NVOCC. Deringer arranges and manages the freight forwarding, consolidation, deconsolidation, and distribution of freight throughout its journey. Offering LCL and FCL transportation, Deringer scales its services to fit clients’ needs. Partnering with Deringer for Customs brokerage and freight forwarding equates to seamless delivery, reduced risk of demurrage and document transfer fees.

**DERINGER®**  
Managing Logistics • Maximizing Opportunity

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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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Morris, IL 60450  
800-542-8058  
info@artransport.com  
www.artransport.com

### A&R Transport

- The Established Leader in Dry Bulk Transportation Services

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

### A&R Packaging and Distribution

- 11 Warehouses across the US
- 1.3 Million square feet of storage, packaging, and value added space

- On-site Packaging of liquid and dry commodities: Drumming, Super-sacks, Pails, Gaylords
- 1000 railcar spots to serve customers in the US, Canada, and Mexico
- Railcar Transloading, Rail sidings, and storage

### A&R 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 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)





## A3 Freight Payment

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

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

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



### A3 Freight Payment

8700 W Trail Lake Drive  
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Fax: 901-759-2940

info@a3freightpayment.com

www.a3freightpayment.com



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

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

Companies choose A3 Freight Payment because of our:

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

A3 Freight Payment partners with large volume shippers who seek a high degree of customization, exceptional customer service, reliable processing, and minimum resource involvement in managing their solution. This

strategy promotes a flat org structure, controlled growth, equal prioritization of customers, and scalability of operations.

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

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

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

Your company has internal systems and processing

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

### Dedicated Resources—A truly managed outsource solution

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

### Experience—Our knowledge ensures a smooth transition

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

## ABF Freight System, Inc.



**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.



**T**he largest subsidiary of Arkansas Best Corporation, ABF\* Freight System, Inc. has moved America's freight since 1923. Today, with expertise forged over nine decades of service, ABF Freight is the benchmark for both regional and national LTL freight transportation.

ABF Freight provides high levels of personal service not only through interaction with customers but also in the way we handle your cargo—with care and precision. By focusing on specific freight transportation needs, ABF Freight serves as a dedicated partner constantly seeking to enhance supply-chain efficiencies and achieve

optimum performance for you and your customers.

An adherence to a proven Quality Process means you can expect exceptional cargo care. In fact, more than 99 percent of shipments handled by ABF Freight are delivered claim free, setting a high standard for quality and value.

Our network of local service centers means there is always a nearby customer service representative to discuss your supply chain needs personally. Plus, our centralized team of transportation professionals keeps an end-to-end watch over your entire supply chain.

Best of all, ABF Freight employees, particularly our account managers, are

trained to serve as business consultants — enabling you to benefit from a relationship with a professional who helps you anticipate supply-chain challenges and is empowered to respond with advantageous solutions personalized to the tasks at hand.

After all, "Freight" is our middle name.



### ABF Freight System, Inc.

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## Alaska Air Cargo



**Betsy Bacon**  
Managing Director

Alaska Airlines and Horizon Air are subsidiaries of Alaska Air Group. Together the Seattle-based carriers transport approximately 118 million pounds of cargo annually, including mail and freight. About 19 million pounds of this is fresh Alaskan seafood which is transported to the Pacific Northwest and beyond each year. The airlines serve 95 cities through an expansive network in Alaska, the Lower 48, Hawaii, Canada and Mexico.



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

During its eighty plus 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. They have increased their maximum per piece weight to 150 pounds for their GoldStreak™ product. 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. 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 23 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 has been the #1 on-time major North American airline from 2010-2012 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" six years in a row in the J.D. Power and Associates North America Airline Satisfaction Study.

*Alaska Air Cargo*  
ALASKA AIRLINES & HORIZON AIR

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www.alaskacargo.com



## Aljex Software, Inc.



**Tom Heine**  
CEO

**Aljex is the Leading Software  
for Freight Brokers.**

Aljex Has Web-Based Software for:

- Brokers
- Carriers
- Intermodal
- 3rd Party Logistics
- Vehicle Inspection



**A**t Aljex Software we create the tools to succeed for brokers, 3PLs, and Carriers. It's software, of course, but it's smarter, more innovative, and much more cost effective. Aljex is cloud-based. So Aljex clients no longer need to be in the IT business; that's our job. Software, security, upgrades, and backups – we handle it all.

What differentiates Aljex? There are a lot of reasons. First is mindset. When you buy software with big money up front, the software company has your money and you are financially committed to its product. If you don't like the software or support, tough luck; you have already paid. Wouldn't you like to have the shoe on the other foot?

Aljex charges for just the first three months of service, and clients can cancel at any time. This changes the whole relationship. We are only as good as our last support call. If we don't do a good job, you could pull up stakes and leave. So we are very motivated to do a fantastic job, and we are motivated to keep adding new

features (and anything else we can think of to make sure our clients are happy). It makes for a totally different relationship; if you aren't happy, we aren't happy.

More interestingly, and just as important, Aljex is "cloud computing" with "crowd improving." We have hundreds of clients who are all thinking of ideas to improve the system. As the system is improved for one client, it's improved for all clients. Crowd improving accelerates development and makes our software the fastest improving system on the market.

Our system can be finely customized to a specific business. Aljex has thousands of switches to customize the system for a client, so each customer can fine-tune Aljex to the needs of his business with no programming required. No two systems are the same, even with hundreds of companies using one system. It's revolutionary. As your business changes, all it takes is a click of the mouse to add a new feature or mode or permission. Any

client can have anything he wants added to the system, without necessarily affecting other clients.

Another major difference is speed. Depending on the size, a new Aljex client can be on-boarded and trained in a few days. If you don't want to have a long, drawn-out switchover, we are your solution. In a few days, you can be on a complete system including secure web access for employees, carriers, and customers with a set of apps built for your web site.

Connections are important, and Aljex is very connected – connections you want to have. We are linked to all major load boards, EDI VAN's, and common carriers. But that's just the start of it. We are linked to another 40 leading third-party programs, like Sertifi E-signatures, E-Pay Manager, and Comdata. Aljex is also linked to thousands of companies via EDI and API.

Contact us at [sales@aljex.com](mailto:sales@aljex.com) for more information or call us at 732-357-8700.



**Aljex Software, Inc.**

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## Almost Nashville, Kentucky



**Mitch Robinson**  
*Executive Director*  
South Western Kentucky  
Economic Development Council



**Sharon Butts**  
*Executive Director - Cadiz-Trigg  
County Economic Development*

Almost Nashville KY, is located within 50 miles of the Nashville metropolitan area. The great part about Almost Nashville KY is that you can have all of the amenities of Nashville and reap the benefits of being in a less-expensive area.

### **Almost Nashville, KY**

2800 Fort Campbell Blvd  
Hopkinsville, KY 42240  
(270) 885-1499  
Fax: (270) 886-2059  
[www.almostnashvilleky.com](http://www.almostnashvilleky.com)



**A**lmost Nashville involves a Kentucky Partnership of Christian, Todd and Trigg Counties, which are collectively located close to Nashville just north of the Kentucky Tennessee border. The Almost Nashville KY region sits within a day's drive of the majority of US cities, is encompassed with an extensive highway network including I-24, and is located within 50 miles of the Nashville metropolitan area.

The Almost Nashville, KY region also has access to US Highways 41, 41A, 68 and 79, in addition to I-24. It is also served by CSX Transportation Systems, one of two Class I East Coast

Railroads, and the RJ Corman Short Line.

Plus, more than 100 motor freight carriers are certified to serve the region and two river ports at the Eddyville River Port and Clarksville River Terminal also provide important transportation options.

Airport Options at Hopkinsville-Christian County Airport and especially at the Nashville International Airport provide air cargo links via Airborne Express, United Parcel Service, FedEx, Express Mail and the UPS Store.

Almost Nashville, Kentucky is also an equal distance

from both the FedEx hub in Memphis and the UPS hub in Louisville. So, our region is Centrally located for both of these all-important, air cargo options worldwide.

Another recent addition for Almost Nashville, KY is the new expansion of Interstate 69, which will be just to the north of our area along the current Western Kentucky Parkway.



## Amber Road



**Jim Preuninger**  
CEO



### Our Differentiators

- A total global trade management solution that includes global transportation management, trade compliance and supply chain visibility
- One of the industry's most comprehensive and current repositories of global trade content and international business rules, addressing almost all 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

### Amber Road

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One Meadowlands Plaza  
East Rutherford, NJ 07073 USA  
(201) 935-8588  
Solutions@AmberRoad.com  
www.AmberRoad.com  
blog.amberroad.com  
LinkedIn: GTM Best Practices Group  
Twitter: @gtmbestpractice

### Solutions

Amber Road's comprehensive GTM suite enables goods to flow unimpeded across international borders in the most efficient, compliant and profitable way. Built from the ground up on a single code base, atop a single database schema, all capabilities operate in concert, seamlessly sharing data and leveraging a unified business process. Our solution capabilities include:

#### ■ Sourcing Optimization:

Amber Road's solution allows procurement professionals to gain a complete picture of over-all landed cost, time to delivery, route and compliance implications associated with each sourcing decision.

#### ■ Supplier Management:

Amber Road's supplier management solution helps companies extend purchasing and compliance processes to their inbound trading partners. By enhancing collaboration with international suppliers, companies can shorten cycle times, improve service levels, lower supply chain execution costs, and better support compliance initiatives such as Importer Security Filing (ISF).

#### ■ Export Management:

Amber Road's solution automates export compliance and transactional functions — including performing country-specific regulatory checks, screening for restricted parties, determining license requirements and tracking license usage, and generating documents.

#### ■ Transportation

**Management:** Amber Road's solution provides a range of transportation management capabilities, including contract and rate management, carrier selection and booking, and comprehensive freight audit. The solution enables organizations to easily evaluate different freight options on international moves resulting in improved service levels and reduced global logistics costs.

#### ■ Supply Chain Visibility:

Amber Road's trading partner network connects importers and exporters with their overseas suppliers, logistics providers, brokers, carriers and customers to ensure complete tracking and monitoring of the movement of goods.

#### ■ Import Management:

Amber Road's import solution performs vital compliance, import control and business rules validations throughout the purchase order lifecycle. Key capabilities include product classification, admissibility review at multiple stages, Customs entry management, security filings and broker integration.

#### ■ Duty Management:

Amber Road's duty management solution automates the supplier solicitation, qualification and certificate management processes for importers and exporters. By automating and streamlining these processes, Amber Road enables companies to take advantage of significant duty savings.

#### ■ Global Knowledge®:

Amber Road's solutions are all integrated with trade content to provide the highest levels of automation and accuracy. We cover over 130 countries today with comprehensive coverage of harmonized tariff schedules, standard and preferential duty rates, regulatory controls, restricted party lists, documents, quotas and much more.



**Amber Road**  
POWERING GLOBAL TRADE®

## Ameren

### Midwest Offers Efficient Freight Movement and Lower-Cost Transportation Advantages



**Michael S. Kearney**

*Director, Economic Development*

#### Mission:

Ameren Corporation powers the quality of life for 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 attractive location options. "Our goal is to assist your location process and help power your company's business growth," Kearney says.



#### Central Location Offers Unsurpassed Infrastructure and Accessibility

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. Advantages include:

- Central location that is well situated for interstate roads, waterway and railroad freight movement. St. Louis lies at the intersection of major freight corridors, with highway freight of more than 8,500 trucks per day and water and railway freight accounting for more than 50 million tons each year.
- Market population of nearly 78 million people with above-average incomes within a day's transport.
- Unsurpassed infrastructure including access to all seven U.S./Canadian Class 1

railroads and proximity to [17] intermodal terminals, including the new Midwest Inland Port in Decatur. The Metropolitan Port of St. Louis extends 70 miles along the Mississippi River from Madison County, Ill., to Jefferson County, Mo.

- Low costs. In most of Ameren's territory, costs are as much as 32% below certain competing locations in the Midwest with comparable access to the Chicago metro market. These regional strengths provide competitive advantages to the wholesale trade sector, according to an independent analysis that concluded that selected business costs in the region range from 18% to 27% below the national average costs for distribution centers.

#### Ameren Can Help You Start Your Site Search

Ameren is your source for access to site location support.

Ameren, one of the Midwest's largest investor-owned utilities, brings a breadth of knowledge and understanding of business location criteria to help positively affect the long-term cost competitiveness of your business.

Ameren offers the following value-added development services to businesses considering a Midwest location:

- Project management support in partnership with state and local development agencies.
- 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.

"At Ameren, we understand that growing companies must be agile, strategic in their business decisions and prudent in their investments," Kearney says. "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, Ameren brings a unique mix of resources including 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," Kearney says.



*Economic Development*

#### Ameren

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# American Society of Transportation and Logistics



**Laurie Hein Denham**  
PLS, CAE  
*President*

ASTL's mission is to advance knowledge and career progression through life-long learning 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 committed to raising the professional standards in the industry.

## Vision

The vision of ASTL is to be the global leader in educating and certifying transportation and logistics professionals.



## American Society of Transportation and Logistics

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**A GLOBAL LEADER IN EDUCATING AND CERTIFYING THE  
TRANSPORTATION & LOGISTICS INDUSTRY**



**T**he American Society of Transportation and Logistics is the premier society for transportation and logistics professionals.

Founded 65 years ago, ASTL members are individuals from the 3PL, Shipping, Carrier, and Academic sectors. ASTL provides certification for the complete career pathway:

- **Entry level:** Global Logistics Associate (GLA)
- **Mid level:** Professional Designation in Logistics and Supply Chain Strategy (PLS)
- **Senior level:** Certified in Transportation and Logistics (CTL).

## ASTL Benefits

As an ASTL member, you receive many benefits designed to support your career growth

and success, including:

- Professional Development and Career Enhancement – Certification sets you apart from the competition!
- Transportation Journal - Complimentary subscription
- ASTL e-Newsletter, get the latest news on events and happenings in the logistics and supply chain industry
- Access to ASTL Online Membership Directory
- Members Save – Discounts on certification programs
- Knowledge sharing and networking opportunities through ASTL Chapters and communities

## Distinguish Yourself

ASTL helps underscore your knowledge and experience by providing you with a career

pathway of globally recognized credentials: GLA, PLS and CTL. ASTL partners with universities, community colleges, and industry organizations offering education towards certification.

In an increasingly globalized world, professional certification ensures that logistics professionals are ready to meet the demands of logistics and transportation around the globe.

ASTL certification will help position you as a recognized leader in the transportation and logistics industry. Statistics show that certification validates industry knowledge and leads to higher salaries and increased job security.



## 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

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# APL Logistics



## APL Logistics

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Fax: (65) 6278 4900  
inquiries@apllogistics.com  
www.apllogistics.com

## Corporate Office:

Singapore

## Regional Offices:

North America—  
Scottsdale, Arizona, USA

Latin America—  
Miami, Florida, USA

Europe—  
Uxbridge, Middlesex, UK

Middle East & Africa—  
Dubai, UAE

North Asia—  
Shanghai, China

South East Asia—  
Singapore

South Asia—  
Mumbai, India

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

## Our Services

### Order Management

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

### Import and Export Management

- Customs Brokerage
- Trade Solutions

### International Hub Management

- Export Hub
- DC Bypass Services
- Regional Distribution Centers
- Multi-country

- Consolidation
- Deconsolidation
- Transload and Cross-dock

## Freight Management

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

## Warehousing and Distribution Management

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

## Major Industries Served

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

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

## Innovations

APL Logistics has a track record of innovations:

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

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

■ **APL Guaranteed™**

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

## ■ Visual Technology Suite:

Innovative technology solutions comprised of Visual Operations for day-to-day activities, Visual Analytics for reporting and dashboards and Visual Intelligence for a deep-dive analysis of your supply chain.

## 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

# Atlanta Bonded Warehouse Corporation

## Mission Statement:

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



**A**tlanta Bonded Warehouse Corporation (ABW) has provided public and contract food-grade, dry and temperature-controlled distribution services for over 60 years. In 2013, ABW handled over 4.5 billion pounds of product through 2.3 million sq. ft. of capacity in 8 food grade warehouse facilities across the southeast.

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

## Multi-Client/Public and Contract Warehousing

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

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

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

## Transportation Services

Colonial Cartage Corporation, our in-house carrier, is a full service carrier providing food-grade, dry and refrigerated TL, LTL, and pool distribution services for over 50 years. Colonial provides regularly scheduled temperature-controlled LTL delivery to all points in the Southeast, Midwest, Southwest, and Great Plains, as well as truckload and plant support services throughout its service area. As an asset based provider, Colonial's services include consolidated order selection (bulk picking) and inbound consolidation to outbound cross-dock.

## Co-packaging / Re-packing Services

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

in transit or in need of packaging corrections.

With over a decade of secondary packaging and, now, primary packaging, experience, ABW continues to grow and develop its capabilities, co-packing or building over 8 million cases in 2013. We have experience operating:

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

## What does ABW offer that others do not?

- Stability of ownership: same family for over 48 years
- A focus on our core competencies of warehousing, transportation, and co-packaging. Not being everything to everybody
- A track record proving we are not interested in second place
- Long term investments in our facilities, technology, and people
- Quick decisions: change is not patient and you need answers
- Flexibility in pricing and structure: we are interested in a fair deal for a long time



## Atlanta Bonded Warehouse Corporation

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## Atlantic Container Line

A Grimaldi Group Company



**Andrew J. Abbott**  
President/CEO

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

# G4



### Coming in 2015

For more information visit  
[www.nextgenerationconro.com](http://www.nextgenerationconro.com)

**C**oming in 2015, Atlantic Container Line will completely replace our current fleet of five, G-3 vessels with new G-4 multipurpose, RORO Containerships. The G-4s will incorporate a totally new vessel design and expand ACL's capacity to handle containers, vehicles, oversized cargo, breakbulk and project cargo.

Since 1967, Atlantic Container Line (ACL) has the distinction of being Europe's first containership operator and currently deploys the world's largest combination RORO/Containerships. ACL's new G-4s are one of a kind and will take transportation to a new dimension of service and innovation.

Atlantic Container Line (ACL) operates on the North Atlantic trades as a specialized carrier of containers, project, breakbulk and oversized cargo, heavy equipment and vehicles. ACL has a better way to transport hard-to-handle cargoes. RORO, breakbulk or project cargo loads directly at the customer's factory and rolled

directly into our protected RORO/Containership's garage deck. Upon arrival, the cargo is driven off to its final destination with no special packing required.

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

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

Over 5,000 customers utilize

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

Our door-to-door pick-up and delivery service and through-bills-of-lading are integral parts of ACL's transportation service.

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



**Atlantic Container Line**

A Grimaldi Group Company

1-800-ACL-1235

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



## Bahri

The National Shipping Company of Saudi Arabia



Engr. Saleh Al-Jasser  
CEO



**T**he National Shipping Company of Saudi Arabia (Bahri) General Cargo Sector provides ocean transportation in the North America, Middle East, India Subcontinent and Mediterranean corridor. The company views itself as a niche carrier with expertise in the business of RoRo and project cargoes. Bahri has been a leader in the North America-Middle East trade since 1979.

Project cargo, such as gas and oil exploration machinery, equipment for desalinization plants and apparatus for the construction of sub-electric stations, is Bahri's specialty. Safe and timely movement of project materials to the region contributes to a healthy, mutually-beneficial U.S.-Middle East trading relationship. A continual commercial presence with specialized ships, an extensive operations vendor network, and highly trained staff and crew has enabled

Bahri to lead the market for more than three decades.

The RoRo vessels employed by Bahri's General Cargo Sector are specialized in carrying project cargo, breakbulk, automobiles, RoRo cargoes and containers. Our new, state-of-the-art, 26,000 deadweight-ton ships are equipped with two heavy lift cranes with 120 ton lifting capacity each and a 250 metric ton capacity RoRo ramp. This allows us to accommodate a wide variety of shipments.

Bahri distinguishes itself by providing excellent and personalized customer service. We offer frequent sailings, competitive rates and effective intermodal resources. Our value added prompt, courteous and accurate "back-room" services such as documentation, accounts processing, and flexible yet reliable scheduling meet all customer needs.

The National Shipping Company of Saudi Arabia

(Bahri) is also active in the transportation of Crude Oil, Chemicals, Liquefied Petroleum Gas "LPG" and Dry Bulk, operating a fleet of VLCCs and chemical carriers in various corridors. The company strongly believes that expansion and continuous improvement of its services in the global logistics industry will not only improve the trade, but also contribute to the national economy and to the development of shareholder investment which are prime goals of the organization.



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

## Bender Group



**Steve Reid**  
President

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

We sincerely believe in...

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



### Bender Group

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**F**ounded in 1945 by Edwin S. Bender in Reno, Nevada, Bender Group has over 68 years' experience in Supply Chain expertise. For almost three quarters of a century, the Bender family has provided outstanding logistics services to customers of every size and kind.

Starting with 60,000 square feet of space, the companies have continued to expand to over a million square feet with operations in Nevada, Virginia, Kansas and California. The companies offer a variety of warehouse and distribution services, international customs brokerage and freight forwarding and a complete transportation network including dedicated fleet,

domestic brokerage, less-than-truckload, truckload and small parcel services.

### Warehousing

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 including multi-channel fulfillment. With its recent expansion into the Midwest market from Kansas City, KS, Bender Group now offers national distribution services to 97% of the US

population within 1-2 days delivery.

### Transportation

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

### International

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

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

## BettAway Logistics and Pallet Systems



### Mission Statement

BettAway is a full service logistics corporation, for-hire carrier, and pioneer in national pallet management programs. We provide cost effective solutions to supply chains. Our services and products are scalable with clients ranging from fortune 100 leading brands to startup companies.



**B**ettAway Logistics and Pallet Systems has embraced the evolving technological requirements of our industry while still retaining personal interaction. Today our logistics company, dedicated fleet, and pallet system continue with steady annual growth. Many of our original customers, dating back over 30 years, are still our customers today.

BettAway services a wide range of industries, ranging from auto parts to J.I.T airfreight. We remain focused on personal service, providing a "BettAway" of transporting goods, as well as efficient pallet management.

### Logistic Solutions

- Review customer's current supply chain and distribution methods
- Identify business practices that can be improved
- Design and implement freight procurement strategies to achieve cost objectives

- Create a solution that respects the client's culture, operating preferences and parameters

### BettAway Fleet

- Dedicated, identified fleet that exceeds DOT compliance standards
- Capable of coordinating and implementing custom, just-in-time, and specialized expedited services
- Value added services such as shuttle services, trailer spotting, and yard management
- Part of a single source transportation solution from manufacturer to client

### Pallet Systems

- Centralized access to national depot network ensures the most effective options based on inventories, price, and proximity
- Constant analysis of customer usage allows full supply chain visibility and implementing more efficient pallet strategies

- Customized reporting with web access to ordering and facility usage trends
- Create a consistent level of pallet quality standards and a uniform range of specifications

# bettaway

### BettAway Logistics and Pallet Systems

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## Brown Integrated Logistics



**Brian Kinsey**  
President and CEO

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



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

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

#### Brown Logistics Services

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

#### West Logistics

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

#### Brown Fleet Services

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

#### Brown Trucking Company

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

■ **Dedicated Truckload Transportation:** We relieve customers of the cost, risk,

liability and headaches of load planning, scheduling and managing drivers and equipment.

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

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

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

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

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

#### Brown Integrated Logistics

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## BTS Development



**David Ruiz**  
Chief Executive Officer

### Vision

To be a prestigious developer that meets the highest quality standards in its projects, keeping a close and long-term relationship with its customers.

### Mission

Provide solutions in industrial real estate development, designed to meet the requirements of our customers and investors by maintaining flexibility in a continuously changing market.



BTS Development is a Mexican industrial real estate development company. It was established in 2010 and its services include acquisition, development, leasing, and institutional and competitive management of real estate projects in the most important industrial markets in Mexico.

BTS Development's management team gathers a combined experience of 18 years in development and management of industrial properties in Mexico. Throughout that time, the team has attained broad market knowledge that allows them to build strong relationships with leading real estate brokers, local government officials, construction suppliers, and some of the largest and most important companies in Mexico.

Thanks to such knowledge, BTS Development has integrated flexible solutions, that, along with location, pricing and technical specifications, increase value and profitability to its customers and investors, resulting in a great resource for anyone that requires logistics and manufacturing spaces in Mexico.

### Customers' Profile

BTS Development targets consolidated companies with expansion plans within the major consumption markets in Mexico. It also aims at providing solutions for companies that are looking to streamline their processes and operations, by improving their space at a competitive price.

BTS Development is the best partner for companies, both

local and international, seeking a destination in Mexico within the cities with major industrial growth.



### BTS Development

Campos Eliseos No. 325 PB  
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Mexico D.F. 11560  
Mexico  
Tel: +52 (55) 5280-5050  
Fax: +52 (55) 5280-5050  
Contact: Rodrigo Fernandez  
rfernandez@btsd.com.mx  
www.btsd.com.mx  
Twitter: @BTSMexico

## C.H. Robinson



**John Wiehoff**  
Chairman and Chief  
Executive Officer

### Mission Statement

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



**C.H. ROBINSON**

**C.H. Robinson  
Worldwide, Inc.**

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



### How Your Supply Chain Can Win Over Customers

What makes your company different from all the rest?

Every day, you do everything you can to please the people who buy your products. You try to stand out from the competition. It's not easy.

What you may not realize is, you can turn your supply chain into a competitive weapon and win over buyers, gaining sales.

### Set Objectives—and Meet Them

What roadblocks stand between you and your supply chain goals?

With knowledgeable logistics experts on your side, you can create a customized solution to fit your business strategies.

You'll obtain the tools, resources, and guidance that can help you maximize

supply chain efficiency.

The result: your products can get to market faster and more cost effectively than your competitors'.

### Show Why You're the Best

Why should customers work with your company?

You have the products they want. Now, make it even easier for them to do business with you.

Inject powerful people, processes, and technology into your supply chain, and watch what happens as your shipments are optimized.

Using a single global technology platform called Navisphere®, you can see your products flow to market faster. Your customers can also see their order and delivery statuses on Navisphere, giving you smoother communications

with them than ever before.

Use consistent processes to deliver inbound freight, gather business data, and analyze it to make more strategic decisions. That's how you can leverage your supply chain muscles and leave competitors behind.

Explore how you can accelerate your advantage in the supply chain. Contact us at [solutions@chrobinson.com](mailto:solutions@chrobinson.com).

- \$11.4 billion in gross revenues
- 11.5 million shipments handled in 2012\*
- 10,500+ employees worldwide
- 230+ offices worldwide
- 56,000+ contract carriers worldwide
- 42,000+ customers worldwide
- Publicly owned and traded on NASDAQ (Symbol: CHRW)

\*Includes transportation management business



## C.R. England



**Chad England**  
CEO

### Vision:

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



**C.R.England**

### C.R. England

4701 W. 2100 South  
Salt Lake City, UT 84120  
888-725-3737  
www.crengland.com



C.R. England is the largest temperature-controlled carrier in the world and a leader in reliable, safe and responsive transportation solutions. From services, systems, technology, to processes and people, everything we do is designed to deliver performance, along with a seamless and transparent customer experience.

### C.R. England Services:

■ **National:** Our national service offering is the largest, most comprehensive refrigerated transportation solution. Our National team has the capacity and experience to serve every critical need, from routine freight transport to timely surge response. The National division offers expedited team service with some of the fastest transit times in the industry.

■ **Regional:** We provide flexible, short to medium haul transportation service through our Regional division, strategically positioned

throughout the United States. Whether your cargo requires expedited movement, a climate-controlled environment, or secure transit, C.R. England has a solution.

■ **Dedicated:** Our Dedicated service provides transportation solutions to meet the unique needs of individual clients. We offer dedicated equipment, on-site management, drivers and technology—all supported by a powerful array of fleet management services. A client can secure freight capacity at a cost-effective rate. Whether your company is large or small, operating in a single or multiple locations, managing interplant or customer direct shipments, we know how to support you in streamlining your supply chain.

■ **Intermodal:** C.R. England offers TempStack, a 53' temperature-controlled container network, which offers innovative solutions that provide significant cost savings, on-demand capacity,

and a reduced carbon footprint, especially for perishable cargo. TempStack technology, utilizes double-stack high-volume reefer containers on railroad flatcars. Operating an extensive network, un-tethered trailer tracking with real-time load monitoring and an aggressive rate structure; TempStack delivers shipping solutions.

■ **Mexico:** C.R. England is in the business of ensuring that all cargo moves across the U.S. and Mexico border safely and without unnecessary delays. We operate full-service connection yards at multiple border-crossing points. Our Mexican carrier partners are leaders in refrigerated transportation and provide quality service and equipment for every customer. C.R. England employs both tractor and trailer satellite tracking to further ensure cargo arrives safely, and in a timely manner to its final destination.

# Cardinal Health Integrated Logistics Services



**Rob Doone**  
*Vice President*

## Our mission:

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



## Cardinal Health Integrated Logistics Services

7000 Cardinal Place

Dublin, OH 43017

614-757-9228

ILSInfo@cardinalhealth.com

yourhealthcare3PL.com

**Jenn Lewis**

**Director of Marketing**

Jenn.Lewis@cardinalhealth.com

614.553.4592

**W**e are the complete 3PL solution for healthcare, combining a nationwide network of distribution centers, transportation logistics and regulatory expertise.

We are a complete source for medical-surgical supplies, devices and pharmaceuticals to every point of care – including hospitals, surgery centers,

offices and even patients' homes.

We collaborate closely with every client to customize the right solution, from enhancing transportation to offering a fully outsourced, turnkey supply chain.

And through it all, our proprietary license management systems help you

remain compliant. So you can keep your products moving – no matter what. Because we are Your Healthcare 3PL.





# Cardinal Logistics Management Corporation



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

## Mission Statement

Cardinal Logistics Management's corporate mission is to remain the most trusted logistics and transportation solutions provider in the industry. To that end, Cardinal provides customers knowledge-based, integrated logistics and transportation solutions using a combination of dedicated resources, advanced systems technology and experienced professionals. Cardinal fully understands and listens to the needs of each customer, develops a functional solution and implements the plan with flawless execution.



## Cardinal Logistics Management Corporation

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www.linkedin.com/  
groups/Cardinal-Logistics-  
Management-2927728/about  
twitter.com/CardinalLog  
Blog:  
cardinallogisticsmanagement.  
wordpress.com



## 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.

In 2013, Cardinal and Greatwide Logistics Services merged to create the second-largest and most diverse dedicated fleet in the United States. 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 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 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.

Cardinal's services include:

- Dedicated Contract Carriage
- Bulk Transport
- Home/Jobsite Delivery
- Temperature Controlled Logistics
- Transportation Management
- Warehousing and Inventory Management
- Technology Solutions/SaaS

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 clients' primary operating systems making it seamless with optimal portability.

## Trust Cardinal

For 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.



## Cargo Transporters, Inc.



**Dennis Dellinger**  
*President*



**C**argo Transporters, Inc. is a truckload carrier based in Claremont, NC and operates a fleet of 470+ tractors and 1500 dry van trailers. We provide a premium truckload service in the continental United States with special emphasis on lanes east of the Rockies. Our service specializes on customers who require JIT or time-definite delivery.

Cargo Transporters is a US EPA SmartWay certified carrier and it employs a number of technologies both on and off road to reduce its carbon footprint. With one of the best CSA scores a carrier of its size could have, the company utilizes the latest in vehicle

safety technology to provide our drivers with the best tools to operate on the nation's highways.

The company leverages technology both in the cab and in the back office to operate efficiently for the customer and provide up to the minute, mission critical data for the customer to manage their supply chain or customer delivery network. The company has won multiple

shipper and safety awards. Cargo Transporters is a proud member of the American Trucking Associations, Truckload Carriers Association and National Association of Manufacturers.

More information about Cargo Transporters, Inc. can be found on the web at [www.cargotransporters.com](http://www.cargotransporters.com) or by calling 800-333-0953.

**Cargo Transporters, Inc.**

PO Box 850

Claremont, NC 28610-0850

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

[facebook.com/cargotransporters](https://facebook.com/cargotransporters)



## CBRE | Hampton Roads

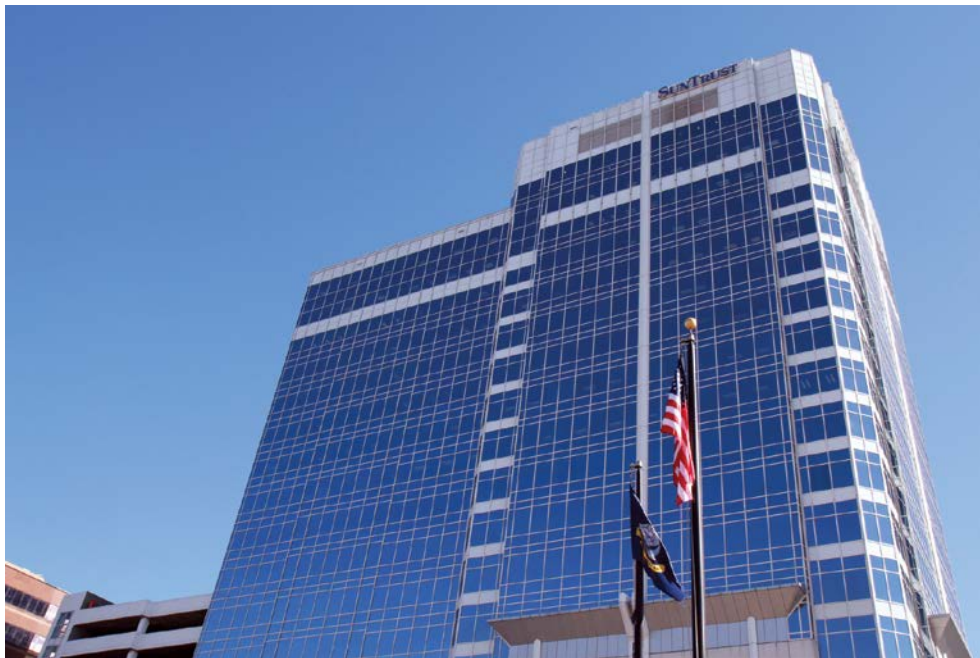


**J. Scott Adams, CCIM**  
*Regional President,  
Mid-South Region*

### Our Mission

CBRE's mission is to deliver superior results for stakeholders by:

- Putting the client first – always
- Collaborating across markets and service lines
- Thinking innovatively, but acting practically
- Providing a rewarding work environment



CBRE is the preeminent commercial real estate services firm in the Hampton Roads area, the mid-south region, the Americas and the world. Our mission is to deliver superior results for stakeholders by putting the client first – always; collaborating across markets and service lines; thinking innovatively, but acting practically; and providing a rewarding work environment. Client service is at the center of CBRE, the world's leading commercial real estate services firm.

CBRE | Hampton Roads is an affiliate office of CBRE Inc. serving the Hampton Roads region. The firm assists real estate owners, investors and occupiers by offering strategic advice and execution for

property leasing and sales; property, facilities and project management; corporate services; debt and equity financing; and valuation and appraisal. In 2012, the Hampton Roads offices completed over \$775 million in sales and leasing transactions.

We offer the widest scope of commercial real estate services of any organization in the world. Combine this with the industry's best and brightest talent who can scale our services to offer a personalized solution for every client. We develop innovative solutions no matter what the real estate

challenge: property sales and leasing, property management, corporate services, investment banking, capital markets, appraisal/valuation, research and consulting. Across this broad spectrum, clients rely on CBRE for dependable analysis and forecasting of global real estate market conditions, combined with strategy, advice and execution that is second to none. The collective power of our intimate local market knowledge creates the most thorough, precisely accurate picture of global commercial real estate conditions and trends.

# CBRE | Hampton Roads

**CBRE|Hampton Roads**  
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Norfolk, Virginia 23510  
P 757.490.3300  
F 757.490.1200  
[www.cbre.com/norfolk](http://www.cbre.com/norfolk)

## CeMAT HANNOVER

**Dr. Andreas Gruchow***Member of the Managing Board*

CeMAT HANNOVER is the global showcase for the intralogistics industry, presenting the latest products and technologies from more than 1,000 manufacturers and suppliers and attracting 53,000 visitors from around the world. The CeMAT brand represents a network of intralogistics trade fairs that give export-minded companies direct access to growing markets in Europe as well as Brazil, China, India, Russia, and Turkey.



**CeMAT – the world's leading fair for intralogistics**  
**19–23 May 2014 · Hannover · Germany**

**CeMAT**

CeMAT 2014 will run May 19-23, 2014, at the Hannover Fairgrounds. The exhibit program features five technology zones that cover the entire material handling and logistics spectrum – Logistics IT, Lift & Move, Manage & Service, Pick & Pack, and Store & Load – with spotlight programs for port, retail, special logistics, transport logistics, production logistics, and education and careers.

The guiding theme in 2014, "Smart – Integrated – Efficient", spotlights the key roles that information and communications technologies

play in an increasingly networked industry, while the supporting program of special events, trade association meetings and conferences provides plenty of opportunities to learn and network with industry peers.

CeMAT is a one-stop shop that is organized according to the needs of the user industries. It is the best place to discover the latest products and services, keep up with trends, monitor the competition, and do business. CeMAT's worldwide portfolio includes CeMAT ASIA, CeMAT India, CeMAT Russia, CeMAT South America,

INTRALOGISTICA ITALIA, and Materials Handling EURASIA. CeMAT events are organized by Deutsche Messe AG, one of Germany's most active trade fair companies.

**CeMAT HANNOVER**

Deutsche Messe AG

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## Cheetah Software Systems

### Cheetah LOOP Platform

Automatically synchronizes your entire organization with unmatched operational visibility and dynamic decision support for drivers, dispatchers, customer service reps, managers and other team members.



# You Deliver Packages We Deliver Technology



### You Deliver the Packages, We Deliver the Technology

Cheetah LOOP Platform helps companies get the right products to the right place at the right time, with the best customer service at the lowest cost. Cheetah technology transforms the economics of logistics operations by enabling exponential levels of efficiency and performance.

Cheetah optimizes fleet performance continuously every minute of every day by automating routing, dispatch and customer service processes allowing your business to do more for its customers with less.

The Precision Logistics and Route Optimization platform of choice for top performing companies in LTL, courier, medical/health care and retail delivery. Customers include Macy's, Ward Trucking, Cardinal Health, JS Logistics, Central Freight and many others.



### Cheetah Software Systems

200 N. Westlake Blvd., Suite 200  
Westlake Village, CA 91362  
805-373-7111  
info@cheetah.com  
www.cheetah.com

### Cheetah Real Time Solutions

■ **Industry-Leading Scheduled and Automated Route Optimization.** Cheetah provides optimized route scheduling that enables more stops with fewer trucks. Real-time automatic routing and dispatch allows for continuous optimized routing of new and changed orders.

■ **Automatic Driver Selection for Unplanned/On Demand Work.** Cheetah optimization engine gives real time best driver selection for pickups and deliveries. Dispatcher decision making is exception based. Dispatch to driver ratio is significantly reduced (1:110 best in class)

■ **Real-Time Access to Information.** Immediate, accurate information for all stakeholders allows for proactive operations management across the entire supply chain. Instant access to information around item custody; from order entry to delivery, destination arrival times and optimized accurate future ETA's.

### ■ Operational Visibility.

Cheetah significantly increases the efficiency of route planners, dispatchers and customer service representatives through intuitive wireless communication. Routes and stops are automatically pushed to the drivers' devices, providing GPS-enabled supply chain tracking and proof of delivery that gives unmatched operational visibility.

### Cheetah Logistics Operations Optimization Platform (LOOP)

LOOP automates and synchronizes your entire organization with unmatched operational visibility and dynamic decision support for drivers, dispatchers, customer service reps, managers and other team members.

Cheetah Platform is effortless to deploy and affordable for any size company.

*Cheetah Software,  
Revolutionizing Speed of  
Service.*

## ChemLogix LLC

**J. Stephen Hamilton**  
*President & CEO*

### Mission Statement

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

### Tailored Solutions

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

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



### Delivering Sustainable Value

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

### Chemical Industry Expertise

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

ChemLogix operates under a proprietary business model called C|3PLUS, a unique

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

### High Tech and High Touch

Because technology is critical to monitoring and expediting supply chain movement, as an IBM Advanced Business Partner, ChemLogix employs state-of-the-art systems to optimize transportation processes and deliver world class performance.

In addition, the company's robust On Demand Global TMS provides clients with real-time visibility into shipment status and information anywhere in the world.

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

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

**CHEMLOGIX**  
A Division of CLX Logistics, LLC

# COGISTICS TRANSPORTATION, LLC

## Mission:

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

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



**COGISTICS  
TRANSPORTATION**  
2525 Drane Field Road  
Suite 25  
Lakeland, FL 33811  
Phone: 863-647-4958  
Email: info@cogistics  
transportation.com

AROUND THE CLOCK • AROUND THE WORLD • AROUND THE CORNER

**COGISTICS  
TRANSPORTATION**

*Our expedited solutions deliver your satisfaction!*

**888-520-7623**

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

## EXPEDITED SHIPMENTS DO HAPPEN!

Are you getting satisfaction and performance from your current provider in the following areas:

Communications, Service, and Costs?

*Give us a call on your next expedite for a different experience!*

## COGISTICS TRANSPORTATION

MC-441669-B is a Non-Asset Transportation Management Company which has been offering Full Service EXPEDITED Services 24/7 for over 20 years.

We have handled hundreds of thousands of EXPEDITED shipments to our customers' satisfaction both domestic and internationally.

At COGISTICS TRANSPORTATION, you will be dealing with a company that

has been handling EXPEDITED shipments since 1994. Our professionals understand this is not a normal mode of transportation. When they are setting up a shipment they are going to require more detailed information to determine the proper transportation mode selection, along with a contingency plan as well.

Our professionals will present you with alternative methods for you to make a selection based upon your required delivery time or cost constraints.

COGISTICS TRANSPORTATION provides outstanding communication. YOU select the method, time, and frequency that shipment updates are provided.

Select from:

- Full internet visibility
- Wireless text based
- Cell, office, or other phone

COGISTICS TRANSPORTATION utilizes:

- Surface transportation including a full range of special equipment
- Air Charter (full range of aircraft)
- Air Cargo
  - OTC
  - Heavy Weight
- Hand Carries – International/ Domestic
- In Transit Freight Recovery

*We can help you reduce your expedited costs and save you valuable time.*

**Call us at: 888-520-7623 to get started!**





## 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  
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Tel: 734-757-1444  
Fax: 734-757-1158  
info@con-way.com  
www.con-way.com



**C**on-way Inc. (NYSE: CNW), a \$5.6 billion freight transportation and logistics services company headquartered in Ann Arbor, Mich., delivers industry-leading transportation and logistics services through its primary operating companies: Con-way Freight, Con-way Truckload and Menlo Worldwide Logistics. Operating from more than 425 locations across North America and in 20 countries, these operating units provide high-performance, day-definite less-than-truckload (LTL); full truckload as well as logistics, warehousing and supply chain services; and trailer manufacturing.

**Con-way Freight** delivers superior LTL performance, comprehensive coverage and service excellence across North America. A single network of more than 425 operating locations, the largest in North America, enables Con-way Freight to provide improved exception-free delivery, better

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

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

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

**Con-way Truckload** is one of the industry's largest dry-van truckload carriers, providing exceptional service to our customers throughout the United States, Mexico and Canada. Con-way Truckload delivers consistently superior, on-time performance and industry-leading capacity. The company provides 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).

## Conitex Sonoco Mexico

In three decades, we've become one of the world's most respected and recognized companies by making trust the basis of every action from our CEO to our newest employee, every decision begins with what's best for our customers and every single product defines our reputation.

To keep our focus green, we're equally committed to sustainable, ethical practices for our planet. Whether using post recycled materials in manufacturing or engineering products that can be recycled and reclaimed efficiently, we make environmental stewardship a priority.

### Our Pillars of Excellence

- Continuous improvement
- Innovative solutions
- Dependable delivery assurance
- Ethical, trustworthy actions
- Superior value proposition

In short, we believe there's only one true value proposition. To do the important things right. Reliable product performance, responsive service and delivery assurance. Strict specification conformity and an effective price-to-value ratio. Customer-focused solutions that lead to more productive operations and long term success. This is who we are. This is our blueprint for the future.



### Conitex Sonoco Mexico

S de RL de CV  
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Fax: +52 (779) 7963884  
Email: info@conitex.com.mx  
www.conitex.com



Since 1982, Conitex Sonoco has engineered and delivered innovative packaging solutions for customers around the globe. A joint venture between Texpack and Sonoco Products Company, we've grown to become the world's largest manufacturer of paper cones. In addition, we offer paper tubes, Loadrunner® corrugated pallets, as well high-performance paperboard products. With the addition of BulkSak™ brand, we expanded our flexible intermediate bulk container (FIBC) capabilities and global reach to serve a wide array of industries.

Our locations span four continents, enabling us to serve in over 50 countries.

From our inception, innovation has fueled our company and our staff. We not only create the paper cones that the world uses today- we're engineering and manufacturing the products that will fulfill the needs

of the industries tomorrow. Whether it's our lightweight, high-strength corrugated pallets used by major furniture, electronic and silica companies or our wide range of FIBC's that make material handling more efficient, our ingenuity comes from our listening to customers and providing superior values solutions.

For three decades, Conitex Sonoco has provided "unparalleled quality and service" in the paper and converting markets. A natural extension was to utilize this experience in developing a full range of custom packaging solutions to meet our customer needs; we have products like Corrugated Pallets and FIBC's with superior quality. **Lighter, Stronger, Safer**

Uniquely designed to meet a variety of applications, load distributions and weights, Loadrunner® corrugated pallets provide superb strength without the added

mess or weight of traditional wood pallets. Choose from a wide variety of sizes, or we can design a pallet for your exact needs including custom printing and RFID labels.

Loadrunner® Application Examples

- Air freight cargo
- Electronics
- Food
- Furniture
- Additives for tire Industry
- Textiles
- And many others

### Loadrunner® Features

#### ■ High-performance.

Provides heavy-duty strength for many types of applications, is 30 lbs. lighter than wood (on average), withstands most refrigerator and freezer applications.

■ **Export Ready.** Meets all phyto-sanitary ISP requirements, reduces freight cost due to less weight, absorbs vibration to protect products

■ **Hygienic.** Eliminates contamination from saw dust or wood chips, is ideal for sensitive environments including clean rooms

■ **Safety.** Meets all OSHA requirements, reduces injuries from splinters, nails and staples, weighs less so is more ergonomic

■ **Sustainability.** Is 100% recyclable, is crafted from 75% recycled materials.

### Serving a wide range of Industries with FIBC's

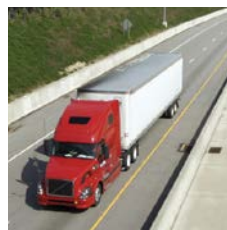
Flexible Intermediate Bulk Containers (FIBCs) offer convenient packaging methods for transporting dry, flowable products typically in powder, flake or granular form. They are manufactured to meet specific user requirements and classified based on product performance characteristics.



## 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.**

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

**We make logistics child's play.**

**C**orporate Traffic began in the imagination of three young boys running a make-believe trucking company in their parents' attic. Corporate Traffic's founders Christopher, Chad and Craig Cline were inspired by their father, who ran a successful trucking company. It was their dream to one day to create a worldwide logistics company their father would be proud of. In 1992, Corporate Traffic was born. Today, Corporate Traffic

is a leading, respected, full service logistics provider with unwavering commitment to helping clients succeed.

Valued globally for our full range of capabilities, Corporate Traffic offers a higher level of service, owning the full logistics process end-to-end. Our dedicated, experienced, and flexible people, combined with cutting-edge technology, make doing business with Corporate Traffic easy, rewarding and cost efficient. We focus on building strong relationships with our clients

and are constantly seeking better ways to meet our clients' logistics needs, whether it's air, ocean, rail or intermodal services. A company of problem solvers, we are ready to handle any bumps along the logistics road.

As an asset-based company, Corporate Traffic can give you the stability, control and flexibility to hurdle every challenge with ease. Bottom line, Corporate Traffic makes logistics child's play.



## Coyote Logistics



**Jeff Silver**  
CEO and Co-founder

Coyote's mission is to offer the best third-party logistics experience ever. We use creativity and industry experience to drive value, optimize solutions, and deliver unprecedented customer service. No Excuses. Coyote identifies and leverages the most efficient mode of transportation for every shipment, every time it moves.

Our vision is to position Coyote as the largest, fully scaled, centralized network in North America. Coyote invests in the future—we call this smarter logistics. Every decision that we make today is based on a long-term growth strategy. That includes hiring decisions, training programs, customized technology, strategy services, and intense customer service.



**C**oyote was born to bring a new life to the logistics industry. Coyote is the fastest-growing logistics company in the US for a reason. When we commit to a load, we move it. Period. No Excuses. We work with more than 40,000 prequalified local, regional, and national carriers, which help us identify and execute the right equipment match for every dry, refrigerated, flatbed, TL, LTL, and IMDL shipment—for the right rate, right mode, and overall optimal experience, every time. Our dense nationwide capacity is one of the biggest in the industry, but we execute with the personalized service model of a niche provider.

Coyote offers an incomparable supply chain service to shippers throughout North America. Our centralized freight-moving model is the new standard for the transportation industry. To drive optimization, Coyote has structured its capacity organization to maximize backhaul opportunities, build strong relationships, and closely

track and predict spot market rate fluctuations.

Coyote works as an extension of your logistics arm, providing a premium service for all consultative, executional, and transactional supply chain needs. Coyote is proud to plan, analyze, execute, and improve to ensure your supply chain runs as efficiently as possible.



# COYOTE®

### Coyote Logistics

2545 W. Diversey Ave, Floor 3  
Chicago, IL 60647  
(773) 365-8983  
Contactshipper@coyote.com  
www.coyote.com



## Crowley

**Tom Crowley, Jr.**

Chairman, President and CEO

**Mission**

To be a leader in our markets by providing world-class services that ensure long-term company durability. Crowley values safety, integrity and high performance.


**CROWLEY®**  
 People Who Know®

**CROWLEY®**  
 People Who Know®
**Crowley**

9487 Regency Square Blvd.  
 Jacksonville, FL 32225  
 Main: 904-727-2200  
 Toll Free: 800-CROWLEY  
[sales@crowley.com](mailto:sales@crowley.com)  
[www.crowley.com](http://www.crowley.com)

**Scalable Supply Chain  
 Solutions within the  
 Caribbean Basin**

Founded in 1892, Crowley is a U.S.-owned and operated marine solutions, transportation and logistics company that provides services in both domestic and international markets. A Crowley hallmark is our longstanding, regularly scheduled full, less-than container, and break-bulk liner and logistics services between the U.S., Caribbean and Central America. With a fleet of Ro/Ro and Lo/Lo vessels; more than 46,000 pieces of specialized cargo transportation equipment; a healthy network of warehousing and distribution centers; a new state-of-the art cold storage facility in south Florida; freight forwarding, trucking

services and the brightest and most experienced people in the business managing it all, Crowley can close the loop on nearly any supply chain and create a platform for total customer satisfaction.

Specializing in the U.S., Caribbean and Latin America markets, Crowley has a reputation for designing tailored, efficient cargo transportation solutions, all of which are scalable to meet customer needs. Whether you need compliance consulting, SKU-level inventory management utilizing FIFO methodology, physical transportation services – including cross-border trucking in Central America and Mexico – or anything and everything in between, the best business decision you can make is to count on Crowley as

your single-source, end-to-end, transportation solution.

We have cultivated relationships with regulatory trade authorities to ensure that the daunting array of import and export compliance issues is managed in a fast and efficient manner. Working around the clock, Crowley and subsidiary Customized Brokers, can prepare and submit customs documentation for dry or perishable cargo to ensure that your shipments are not delayed by customs issues.

Customers count on Crowley to work with them, not just for them. And when challenges arise, they know Crowley employees are resilient, resourceful and supportive. For your own rewarding experience, please contact Crowley today by calling 1-800-CROWLEY or visiting us online.



## 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  
800-736-2778  
www.crst.com



CRST International, Inc. is one of the largest privately-held transportation companies in the United States. Through its six 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 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.

**CRST Temperature Controlled Team Service, Inc.** provides expedited transportation of perishable

products and is the only transportation company in the U.S. to offer an exclusive temperature-controlled transport service supported by two team drivers.

**CRST's Specialized Transportation, Inc. (STI)**, provides customized supply chain solutions for products that require high touch, on-site services, special handling, specialized equipment and visibility. STI has an extensive network of agents and 52 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.



## CT Logistics



**Allan J. Miner**  
President

The associates of CT Logistics are committed to providing superior supply chain business services and software solutions. Our leadership has been earned with over 91 years of client confidence and trust.

ISO 9001:2008  
SOC II



**CT Logistics**  
12487 Plaza Drive  
Cleveland, OH 44130-1084  
216.267.2000  
sales@ctlogistics.com  
ctlogistics.com



### CONFIDENCE

CT provides more than 91 years of experience with comprehensive, broad supply chain accounting and business intelligence solutions tailored to meet your company's unique needs. We give you the confidence to trust CT, a premier provider in freight bill audit and payment, along with transportation management services. It is our desire to assist you in managing your transportation spend and data so you can focus on what matters most, which is efficiently and effectively running your supply chain management programs.

### TRUST

Small firms to Fortune 100 corporations across the country, and around the globe, have trusted CT to assist them in making solid informed decisions regarding

their freight bill audit and payment challenges. Our team of professionals has been instrumental in assisting our clients by utilizing our expertise and technology to maximize their ROI and provide the flexibility they need to compete in an ever-changing, global marketplace.

### LEADERSHIP

CT is a leader in the freight bill audit, payment and transportation management services industry. CT's portfolio of software solutions includes: our TMS software, CTLion™, our customized freight audit & payment system, AuditPay™; our rating and routing

program, FreightRater™, and our exclusive shipper's co-op program, TranSaver™. We take paths least explored to find solutions that will keep your company abreast of shifting business environments and opportunities to remain ahead of your competition.

### CONFIDENCE. TRUST. LEADERSHIP... TRADITIONS SINCE 1923

They've become part of an important 91 year tradition that our clients have come to rely on when partnering with us. But just as important is the future the CT team will help you build. Our services and software are constantly evolving to provide you with the latest leading-edge tools and technology with user-friendly applications that will help manage and reduce logistics costs while adding value and more to your bottom line.

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



# CTSI-Global

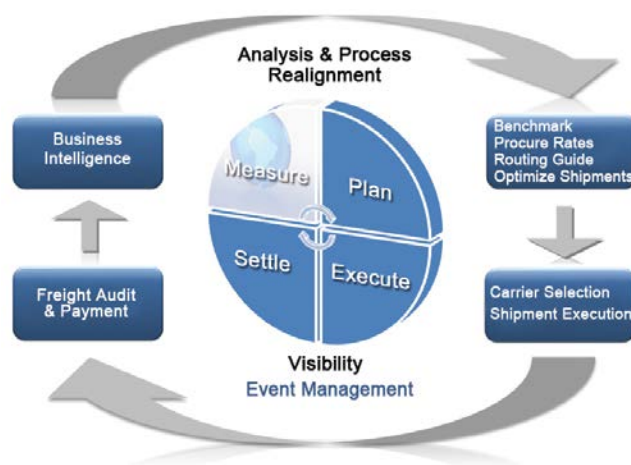
Your Link to Supply Chain Solutions



**J. Kenneth Hazen**  
President and CEO

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

## Transportation Spend Management



## Why CTSI-Global?

At CTSI-Global, we act as a valuable resource to our clients. Since 1955, we have helped clients manage all key aspects of their supply chain – physical, financial, and informational within one global database. We provide Transportation Management System (TMS), Freight Bill Audit and Payment, Business Intelligence and Global Consulting. Our services and solutions are customized to each client's specific needs and business requirements to give them 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. The flexibility, leading-edge online technology, global network, expanded service functionality and expertise are second to none in the industry.

## CTSI-Global Highlights

- Multiple locations strategically placed around the world
- Expertise: same operating management for over 25 years
- 10,000+ carriers supported in all modes
- 250+ million annual transactions
- Hundreds of quality clients across all industries
- Over 128+ terabytes of online data storage
- \$6 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 parcel, track their progress and manage claims can reduce transportation 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.

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

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www.ctsi-global.com

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



## DB Schenker



**Malcolm Heath**  
President and CEO

#### Mission Statement:

To be the leading global provider of integrated logistics services. We provide solutions without complicated strategies. We utilize a structured methodology that is tested and proven to increase efficiencies, reduce costs and protect our customers supply chain. Yet this methodology is completely adaptable to each unique business situation. It's a balanced approach to realigning the customers supply chain into the most productive unit possible.



#### DB Schenker

150 Albany Avenue  
Freeport, NY 11520  
www.dbschenker.com  
Twitter: @DBSUSA

**Contact: Trent Broberg**  
Director of Marketing, Americas  
Trent.Broberg@dbschenker.com  
602-458-6012



DB Schenker is a privately owned subsidiary of DB Logistics, the Transport and Logistics Division of Deutsche Bahn AG, based in Frankfurt, Germany. Our parent company, Deutsche Bahn AG, is a modern diversified services company providing comprehensive mobility and logistics solutions around the world. DB Schenker attributes its success to over 94,600 dedicated employees around the world.

We emphasize and maintain long-standing commitments to the highest performance and quality standards as well as ethical conduct, corporate governance, and transparency. Our forward thinking and competitive strategy ensures our continued success as a leading global provider of transportation and supply chain solutions.

#### Worldwide Presence:

Our unparalleled global network and experience of 2,000+ locations in more than 130 countries worldwide provides local, regional and global presence in nearly every business market. With over 700,000 customers worldwide, we offer an increasing number of well respected industry



solutions in the Aerospace, Automotive, Electronics, Healthcare, Industrial, Semiconductor, and Retail sectors, to name a few. We deliver seamless logistics solutions for some of the world's leading consumer brands and fortune 500 companies. Pairing our global presence with our local expertise is just one reason companies across every industry choose DB Schenker.

A supply chain with global reach does not have to be bad for the environment. DB Schenker implements sustainable standards to provide environment-friendly global transportation and logistics services solutions. At a time in which environmental consciousness is increasingly important, we help our customers monitor and improve their environmental footprint and reduce their carbon footprint. Tap into our extensive global network while meeting your environmental goals with DB Schenker.

#### Facts and figures about the Transportation and Logistics Division of Deutsche Bahn:

- Over 100,000 truck journeys: DB's freight trains take the equivalent of over 100,000 truck journeys off the roads every day, thus avoiding 4.4 million metric tons of CO2 emissions annually.
- Six million automobiles: DB Schenker's contract logistics specialists collaborate on the production of six million automobiles each year. Over 3,300 automobiles are shipped daily on ocean-going vessels.
- Six million square meters: the area of state-of-the art logistics facilities operated by DB Schenker worldwide.
- 250 trains with finished vehicles and supplier parts travel through Europe daily. The automotive experts at DB Schenker see to it that three million vehicles are delivered by rail each year.
- 32,000 regular scheduled services per week are offered by DB Schenker Land Transport. The network of scheduled transports links Europe's most important economic regions.
- With 1,200 of its own charter flights each year, DB Schenker Air Freight offers its customers sufficient capacity for the fast global exchange of goods.





## DDC FPO LLC



**Art Zipkin**  
President

#### Mission Statement:

DDC FPO's mission is to create long-term value for the global freight industries by custom-designing innovative solutions that will fundamentally improve the operational performance of freight business processes by way of revolutionary technology, globally consistent support and experienced project management.



DDC FPO is a division of The DDC Group. The DDC Group has been custom-designing and implementing business and knowledge process outsourcing (B&KPO) solutions since 1989. With operations across North America, Europe and Asia-Pacific, DDC's 3,500-strong staff delivers services in over 20 languages and ahead-of-the-curve industry standards. The DDC hybrid model of onshore project management and offshore production equips DDC's world-class clientele with strategic B&KPO solutions fundamental for each organization's future profitability.

#### How FPO Began

In 2005, a top U.S. carrier approached The DDC Group with background knowledge of the team's project management expertise. The carrier expressed

interest in exploring what customizable solution DDC could create for its troubled business processes.

DDC immediately scheduled a visit to the carrier's headquarters to evaluate its current operations. After spending a significant amount of time with the carrier's management team, the root cause behind its back office problems was pin-pointed.

The carrier's primary issue was lack of standardization in its billing process. This disorganized and decentralized structure led to a ripple effect of inefficiencies, in turn reducing personnel productivity, generating errors and driving up costs terribly.

DDC's project management team tackled these obstacles head-on with a specifically designed data capture solution. Solely tailored for the carrier's

billing process, the solution was implemented over a short rollout period. The carrier reaped compelling results from the new BOL process standardization: Efficiencies were vastly improved throughout, and the company began saving heavy costs.

Upon the realization of the groundbreaking results that this freight process outsourcing solution provided, The DDC Group decided to then share this opportunity with other carriers by creating a specific division dedicated solely to freight: DDC FPO.

#### The Story Continues

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

As a key partner for our nation's top freight companies, DDC FPO significantly reduces costs and improves operational efficiencies so clients may focus on their core business. Over the past eight years, DDC FPO has designed and implemented more freight billing solutions than any other company. In 2013, DDC FPO hit a new volume record when it surpassed 2.76 million BOLs processed in one month alone and a total of 33.5 million for the calendar year.

Today DDC FPO processes 20% of LTL bills in the U.S. and continues to focus on creating a standardized system for each client, enhancing the quality, cost containment and labor elasticity of the freight back-office.



#### DDC FPO

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Evergreen, CO 80439  
303-674-0681  
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www.ddcfpo.com

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

## 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

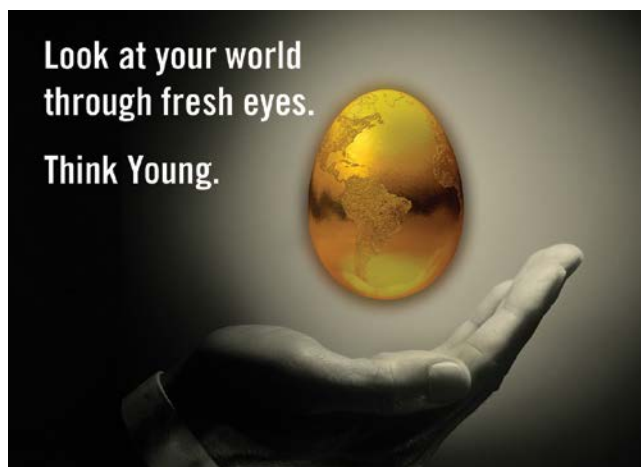
- Air Services
- Ocean Services
- Ground Transportation
- Customs Brokerage
- Security Management
- Documentation
- E-Business



### DF Young Inc.

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

## 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 1.2-million-square-foot warehousing campus, and employs more than 250 people.

As a privately-owned company, Distribution Technology's management team possesses an extensive background in warehousing, transportation and distribution.

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

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



**Distribution  
TECHNOLOGY**

**Distribution Technology Inc.**

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DistributionTechnology.com

DistributionTechnology.com



## DM Fulfillment



**Bob Klunk**  
Managing Director

To be the preferred fulfillment partner for small and medium-sized businesses by providing quality solutions that create an outstanding consumer experience while allowing our clients to focus on product sourcing, brand building and revenue generation.



**A**t DM Fulfillment, we pride ourselves on delivering value, reliability, innovation and trust as a fulfillment and distribution partner. Our mission is to deliver an outstanding customer experience to both our partners and their customers. We accomplish this through excellence in fulfillment, integration through technology, value-add services promoting your brand and outstanding customer service.

While our investments in technology and highly efficient distribution centers allow us to reach 99% of the U.S. population in one or two days by low-cost ground shipping, those same efficiencies allow us to keep start-up costs low and support highly competitive pricing. In addition, our technology group can help integrate our systems, electronically automating the ordering process. You can feel at ease knowing real-time reports are always available via our reporting portal, providing a comprehensive snapshot of your account.

#### National Footprint with Competitive Costs

Our four highly automated distribution centers are strategically located to reach 99% of the U.S. population in one or two days through economical ground shipping. Our system will optimize every order to select the best origin and carrier for the lowest freight cost and time in transit.

#### Technology Integration

Our technology group can connect our order entry system to your order management or ecommerce platform. In-house development staff and partnerships are in place to set-up and receive electronic orders (EDI) with national providers. Information is real-time and all orders are 100% RF scanned for accuracy and efficiency. Order accuracy is 99.95%.

#### Experienced Team and Leadership

The DM Fulfillment Client Services Team is a dedicated group of professionals focused on our customers. The

team includes individuals experienced in the onboarding of new customers to transition your account with little or no disruption to your business. Each account has a dedicated customer support representative and a senior management advocate.

#### Brand Building Marketing Support

Reinforce your brand with branded pick tickets and print-on-demand, in-box collateral capabilities to deliver high impact, branded communications with your product shipments. Promote your brand and products to drive repeat business.

#### A Total Solution

The DM Marketing Team and 100+ seat call center provide personalized customer support and promotional activity for vendors and our network of 6,000 independent partners and fulfillment clients. Areas of specialty include direct response marketing, demand generation and merchandising support.

**DM | FULFILLMENT**

#### DM Fulfillment

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St. Charles, MO 63304  
636-229-8163  
www.dmfulfillment.com  
www.linkedin.com/in/bobklunk  
twitter.com/dmi3pl

## DSC Logistics

Supply Chain Management and Logistics

**Ann Drake**

CEO

2012 Recipient of CSCMP's  
Distinguished Service AwardWhat does  
the future hold?Greater collaboration  
and better results.

## DSC Logistics

Recognized for sustainability  
achievements with 12 awards in  
past 5 years.**Achieving Women's Excellence  
in Supply Chain Operations,  
Management, and Education**Ann Drake has launched an  
industry-wide leadership initiativeFor more than a decade, DSC  
Logistics has been "beating  
the drum" for collaboration  
between companies and their  
supply chain partners.At first, it made people nervous.  
*How would this work? How  
can we possibly overcome the  
barriers that separate one  
company from another?*But, as we all know, businesses  
face constant change. No  
company can "plan" its way to  
success. The best way to ensure  
the supply chain flexibility  
and agility companies need to  
succeed is to develop a strong  
partnership based on open  
communication, collaboration  
and trust.At DSC, we developed a  
Partnership Process that takes  
the uncertainty and angst out  
of true collaboration.

## Who does it work for?

Industry-leading Fortune 500  
companies with innovation as  
their top priority.A privately held company with  
exceptional growth.Companies who face intense  
competition and who use their  
supply chain as a competitive  
advantage.Companies turning unexpected  
circumstances into unforeseen  
opportunities. And others.What do they say about our  
partnership?*"We have never seen this level  
of detail or definition with any  
provider before."**"We can't tell where DSC starts  
and our company stops."**"DSC had a vision for how our  
companies could broaden our  
partnership and brought it to  
life."**"I don't even think there's a name  
for what DSC Logistics does for  
us and they have been doing it  
for 10 straight years."***In 2014, we'll continue  
to build and strengthen  
strategic partnerships with  
dynamic, forward-thinking  
companies.** We'll continue  
to help our customers achieve  
their business goals:

- Reducing total system costs
- Improving service to customers
- Transforming business processes
- Increasing business agility and responsiveness
- Facilitating growth, change and innovation.

**Because collaboration works!**

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



**DSC Logistics**  
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## 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 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 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 30 years, Dupré Logistics, LLC has enabled 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 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

855-686-5478

<http://blog.duprelogistics.com>

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



## East Kentucky Power Cooperative

### Business is Electrifying in Kentucky



**Rodney Hitch**

Economic Development Manager

#### Mission:

East Kentucky Power Cooperative exists to serve its owner-member cooperatives by safely delivering reliable, affordable energy and related services. EKPC is a not-for-profit generation and transmission electric utility with headquarters in Winchester, KY. We provide wholesale transmission and support services to 16 distribution cooperatives.

Together, East Kentucky Power and the owner-member cooperatives are known as Kentucky's Touchstone Energy Cooperatives. The owner-member distribution cooperatives serve more than one million Kentuckians across 87 counties.

#### East Kentucky Power Cooperative

4775 Lexington Road  
P.O. Box 707  
Winchester, KY 40392-0707  
(859) 745-9272  
(859) 744-4812  
(859) 744-4864  
rodney.hitch@ekpc.coop  
www.ekpc.coop/  
economicdevelopment.html



**I**f you're looking for a place to grow your company, then Kentucky is a land of exceptional opportunity.

Our stunning natural treasures, central location, low business costs, outstanding transportation, and dedicated workforce make Kentucky a great place to build a business and a great life.

This is the birthplace of Lincoln, bourbon, the Kentucky Derby and the greatest athlete of all time, Muhammad Ali. It's the home of innovative technology and high tech manufacturing.

Kentucky is a great place to plant a business, raise a family and build a great life.

We're East Kentucky Power Cooperative, and we're part of Touchstone Energy, America's largest utility network. We generate nearly 3,000 megawatts of power to 16 owner-member cooperatives that serve nearly 1 million

Kentucky homes, businesses and industries across 87 counties.

We also belong to the world's largest centrally dispatched power grid: the PJM Interconnection, giving you easy access to a major power supply marketplace. Working together, you will not find a cooperative more able and eager to work with you to make your project work.

Many of the world's most successful companies are already here. They've found a superb quality of life and unparalleled business opportunities.

And Kentucky's location is right in the middle....of everything. With five interstate highways, 2,500 miles of rail, and 1,100 miles of commercially navigable waterways connecting to major ports on the Ohio and Mississippi Rivers, businesses in Kentucky can easily connect with the world's largest markets.

And Kentucky's electric rates are among the best in America.

Our business costs rank among the lowest in the nation, we have dedicated workers and attractive tax incentives.

The door is open. Come build your bottom line and a great life, right here in our old Kentucky home.



**EAST KENTUCKY POWER COOPERATIVE**

A Touchstone Energy Cooperative 

## Echo Global Logistics



**Doug Waggoner**  
Chief Executive Officer

### About Echo:

Echo Global Logistics is a leading provider of technology-enabled transportation management outsourcing. Our proprietary 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 take the "complicated" out of transportation management for our clients.



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

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

**E**cho Global Logistics has built a team of talented people who, supported by our proprietary technology, are creating outstanding results for clients and investors alike. Our transportation, logistics, information technology, and service professionals collaborate to ensure our clients' success. Operating from over 20 offices around the country, we provide transportation and logistics solutions for more businesses in more locations than ever before.

### People

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

### Technology

Echo proprietary technology is a critical component of the transportation management services we provide both our client and carrier partners. A fully scalable platform, our systems provide portals for seamless client, carrier and vendor management. Our web-based suite of applications provides real-time capacity and pricing information. The customized web portal and management reports give our clients complete transparency into their transportation spend and efficiency.

### Results

At Echo Global Logistics, our success is measured by the results we generate for our clients. Results are at the core of every engagement we undertake. Each problem we solve, every solution we create, and the efficiencies we deliver allow our clients to focus on what they do best. The results we shape are as unique as the clients we serve.

### Services Offered:

- LTL
- Truckload
- Intermodal
- Expedited
- International Air & Ocean



### Echo Global Logistics

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Suite 725  
Chicago, IL 60654  
800.354.7993  
Fax: 888.796.4445  
[www.echo.com](http://www.echo.com)

[facebook.com/EchoLogistics](https://facebook.com/EchoLogistics)  
Twitter: @EchoLogistics  
[linkedin.com/company/echo-global-logistics](https://linkedin.com/company/echo-global-logistics)

## ElectriCities of North Carolina, Inc.



**Brenda C. Daniels**

*Manager, Economic Development*

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



**E**lectriCities is a not-for-profit government service organization representing cities, towns, and universities that own electric distribution systems: more than 70 N.C. cities serve 500,000 customers, with 1 million customers served in N.C., S.C., and Va. ElectriCities provides customer service/safety training, emergency/technical assistance, economic development, communications, government affairs, and legal services.

One of ElectriCities' roles is to represent member communities to expanding and relocating companies. We maintain comprehensive databases for all public power municipalities in North Carolina.

Prospects can order detailed reports on dozens of sites, from mountains to coast. Within 48 hours of a request, ElectriCities will send profiles of locations that precisely match the company's specifications.

Using ElectriCities as an introduction to North Carolina, site search managers have a turnkey or "flip-switch" information source. "They find all the information they need in one place," says Brenda Daniels,

the organization's economic development manager.

ElectriCities has developed two industrial parks it has dubbed "Prime Power Parks" in the cities of Albemarle, located in Piedmont's lake country, and in Gastonia, 15 miles from Charlotte, just off I-85. The Albemarle park has direct rail access from Charlotte/Douglas International Airport, clearly qualifying the area as a great rail intermodal site.

Besides the flexible electric rate structure and pro-business climate the area offers, the location provides easy access to eastern U.S. markets. The Albemarle Prime Power Park is adjacent to the Stanly County Airport.

The industrial parks are North Carolina Certified Sites with 4 MW of on-site backup power generation, Daniels adds. "If a company has a critical operation that can't

risk a power outage, they have a backup available, and don't have to spend the money to purchase a generator," she says.

The backup, like the rate-lowering services to all ElectriCities' customers, provides an ongoing incentive for companies looking for an ideal logistics location. It is not surprising that ElectriCities has generated increasing interest from companies seeking a great place to call home.

"We've seen a measurable uptick in interest and activity over the last year and a half," says Daniels.

ElectriCities remains a partner through the entire site-selection process, helping companies with utility-related issues, arranging site visits, and facilitating contact with local, county and state officials. But the most important factor in the interest shown in the area is the availability, reliability and affordability of NC Public Power.

Companies based in ElectriCities member communities recognize the cost efficiencies and superior customer service public power provides. Municipal utilities don't have to pay dividends to shareholders, and those savings can be passed on to the utilities' customers. Both ElectriCities and the member utilities work closely with companies to help them manage their power usage and keep costs down.

### ElectriCities of North Carolina, Inc.

1427 Meadow Wood Blvd.  
Raleigh, NC 27604  
[www.electricities.com](http://www.electricities.com)

### Brenda Daniels Manager, Economic Development

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[bdaniels@electricities.org](mailto:bdaniels@electricities.org)

  
**ELECTRICITIES**  
of NORTH CAROLINA, INC.

*The energy behind public power*



## enVista



**Jim Barnes**  
President & CEO

#### Mission Statement:

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

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



#### enVista

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Fax: 317-208-9109  
info@envistacorp.com  
www.envistacorp.com

#### Driving Profitability for Leading Retailers, Distributors and Manufacturers



#### Broad Supply Chain Solutions, Deep Transportation Expertise

enVista improves customer service, reduces waste and improves profitability – from source to consumption. We bring strong transportation management capabilities and market leadership in vendor management.

enVista's leading transportation solutions include:

##### ■ Transportation

**Assessments:** We assess your current to future state process design and identify savings opportunities within current processes and flows.

##### ■ Master Planning /

**Modeling:** Our transportation experts deliver mode optimization and fleet modeling and perform what-if scenario-based savings analyses. We also analyze prepaid to collect conversion and identify consolidation opportunities by use of pool points or multi-stops.

##### ■ Carrier Contract

**Analysis and Negotiation:** With proprietary data analysis tools and the deep experience of our transportation consultants, enVista regularly delivers client cost savings of 5-20% in the area of carrier contract analysis and negotiation. We negotiate directly on your behalf or guide you through the contract negotiation process to ensure you receive the carrier

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

##### ■ Transportation

##### Technology Selection and Implementation:

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

##### ■ Managed

##### Transportation Operations:

enVista's managed transportation team provides flexible offerings that can be tailored to fit your business model and needs. We offer programs designed to accommodate the needs of mid to large-sized companies that would like to license their own TMS and control their own carrier contracts, as

well as more comprehensive packages for small to mid-sized companies in need of a solution that handles all of your daily transportation.

##### ■ Invoice Audit / Bill

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

##### ■ Vendor Management:

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

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

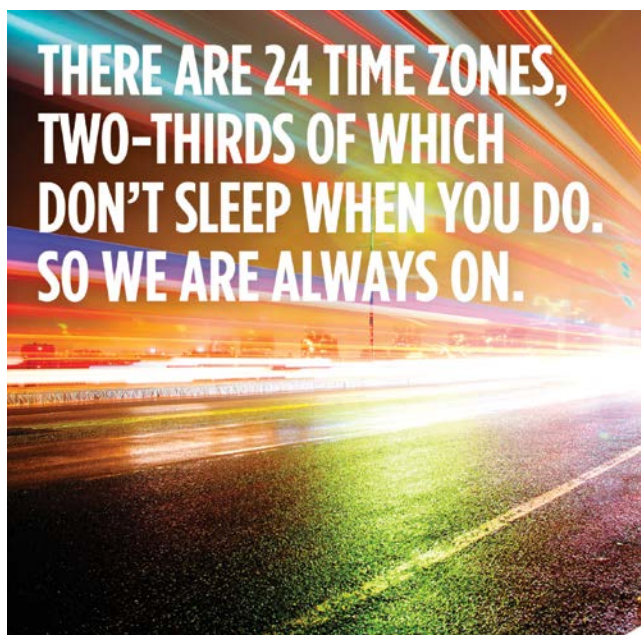
## Estes Forwarding Worldwide



**Scott P. Fisher**  
President, CEO

### Mission Statement:

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



### A supply chain with no weak links.

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

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

As Scott Fisher, President and CEO of EFW, likes to say, "From the first day, our focus

has been on the customers. We will give you the best experience each and every time you engage us. And that focus will never change." And it's that commitment to service that has made Estes Forwarding Worldwide a leader in logistic solutions across the globe.

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

Richmond, VA; Norfolk, VA; Virginia Beach, VA; New York, NY; Harrisburg, PA; Philadelphia, PA; Atlanta, GA; Jacksonville, FL; Chicago, IL; Dallas, TX; Houston, TX; Phoenix, AZ; Los Angeles, CA and San Francisco, CA.

Estes Forwarding Worldwide offers a full range of global solutions – including air, ocean, ground and intermodal

transportation – that few competitors can match. With access to provider assets and a direct relationship with Estes Express Lines, EFW is one of the very few companies that can guarantee capacity with no size limitations.

EFW has the dedicated truckload, global (including a licensed customs house broker), home delivery, automotive, retail, trade show and government services teams that companies require. This allows you to be confident in your dedicated EFW team of experts. Also they provide their customers with a suite of on-line shipping tools that exceeds the needed flexibility in today's ever-changing financial climate. Modern business demands multiple options and EFW provides a multitude of service levels to work with your business requirements.

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's no wonder why Estes Forwarding Worldwide provides dedicated resources to train and retain employees for the long run. Five of the original six who founded the company are still there and continue to grow the company based on one simple philosophy, "Provide the best solution for the customer." This has worked for EFW since 2003 and will continue to moving forward. And like everyone else in the company, they are always on.



### Estes Forwarding Worldwide

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

## Evans Distribution Systems



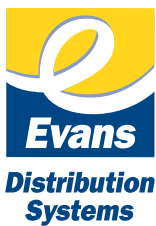
**John A. Evans**  
President

### Mission:

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

### Nine Point System

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



### Evans Distribution Systems

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



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

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

### Heritage

From our founding in 1929, Evans Distribution Systems has evolved into a full-service third-party logistics service provider offering warehousing, transportation, packaging, inspection, and staffing services. Our extensive and diverse experience with industries including automotive, chemicals, food & beverage, retail and others

provides our customers with flexible, creative solutions which enable them to become more successful.

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

### Innovation

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

### Passion

The Evans team includes many long-time, dedicated employees devoted to providing

the highest quality service. This loyalty provides customers with confidence and comfort the job will be handled right, no matter what. It's a commitment that enables us to provide premium service. We have the right people, systems and programs in place at the right time, every time.

### Simplified Systems

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

### Specialized Services

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

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

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



## Evans Network of Companies



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

### Mission Statement:

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



### Evans Network of Companies

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Fax: 570-385-5970

kim.lorimer@evansdelivery.com

www.evansdelivery.com



Corporate Headquarters  
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Schuylkill Haven, PA  
800-666-7885  
www.evansdelivery.com



**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 took over that role. Bo had joined his father-in-law at the family owned company in 1988 overseeing the newly acquired West Motor Freight of PA. At that time West

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

The Evans Network of companies has been named in the *Inbound Logistics* Top 100 Motor Freight Carriers seven 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 2008-2013 and *Transport Topics Magazine* has included Evans Network of Companies in the Top 100 For-Hire Carriers in 2010, 2011, 2012 and 2013. The Evans Network of Companies is the largest Drayage Carrier in the United States.

### Industry Leader

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

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

### Agent/Driver Focused

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

## FINSA



**Sergio Argüelles Gonzalez**  
President and CEO

#### Service Portfolio

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

#### Product Portfolio

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

#### FINSA

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www.finsa.net  
@FinsaIntl



#### FINSA: Experience. Innovation. Development

Founded in 1977, FINSA provides completely integrated real estate solutions for the industrial sector through its strategic locations in Mexico, United States and Argentina. Today, FINSA is internationally recognized as one of the most important real estate developers in Mexico with a 17 million square feet portfolio under management and more than 75 million square feet developed, thanks to the continued preference from its distinguished customers and the strength of its ventures that continuously generate a portfolio of new projects with more than 50% coming from established clients. FINSA is commercially related with more than 300 companies, most of them in the Fortune 500.

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

#### Dedicated Suppliers Park

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

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

backbone for competitiveness in automotive supply chain.

#### Integrated Developments

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

#### Sustainable Developments

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

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

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



## Florida East Coast Railway L.L.C.



**Jim Hertwig**  
President & CEO

### Mission

To provide safe and timely efficient rail and logistics solutions to meet the demanding transportation needs of our domestic and international customers; to partner with PortMiami, Port Everglades (Fort Lauderdale), the Port of Palm Beach, and trucking companies to efficiently move intermodal freight; to provide on-time, damage free carload service to customers.

### FEC Core Values

- Customer service driven.
- Reliable.
- Safe.
- Employee-Focused.

### Florida East Coast Railway L.L.C

7411 Fullerton Street, Suite 100  
Jacksonville, FL 32256  
www.fecrwy.com

**Contact: Phil Noury**  
+1 813-220-9007  
Phil.Noury@fecrwy.com



FEC is well positioned to create an efficient and timely supply chain model featuring unparalleled opportunities such as:

- Latin America/Caribbean/Asian market growth through the PortMiami which will allow for Post-Panamax Container ships this year.
- Through Port Miami on-dock rail service, FEC provides efficient connection to the national rail network via Jacksonville, and to the FEC intermodal facility in western Miami-Dade County and the South Florida Logistics Center.
- FEC offers on-dock rail access to Port Everglades (Fort Lauderdale) via a new Intermodal Container Transfer Facility. (Opening July 2014)
- FEC's transload network is comprised of more than 10 facilities at strategic points along FEC's 351-mile mainline track from Jacksonville to Miami

with major interstate and turnpike access.

- FEC moves major carload commodities including aggregates, automobiles, lumber, farm products, food and kindred products, machinery, pulp and paper, ethanol, bulk chemicals, stone, clay and glass with the speed of localized trucking.



**Florida East Coast**  
RAILWAY



## FLS Transportation Services, Inc.



**Domenic Di Girolamo**  
Chief Executive Officer

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



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

FLS understands the importance of providing reliable solutions, executing to plan, and achieving performance goals. Their focus

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

Services offered by FLS Transport include:

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

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

### FLS Technology

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

### FLS Transportation Services, Inc.

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

## Fortigo



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

**Mission**

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



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

(SaaS) model accelerating implementation time while reducing costs.

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

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

**Fortigo**

8310 N Capital of Texas Hwy  
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www.fortigo.com  
info@fortigo.com  
(866) 376-8884

**FORTIGO**

## GEODIS Wilson



**Michael Greco**  
Managing Director-U.S.

- International and Domestic Freight Forwarder
- 3PL Solutions Provider
- Global Logistics Solutions



Atlanta • Broomfield • Boston •  
Charlotte • Chicago • Colchester  
• Dallas • Detroit • Endicott •  
Houston • Los Angeles •  
Mechanicsburg • Memphis •  
Miami • Minneapolis • Newark •  
New York • Norfolk • Poughkeepsie



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www.geodiswilson.com/us



**W**ith 32,100 people and a global network, GEODIS is one of the world's largest logistics providers, ranking number four in its field in Europe. With a footprint in 66 countries, we have a strong presence in Europe, the Americas and the Asia Pacific region, with additional offices in the Middle East and Africa.

GEODIS Wilson is the freight forwarding division of Geodis Group. Its core business is customized airfreight and ocean freight solutions with a dedicated industry focus. Combined with value-added and information services, Geodis Wilson provides transport and logistics services on a global scale and helps clients enhance their business development worldwide.

#### Global Solutions

Your reputation and success depend on whether you receive or deliver your products on time and at a reasonable price from anywhere in the

world. You need a reliable and dedicated partner managing the delivery of your cargo via sea, air, or ground. You also need a partner with end-to-end logistics solutions able to turn your supply chain into a competitive advantage.

GEODIS Wilson can serve you with integrated supply chain solutions that combine the global reach and the personal touch you want from a logistics partner. We also ensure our solution is tailor-made to your requirements. You can expect more because we expect more from ourselves.

#### Domestic Services

Our vision is to become the growth partner of our clients, helping them succeed on a global and local scale via our extensive service portfolio and tailor-made solutions. Even with a vast global presence, we continue to improve and excel our local offerings, including domestic

air and ground transportation, reverse logistics, asset recovery, service parts, customs brokerage, compliance, export consolidations, warehousing and distribution, vendor management, and much more.

In addition, we specialize in project cargo, with teams dedicated to the specific needs of industries such as Oil & Gas, Nuclear and Power Generation, with a warehouse and staging area based in Houston, TX.

#### Industries Served

- Automotive
- Aviation & Aerospace
- Cruise Lines
- Fashion & Retail
- FMCG
- Hi-Tech
- Hotel and Resorts
- Industrial Manufacturing
- Oil and Gas
- Military & Defense Cargo
- Nuclear, Power Generation and Renewable Energy
- Pharmaceutical & Health
- Relief Cargo



## GP Desarrollos

**Fernando Fuentes Urbieto**

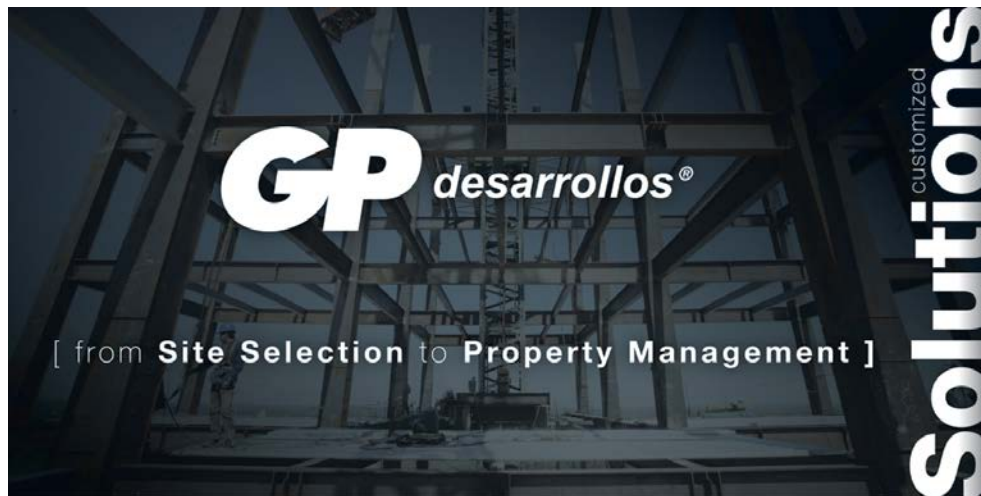
*GP Desarrollos Director*

### Services Portfolio:

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

### Product Portfolio:

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



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

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

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

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

### Competitive Advantages

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

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

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

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

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



### GP Desarrollos

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

## Gray Peaks, Inc.



**Tim Sensenig**  
Chairman

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

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

### Gray Peaks

Providing service to 200 countries globally

### Regional Headquarters

#### Americas

+1 919 844 7724

#### Asia Pacific

+65 3156 1002

#### Europe

+44(0) 7831 603330

#### Middle East & Africa

+ 97 155 242 1298

info@graypeaks.com

www.graypeaks.com



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

### Application System Design, Support and Maintenance

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

### ■ On-Demand Logistics Applications:

Cloud WMS and TMS applications that are cost-effective and deliver rapid time-to-value with quick deployment. Each solution is easy to personalize with self-service configuration to support multiple business processes.

### ■ Application Maintenance & Support:

Off-shore support for your applications, especially to outsource legacy applications that require significant maintenance effort and migration to your new platform.

### ■ Logistics Business Process Outsourcing:

Our transportation expertise off-shore also can provide business process outsourcing, such as invoice entry and matching, rate and tariff maintenance, and commercial invoice entry.

### Consulting Services

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

### ■ Transportation Strategy & Advisory:

Expertise in port logistics, free trade zones, network design, distributed order management and logistics process redesign; also warehouse layout design and distribution network optimization.

### ■ TMS Practice:

Extensive experience with major applications, such as Oracle Transportation Management (OTM) and JDA's i2 and expertise with Routing & Scheduling applications and Real-time Scheduling for home delivery, together with mobile and tracking systems. Our SaaS WMS and Cargo Warehouse solutions deliver rapid returns.

### ■ Customs & Compliance Practice:

We have deep knowledge of Freight Forwarding applications, Customs, Global Compliance, PO Management, tracking and visibility.



**GRAY PEAKS**  
DRIVEN TO DELIVER

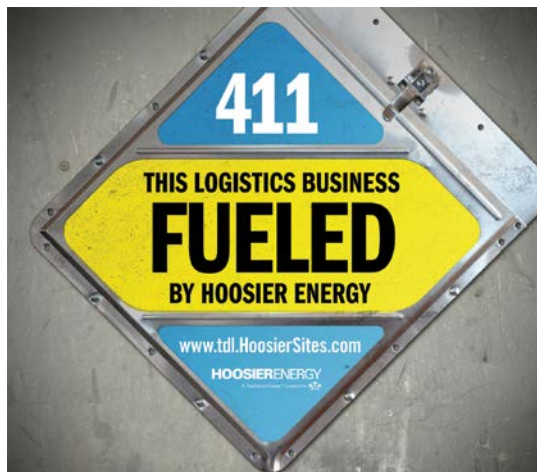
## Hoosier Energy



**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 2013 efforts, an estimated 1,245 new jobs and \$150 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



## Hub Group



**David P. Yeager**  
Chairman & CEO



**Mark Yeager**  
Vice Chairman,  
President & COO



We are Hub Group, a leading transportation management company. We provide comprehensive intermodal, highway and logistics services. We are a reliable and reputable \$3 billion publicly traded company with over 42 years of financial stability setting our foundation for success. Our goal is to implement strategic freight management plans that allow us to best serve each customer. We come equipped with an array of services that can be blended to meet each customer's needs.

#### INTERMODAL

Our asset-light Intermodal strategy is not only innovative, it's incredibly effective - a model that gives customers access to a fleet of 26,000 of our own 53-foot freight containers, and over 65,000 rail assets. This brings our customers the most flexible and reliable intermodal shipping service operating throughout North America.

#### TRUCK BROKERAGE

Hub Highway is one of the largest over-the-road brokers in North America. Our \$300 million Hub Highway brokerage business is fueled by a 22,000+ carrier base. Our highway division can provide a personalized plan - from a single load to innovative capacity solutions for special projects.

#### LOGISTICS

Unyson Logistics is an award-winning 3PL that specializes in customizing solutions to fit our clients' needs. We offer multi-modal capabilities that guarantee supply chain savings through our services, technology and expertise. Unyson deploys structured account management, continuous improvement programs and business intelligence that combines innovative reporting with cutting-edge dashboard technology.

#### DRAYAGE

Comtrak, Hub Group's drayage operation, is stronger than ever. 30 years strong in fact. Our services include intermodal drayage, international drayage and dedicated truck services. Our intermodal drayage footprint includes over 2,800 drivers with 28 terminals nationwide. We retain an in-house information technology staff that ensures Comtrak's technological edge.

#### MODE TRANSPORTATION

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



#### Hub Group

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



## HWC Logistics



**Mike Owens**  
*Chairman and CEO*

**Mission Statement**  
**Understand – Deliver – Improve**  
**Simple Words – A Defining Mission**

HWC Logistics is committed to understanding our customer's needs, delivering that need on time and accurately, and continuously improving the process to the benefit of our customers.

Business changes and evolves every day...so do we at HWC Logistics.

**HWC Logistics is your single source provider of Distribution, Warehousing, Transportation, Import & Export Services**

**HWC Logistics**  
**Corporate Headquarters:**  
**Atlanta**

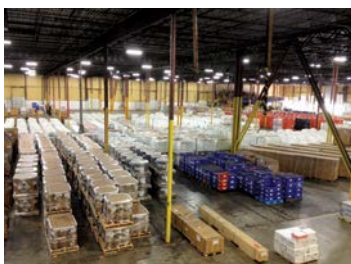
5300 Kennedy Rd.  
Forest Park, GA 30297-2502  
678-705-6002  
info@hwclogistics.com  
www.hwclogistics.com

**Savannah**

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

**Charlotte**

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



**Information System Highlights**

**WMS powered by 3PL Systems**

**TMS powered by Crown Systems**

**CFS powered by Cargo Manager**

- On-line Tracking
- 24/7 Web Access
- Inventory Management
- EDI Transfer
- Document Management
- Mobile Powered
- Detailed Reporting
- Electronic Notification

**History**

In 2014, HWC Logistics celebrates its 33nd year in business. Dedicated to providing quality and reliable service to our customers, our business is committed to being a powerful partner to all we serve. From our humble beginnings as a single courier to our vision today of being an integrated provider of distribution, warehousing, import, export and trucking services, we have continued to expand within the U.S. market.

**Logistics Services**

- Supply Chain Provider
  - Transportation
  - Information Technology
  - Assembly/Distribution
  - Inventory Management
  - Material Handling
  - Third party Logistics
- Distribution Warehousing
- Project Management
- Order Fulfillment Solution
- Reverse Logistics

**Facilities**

- Atlanta, Savannah & Charlotte
- 24 Hour Security/Fire Monitored
- EFSR Sprinkler System
- CCTV Surveillance
- C-TPAT Compliant
- TSA Compliant
- FDA Certified
- EPA Certified
- Hazmat Certified

**Warehouse Services**

- Container Freight Station
- Centralized Exam Station
- FDA Exam Station
- Ocean Import & Export
- Transloads
- Cross-Docking
- Heavy Lift
- Flat Rack
- Automobile Export
- Special Projects
- Value Added Services

**Transportation Services**

- Local Pickup & Delivery
- Full Truckload
- Flatbed
- Container Drayage
- Intermodal Rail Program
- Line Haul
- IPI Program
- Expedited Trucking
- Courier Services

**We Put Products In Motion**



# HWC LOGISTICS

# 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.

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

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

following certifications:

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

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

*HMM. On time. Online*



## Hyundai Merchant Marine

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



## Ingram Micro Logistics

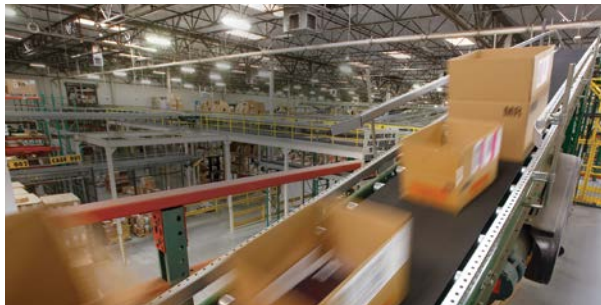


**Robert Gifford**

Senior Executive Vice President,  
Global Logistics

### IML Mission Statement:

To be an indispensable business partner who enables our customers to leverage our global scale, technology and experience to create end-to-end supply chain solutions that provide sustainable customer value.



**INGRAM  
MICRO**  
Partner Smart

Logistics

### Ingram Micro Logistics

Global Headquarters  
1600 East St Andrew Place  
Santa Ana, CA 92705  
(714) 382-4845  
IMLSales@ingrammicro.com

### For additional contacts outside of North America:

**Asia-Pacific:** (65) 6511-2888  
ext. 2840 or IMLogistics@  
ingrammicro-asia.com

**EMEA:** + 32 2 254 9911 or  
info@imlogistics-europe.com

### Latin America:

(305) 591-2014 or  
IMLSalesLatam@ingrammicro.com

**I**ngram Micro Logistics (IML) is a global third-party logistics (3PL) provider delivering the world's most scalable fulfillment solutions to a wide range of industry and product leaders. We develop and maintain partnerships that reduce supply-chain costs, create efficiencies and improve quality of service to create a competitive advantage for our clients. With our global network of more than 125 distribution centers and over 30 years of order management and fulfillment expertise, IML sets the standard for 3PL business solutions.

In North America, our Advanced Logistics Centers (ALCs) are strategically positioned to ensure compressed order fulfillment lead times and optimize inventory distribution, each offering customers a host of scalable and flexible value added services across the entire supply chain. With a dedicated team of professionals in the US and Canada, we will develop the right solution for your needs, then manage a process that will maximize value along your supply chain with high-quality,

cost-effective, time-definite delivery from end to end.

### Ingram Micro Logistics Services:

1. Supply Chain Analysis & Design
2. Forward Logistics and Inventory Management
3. Customer & Value Added Services
4. Transportation Management Services
5. Business Process Outsourcing
6. Reverse Logistics and ITAD

### Recent Acquisitions

Recent strategic acquisitions enhance our supply chain solutions for our customers:

**Shipwire:** A wholly-owned subsidiary of Ingram Micro, Shipwire provides a full suite of e-commerce supply chain services including pick-pack and ship fulfillment, integrated logistics management, automated order submission and connectivity with the industry's leading on-line shopping carts and e-commerce marketplaces. Shipwire offers e-commerce

customers fast and low-cost onboarding through its proprietary logistics platform, and uses "least-cost routing" to optimally pick, pack and ship the order to the buyer faster, and for less. For more information about Shipwire's services, visit: [www.Shipwire.com](http://www.Shipwire.com)

**CloudBlue:** A wholly-owned subsidiary of Ingram Micro, CloudBlue is a leading provider of Enterprise IT Asset Disposition, Onsite Data Destruction and e-Waste Recycling Services worldwide. Our services reduce the risk, cost and complexity associated with securely managing IT assets and consumer electronics throughout their lifecycle in compliance with environmental and data security regulations. We manage the entire asset chain-of-custody seamlessly to provide secure and sustainable reverse logistics solutions for over 1,000 customer organizations. For more information about CloudBlue's services, visit: [www.cloudblue.com](http://www.cloudblue.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
- DANTES Affiliated
- Listed in ACE Directory of Accredited Institutions of Postsecondary Education
- Accredited Member Distance Education and Training Council
- Approved for Veterans Benefits and Montgomery G.I. Bill & Post-9/11 Benefits
- Go Army Ed

- Defense Acquisition University (DAU)
- Certified Claims Professional – CCPAC
- Licensed, State of New Jersey
- DETC Recognized by US Secretary of Education
- Oldest Logistics Distance Learning School in the World!
- Recommended Credits generally transferable to 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.ilm.edu

## 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  
Lowell, AR 72745  
1-800-643-3622  
solutions@jbhunt.com  
www.jbhunt.com



### Our Services:

J.B. Hunt utilizes an integrated, multimodal approach to provide customer-oriented shipping solutions. Each solution is centered on delivering customer value and industry-leading service. An ongoing commitment to innovation and customer experience has most recently resulted in the launch of a cloud-based transportation management system allowing self-service shipment booking and optimization. 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 solution utilizes the most extensive rail network and the largest private container fleet, over 66,000 units, 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 Contract Services division offers design, development and execution of customer-specific fleet solutions. These dedicated designs are customized with guaranteed capacity, industry-leading service levels, optimum efficiency and cost-savings management.

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

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

■ **Specialized:** A variety of 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 need. For more information, visit [www.jbhunt.com](http://www.jbhunt.com).



# Jacksonville Port Authority (JAXPORT)



**Brian Taylor**  
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.



## Jacksonville Port Authority (JAXPORT)

Marketing & Sales Department  
2831 Talleyrand Avenue  
Jacksonville, FL 32206-0005  
Toll-free: 1-800-874-8050  
Phone: 904-357-3030  
Fax: 904-357-3066  
info@jaxport.com  
www.jaxport.com  
LinkedIn: The Jacksonville Port Authority  
Twitter: @JAXPORT  
Facebook.com/JacksonvillePortAuthority  
YouTube.com/JAXPORT  
Flickr.com/JAXPORT



## About JAXPORT

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

JAXPORT and its maritime partners handle containerized cargo, automobiles, recreational boats and construction equipment (Ro/Ro), dry and liquid bulks, breakbulk commodities, and oversized and specialty cargoes. JAXPORT's three marine terminals handled a total of 8.2 million tons of cargo and more than 600,000 vehicles in 2012, making JAXPORT one of the largest import and export automobile centers in the United States.

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

## Intermodal Connectivity

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

More than 55 million consumers are within an 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. In addition to Jacksonville's two Class I railroads — Jacksonville-based CSX Corporation and Norfolk Southern — and one regional railroad, Florida East Coast Railway, JAXPORT's terminals offer on-dock and near-dock rail access.

## The Shift to JAXPORT

With the ability to serve as a hub for inbound and outbound cargo and for distribution of goods throughout the U.S. Southeast and beyond, it is little wonder that Jacksonville is developing a reputation as America's Logistics Center.

## Why businesses are shifting their supply chains through JAXPORT

- Superior customer service
- Skilled, diversified labor
- Direct connections to the world's largest ports
- Services from 17 of the top 20 global ocean carriers
- Savings from internationally ranked Foreign Trade Zone #64
- Access to 60 million U.S. consumers within a one-day truck 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) Marketing and Sales office at toll-free 1-800-874-8050 or (904) 357-3030, or email us at [info@jaxport.com](mailto:info@jaxport.com).

## Joplin Regional Partnership



**Kevin Welch**  
Director

### Welcome to the Joplin Region!

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



### Joplin Regional Partnership

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.

## Kane is Able, Inc.



**Pete Westermann**  
*President and CEO*

KANE (Kane Is Able) is a third-party logistics provider that makes retail supply chains more efficient. KANE's nationwide distribution solution includes integrated distribution, packaging, workforce management and transportation solutions specifically designed to meet the needs of consumer goods manufacturers and their retail customers.



**Smarter  
Ways to  
Get Consumer  
Goods  
to Market**

**K**ane's business is making retail and grocery supply chains more efficient. So your biggest challenges – inventory management, promotion support, routing guide compliance, multi-channel distribution – are our bread and butter. KANE's core logistics services are tightly integrated to give you a single-source solution, nationwide.

### Distribution



Dedicated and multi-client facilities. Ambient and temperature-controlled space. Bulk and pick/pack fulfillment. Sophisticated workforce management solution improves performance while reducing labor costs 10%-20%.

### Packaging



Final packaging services include simple kitting and POP assembly to high-speed, automated packaging. By performing packaging in the DC, KANE customers have reduced supply chain costs 30% and cut 7 days off delivery cycle time.

### Transportation



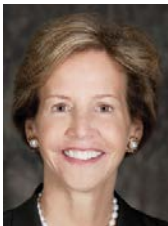
Combined asset and non-asset solutions for ambient, chilled and frozen deliveries. KANE serves many small and mid-sized shippers who co-locate inventory at a KANE DC and share truck space to reduce the cost and carbon impact of final mile delivery.



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



## Kenco



**Jane Kennedy Greene**  
Chairwoman & CEO

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



**K**enco is the largest woman-owned third-party logistics company in the United States. We provide integrated logistics solutions that include distribution and fulfillment, comprehensive transportation management, material handling services, real estate management, and information technology—all engineered for Operational Excellence.

Privately-held and financially strong, we take our corporate responsibility seriously by engaging in ethical, honest, and sustainable business practices. Our agility, customer dedication, and common sense solutions drive uncommon value.

By leveraging the strengths of our five operating companies, we engineer innovative solutions that provide tangible value. Our companies are committed to providing the highest level of quality, service, and continuous improvement in the following areas:

#### Distribution and Fulfillment

Kenco operates over 30 million square feet of warehouse space across North America. We perform services that go far beyond the receiving and storage of freight. Some of these value-added services

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

#### Transportation Management

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

transportation management systems.

#### Material Handling Solutions

Kenco has been providing material handling equipment (MHE) and maintenance services for over 47 years. In addition to regional forklift dealerships, Kenco has the ability to provide on-site technicians that perform preventative maintenance and repairs. This service can substantially reduce equipment downtime and maintenance costs. We also offer a fleet strategy service that tracks and reports MHE data to allow management to make more informed equipment decisions.

#### Real Estate Management

JDK Real Estate is known for optimum site selection and rate negotiation power. We leverage our partnerships with internationally known real estate firms to provide a "one-stop shop" capable of managing the real estate process from beginning to end. We can locate an existing site or build-to-suit, and customize, equip, and manage the facility.

Through our Women's Business Enterprise National Council (WBENC) certification, Kenco fulfills a unique market niche by offering high-quality and comprehensive services on a large scale while allowing customers to meet supplier diversity goals.



#### Kenco

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

# Kentucky Cabinet for Economic Development



**Larry Hayes**  
Secretary

## Mission Statement:

The Kentucky Cabinet for Economic Development is the primary state agency in the Commonwealth responsible for encouraging job creation and retention, as well as new business investment in the state. The Cabinet is committed to enabling the success and growth of Kentucky's existing businesses, attracting new businesses to Kentucky and facilitating the start-up of small business ventures by consistently providing outstanding service, programs and results that exceed expectations.

## Kentucky Cabinet for Economic Development

Old Capitol Annex  
300 W. Broadway  
Frankfort, KY 40601  
Toll-free: 800-626-2930  
Phone: 502-564-7140  
Fax: 502-564-3256  
Email: econdev@ky.gov  
www.ThinkKentucky.com  
Facebook: ThinkKentucky  
Twitter: @ThinkKentucky



## Kentucky delivers the whole package

With excellent air, highway, rail and river assets, Kentucky is an important link in the world's distribution chain. Located at the center of a 34-state distribution area, Kentucky's location advantages facilitate the distribution of goods and materials to a massive industrial and consumer market.

## Global cargo hubs create distribution mecca

Kentucky has two major air-cargo delivery hubs operated by DHL and UPS. Their presence gives Kentucky a lot more than jobs. They serve as a catalyst for dozens of other technology and logistics-based companies to locate or expand operations in Kentucky. Companies know they'll have easy access to shipping to the worldwide marketplace.

UPS' Worldport at Louisville International Airport is the largest fully automated package-handling facility in the world. The operation turns more than 130 aircraft daily, processing an average of 1.5 million packages a day. UPS chose to locate Worldport, its global logistics hub, in Louisville based on several

important factors, including proximity to population centers, the airport's strong record for staying open in inclement weather, the community's quality of life, and the willingness of city and state government to work together.

DHL's U.S. hub at Cincinnati/Northern Kentucky International Airport (CVG) in Northern Kentucky handles about 90 percent of the DHL shipments that enter the United States. DHL Express U.S. specializes exclusively in international shipping for importers and exporters, employing more than 2,000 workers at CVG, where 78 flights operate daily, connecting shipments across the United States and around the globe. DHL is currently undergoing a major expansion, including the addition of a new sorting facility and upgrades to its existing 520,000-square-foot facility.

## Rivers, Roads, Rail

With ports on the east and west coasts getting more and more congested, many international shippers are looking for alternative routes into – and out of – America's heartland. Kentucky provides that alternative.

Kentucky has about 1,100 miles of commercially navigable waterways, providing an expedient two-way route between inland markets and major ports on the Gulf of Mexico. The Ohio River alone flows 664 miles along the northern border of Kentucky. Seven public riverports operate facilities at Henderson, Hickman, Louisville, Lyon County, Owensboro, Paducah and Wurtland.

Back on land, Kentucky is served by an exceptional highway system that includes Interstates 24, 65, 75, 64, 71 and 69, four interstate bypass loops, and a network of limited-access state parkways.

Numerous railroads also serve Kentucky with 2,760 miles of track, including 2,299 miles of Class I track. Railroads operating in the state include CSX, Norfolk Southern, Canadian National Railway Company, and the Paducah and Louisville Railway. The state also offers regional and local distribution networks of shortline railroads and intermodal freight facilities.

By highway, river, rail, or air, Kentucky offers unique advantages for transportation, distribution, and export, and provides new opportunities for capitalizing on North American markets and global trade. It's easy to see why so many companies have already chosen the Bluegrass State for their global transportation needs.



## Labelmaster



**Alan Schoen**  
President

### Mission Statement

To be every organizations' trusted advisor and first choice on their journey to comply with Dangerous Goods transportation regulations in ensuring our roads, airways, waterways and work places are safer for the people using them. We do this by providing continued innovation in products, services, software, solutions, regulatory expertise & customer service when companies need to navigate both simple and complex Dangerous Goods issues.

### Labelmaster

5724 N. Pulaski Rd.  
Chicago, IL 60646  
800-621-5808  
[www.labelmaster.com](http://www.labelmaster.com)  
[blog.labelmaster.com/](http://blog.labelmaster.com/)



**F**or nearly 50 years, Labelmaster has supported companies with the safe and efficient transportation of dangerous goods and hazardous materials. Labelmaster offers customers a complete dangerous goods solution, from labels and packaging, to software and services.

Rules required for shipping dangerous goods are complex and constantly changing. These regulations differ depending on

- The mode of transport (i.e. air, rail, highway, and water)
- The origin and destination location
- The carrier transporting the goods.

Labelmaster specializes in understanding these regulations and applying them to help our customers solve their toughest dangerous goods logistics challenges.

### Labelmaster Products

Labelmaster offers over 40,000 products including labels, placards, UN packaging, regulatory books, spill control, safety, and other warehouse supplies. Labelmaster can also develop custom labels, packaging, and kit solutions for individualized corporate needs.

### Labelmaster Software

Labelmaster Software provides innovative IT solutions designed to help businesses expedite dangerous goods shipments while reducing the risks in DG document preparation. Labelmaster Software offers a range of local- and cloud-based dangerous goods software, including its best-in-class Dangerous Goods Information System (DGIS), a comprehensive software-as-a-service dangerous goods shipping solution.

### Labelmaster Services

With 167 years of combined dangerous goods experience, the Labelmaster Services team brings not only regulatory expertise, but the operational experience to help companies customize solutions for their unique business needs. Labelmaster Services can support a range of needs, including facility audits, policy and procedure development, training development, program management; hotline support, penalty remediation, and special permit applications.

# LABELMASTER®



## Landstar System, Inc.



**Henry Gerken**  
Chairman, President & CEO

Landstar System, Inc. is a worldwide asset-light provider of integrated transportation management solutions delivering safe, specialized transportation logistics services to a broad range of customers utilizing a network of agents, third-party capacity owners and employees.



### Landstar

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Jacksonville, FL 32003  
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www.landstar.com  
Twitter: @LandstarNow  
facebook.com/LandstarAgents

### One Contact, Multiple Solutions

#### *Landstar's Global & Domestic Transportation Logistics Services:*

##### ■ Truckload/LTL

- 8,200 power units operated by Landstar business capacity owners
- 14,000 pieces of trailing equipment
- Approximately 25,000 other approved third-party truck capacity providers

##### ■ Heavy Haul/Specialized

- Access to 1,700 stepdecks and 1,400 flatbed trailers
- One of the industry's largest selections

##### ■ Expedited Ground

- Cargo vans, straight trucks and tractor-trailers

##### ■ Air

- North American services
- International air express/air cargo/air charter

##### ■ Rail Intermodal

- Contracts with major railroad transport and stack train operators
- Competitive pricing on U.S. door-to-door service
- Service into Canada and Mexico

##### ■ Ocean Freight Forwarding

- Import/Export
- Full and Less-than-container loads
- Licensed NVOCC
- Licensed customs brokers
- Over-dimensional breakbulk

##### ■ Transportation

#### **Management Solutions**

- Shipment optimization
- Shipment visibility
- Coordination of bidding, scheduling, shipping, tracking, invoicing and reporting
- Outsourced logistics management

*Transportation Management Solutions from a single point of contact, with the resources and services to get your freight moved.*

Solutions@landstar.com  
877-696-4507  
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.



Since 2000, Lane Balance Systems has provided high quality transportation services to a continually growing list of prestigious customers. We work with our customers to create and build custom applications to solve challenges and improve the efficiency of their transportation network.

With an emphasis on understanding our customers' business needs and challenges, we consistently deliver quality solutions and exceptional customer service and support. With Lane Balance Systems, you're more than just a customer. You're a collaborative partner with an organization committed to quality, excellence and success.

### Lane Balance Services:

#### Shipment Management Center (SMC)

- Inbound, outbound and third party transportation management
- 24/7/365 Customer Service Call Center
- Web-based Transportation Management System (TMS)
- Shipment tracking and tracing
- Location profile management
- Code Logic validations
- Shipment rating and routing
- Manual and EDI 214 statuses
- Freight scheduling tool
- Bar-coded Packing List & Shipping Label

- Enforcement of routing guide compliance
- Reporting shipment history
- On-line access with visibility to all shipments

#### Carrier Management

- All modes (TL, LTL, Expedite, Intermodal and International)
- Rate negotiation
- Contract construction and negotiation
- Carrier metrics reporting
- Carrier Performance Management
- Carrier Billing Management

#### Freight Claim Filing and Management Services

- Easy-to-use web entry claim filing
- Claim number cross-referenced to carrier's claim number and client's reference number on all submitted claims
- Visibility to all freight claims activity
- 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

#### Information Services

- 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

#### 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

#### Trucking Services

- Provide immediate truckload capacity utilizing asset-based equipment and 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 – Your true collaborative partner.*

### Lane Balance Systems

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www.lanebalance.com



## LeanLogistics



**Dan Dershem**  
*President*



### LeanLogistics

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[linkedin.com/company/  
leanlogistics](https://linkedin.com/company/leanlogistics)

[youtube.com/leanlogisticsinc](https://youtube.com/leanlogisticsinc)

**L**eanLogistics is a global solutions provider of transportation management system (TMS) applications and supply chain services enabled by the industry's largest transportation network. The LeanLogistics Transportation Network empowers shippers, carriers and other participating members to reduce costs, improve services and gain complete visibility.

Used by many Fortune 1000 companies, LeanLogistics LeanTMS® delivers complete transportation planning, execution, settlement and procurement, as well as

supply chain visibility and business intelligence, to improve business processes, increase efficiency and reduce costs. For outsourced transportation solutions, LeanLogistics offers Managed Transportation Services, GreenLanes™ and Managed Procurement Services that leverage the data intelligence of the transportation network

with best practices and transportation expertise to ensure clients receive maximum value.

LeanLogistics is headquartered in Holland, Michigan, and is part of Brambles Limited. For additional information, visit [www.LeanLogistics.com](http://www.LeanLogistics.com) or call 877.828.5861.





## LEGACY Supply Chain Services



**Ron Cain**

Chairman & CEO

### Mission:

LEGACY Supply Chain Services is a supply chain solutions provider that increases performance by instilling leadership at every level of the supply chain and creating a culture that delivers results.



LEGACY Supply Chain Services is a third-party logistics provider with over 38 years of supply chain experience. Our expanded North American distribution footprint includes over 6,000,000 square feet of dedicated and multi-client space in 50 locations across 19 states and 3 Canadian provinces.

### The LEGACY Advantage

Just like other logistics providers, we recognize design, technology, and infrastructure as integral parts of every supply chain. And we have the Tier 1 Technology and supply chain engineering, buildings, and contracts to prove it. What distinguishes us in the 3PL industry is our values-based LEGACY culture. We develop our people to be more than excellent supply chain professionals – we invest in their development as leaders who make a difference in the lives of co-workers, customers, and their local communities.

### Values-Based Culture Drives Supply Chain Performance

Through our proprietary cultural development model, LEGACY helps clients increase supply chain performance. Aligning employees with core values, and intentionally developing the right culture drives employee engagement, reduction of waste, increased productivity and ultimately decreased costs. Our leadership culture is the engine that drives high-touch personal service and sustainable performance for our clients, year over year.

### Full-service Solutions and High-touch Service

We specialize in providing customized supply chain solutions to several vertical markets including Consumer Goods, Technology, Industrial Manufacturing, Retail, Food & Beverage, Aftermarket Automotive, Life Sciences, and Government.

- **Warehousing & Distribution:** Dedicated contract and multi-client facilities, business-to-business and direct-to-consumer fulfillment models, Tier 1 WMS capabilities, and labor optimization
- **International Transportation:** Import & export freight forwarding, air cargo, NVOCC ocean freight, foreign-to-foreign services, project cargo, global agent network, and Tier 1 international TMS
- **North American Transportation:** LTL & full truckload brokerage, dedicated contract carriage, rail & intermodal, expedited services, specialized & project, last mile & white glove, and Tier 1 TMS
- **Customs & Compliance:** U.S. Customs brokerage, foreign entry services, compliance support, full documentation services, and foreign trade zone
- **And Everything to Add Value in Between:** Transportation analysis & planning, supply chain design, value-added services, and customized supply chain technology

Our full-service solutions and high-touch service make LEGACY one of the Top 3PLs in North America. To learn more, visit [www.LEGACYscs.com](http://www.LEGACYscs.com) or call 800.361.5028 ext. 6.

### LEGACY Supply Chain Services

99 Bow Street, Ste. 100E  
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[www.LEGACYscs.com](http://www.LEGACYscs.com)



**LEGACY**  
SUPPLY CHAIN SERVICES  
*Performance Driven*

## Leggett & Platt

Leggett & Platt offers global coverage with offices in:

- Chicago, IL, USA
- Carthage, MO, USA
- Conover, NC, USA
- Fontana, CA, USA
- San Bernardino, CA, USA
- Shanghai, China
- Hong Kong, China
- Nuremberg, Germany



### Speed...Visibility...Value

The Global Supply Chain Solutions group is a continuation of the diversity that has made Leggett & Platt the company it is today. Industry leaders in Domestic and International Supply Chain operations have been brought together to offer 3PL solutions to external customers. This group leverages all of its experience and buying power to become a true 3PL Partner with our customers.

Leggett & Platt®, which pioneered sleep technology when it introduced its bedspring more than 130 years ago, is an S&P 500 diversified

manufacturer. Serving a broad suite of customers that comprise a "Who's Who" of U.S. companies, Leggett & Platt conceives, designs, and produces a diverse array of products that can be found in most homes, offices, and vehicles. Founded in 1883, the company is made up of 20 business units, 18,000 employee-partners, and 130 facilities in 18 countries. Leggett & Platt continues to infuse its products with its trademark innovation, helping customers enjoy more comfortable lives.

### Domestic Logistics Services

- Asset fleet
- Truckload & LTL
- Intermodal

### 3PL Warehousing & Distribution

- National distribution for B2C and B2B
- High-volume pick-and-pack
- Powerful RF enabled WMS platform
- Flexible storage capacity
- World-class logistics operation
- Strategically located in Southern California
- Consolidation, transload, light assembly, and distribution services
- Online, real-time order status, and inventory level updates

### E-Fulfillment

- Highly automated, high-speed sortation system
- Warehouse management system can accept orders in any format
- Integrated with UPS, FedEx, and all major 3rd party shippers

### International Services

- Import/export and point-to-point ocean FCL services
- Less-than-Container Load (LCL)
- Air freight handling
- Origin/destination handling services
- Customs brokerage solutions

### LPSEA

- Leggett & Platt Shippers Association
- Non-Profit
- Leverage our buying power



### Leggett & Platt Global Supply Chain Solutions

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San Bernardino, CA 92410  
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www.leggett3PL.com

## LMS Logistics



**Dennis Schoemehl**  
CEO

### Mission Statement

Enabling manufacturers, wholesalers and retailers to gain competitive advantages through optimal transportation management, LMS offers advanced technology and results-oriented services that help shippers improve their safety, service and financial performance.



**RESPONSIBLE CARE**  
OUR COMMITMENT TO SUSTAINABILITY



### LMS Logistics

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Saint Louis, MO, 63141  
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solutions@lmslogistics.com  
www.lmslogistics.com

### Supply Chain Solutions

LMS offers customized outsourcing solutions for shippers looking to gain competitive advantages through transportation management. Whether you are looking to outsource your entire supply chain operations, or simply augment a transportation staff, LMS can customize a solution to meet your operational objectives. Unlike other providers, LMS does not offer fixed service and technology options. Instead, we use a combination of offerings that best addresses client objectives. We never recommend unnecessary technology or services, and our stringent performance tracking ensures we deliver bottom-line results and continuously seek opportunities for performance improvements.

### Transportation Technology Solutions

LMS' proprietary transportation management

system, TOTAL, is a Web-native system that draws on LMS' dual expertise in transportation management and Internet technology. Unlike other TMS products, TOTAL does not require a large investment or lengthy implementation period. It yields measurable results to deliver a quick ROI – usually in less than 90 days.

The system is available in an on-demand (ASP) format or as part of an outsourced offering wherein LMS transportation planners use TOTAL to direct and manage shipping operations. A modular system, TOTAL offers numerous components that are designed to operate autonomously or collectively for a complete transportation management package. Each component seamlessly integrates with existing TMS, WMS and ERP systems.

Many companies, including BASF, Monsanto, and Johnson

& Johnson, rely on TOTAL to maximize their freight operations.

### Intermodal and Brokerage Solutions

LMS, a non-asset-based provider and IMC, leverages substantial buying power, vast carrier and rail networks and Web-based technology to ensure your freight moves in the safest, most efficient and most economical means possible. Through LMS, you can meet your customers' expectations while reducing transportation costs and gaining visibility to your shipments.





## Lynden



**Jim Jansen**  
*Chairman*

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

Lynden began with a clear mission: put the customer first, deliver quality, and be the best at what you do.

Today, Lynden's service area has grown to include Alaska, Washington, Western Canada, with additional service extending throughout the United States and internationally, via land, sea and air. Our mission remains the same. Complex transportation problems can be solved in the hands of the right people, with the right tools and the right experience.

### Lynden

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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 Buxton**  
President

### What if...

- Your supply chain partner provided dedicated resources that could serve as an extension of your existing team?
- You could infuse and automate supply chain best practices throughout your organization improving efficiency and reducing costs?
- You had a supply chain partner that allowed your business to grow without having to scale your supply chain expenses proportionally?

### LynnCo's Solutions Include:

- Supplier Accountability
- Supply Chain Optimization
- Transportation Procurement
- Transportation Management
- Financial Services
- Supply Chain Analytics
- Supply Chain Compliance
- Lean Logistics



### LynnCo Supply Chain Solutions Inc.

2448 East 81st Street  
Suite 2600  
Tulsa, OK 74137  
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[www.LynnCo-SCS.com](http://www.LynnCo-SCS.com)



LynnCo works collaboratively with mid-market and emerging companies to help improve supply chain performance. From supplier and transportation management to financial services and operating best-practices, we create a predictable supply chain while lowering costs. Optimizing supply chain performance can be complicated, but managing it doesn't have to be. Our concierge-style service and expert resources drive the entire supply chain optimization process and deliver comprehensive, dynamic, and completely tailored solutions that fit our clients' unique needs.

By looking beyond the problem to find the root cause, LynnCo offers a truly distinctive approach to Supply Chain improvement.

### CONFIGURE | Proactive Visibility

Our engineered approach to supply chain configuration

puts LynnCo's performance optimization methodologies to work for our clients, before the first order is placed and shipment is moved.

### PLAN | Strategic Analytics

LynnCo's supply chain business intelligence gives clients the ability to address gaps between a plan and its actual performance. Our analytics and scorecarding methods aid in gaining control over unexpected events and hidden risks that threaten service and costing levels.

### EXECUTE | Predictable Results

LynnCo deploys expert resources to help with the heavy lifting. With a high

level of precision, control and visibility, LynnCo lends the support needed to keep partners compliant, landed costs down, and end customers satisfied.

Too often companies look to short-lived solutions, like negotiating lower freight rates or implementing lean methods that are transportation focused, only to find that in the end, these solutions fall short of expectations – yielding less-than-optimal supply chain performance.

Let LynnCo look deeper into your supply chain efficiency today, visit [www.lynnco-scs.com](http://www.lynnco-scs.com) or call 866.872.3264.





# Maryland Port Administration



**James J. White**  
Executive Director

## Mission Statement:

The Maryland Port Administration (MPA) oversees and manages the six public marine terminals of the Port of Baltimore. It is tasked to stimulate the flow of waterborne commerce through the State of Maryland in a manner that provides economic benefit to Maryland citizens. The MPA directly markets, promotes, and facilitates trade through the Port of Baltimore while supporting both public and private Port facilities. The Port of Baltimore annually generates about 16,700 direct jobs and nearly \$400 million in taxes.



## Maryland Port Administration

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



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

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

50-foot container berth that is ready to welcome the world’s largest ships today.

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

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

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

port hosts a variety of global shippers and is less vulnerable to precipitous drops in niche trades.

The MPA operates six public terminals:

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



## Matson



**Matt Cox**  
President and CEO

**Mission Statement:**

To move freight better than anyone.



**A** leader in Pacific shipping, Matson's ocean transportation service is recognized for its industry leading on-time arrival performance and award-winning customer service. Its diversified fleet features four newly-built containerships, as well as combination container and roll-on, roll-off vessels and specially designed container barges. Matson's ships and assets are U.S.-built, U.S.-crewed and U.S.-operated, which provide significant advantages in the integrated trade lanes of the company's operations.

Serving Hawaii continuously since 1882, Matson is uniquely experienced in carrying the wide range of commodities needed to support island economies. Matson provides a vital lifeline to the island economies of Hawaii, Guam, Micronesia and select South Pacific islands, and is a key component of the distribution systems for island businesses, allowing customers to rely on the company's dependable

vessel schedules to continually replenish inventories.

Matson's China-Long Beach Express has established a strong reputation in the Transpacific trade for reliable, expedited service from Xiamen, Ningbo and Shanghai to Long Beach, consistently delivering the best transit times in the trade and offering next day cargo availability on the West Coast.

All of Matson's Pacific services are further enhanced by the vast transportation network of the company's subsidiary, Matson Logistics. Matson Logistics is a leading provider of multimodal transportation services to the North American market, including domestic and international rail intermodal service, long haul and regional highway brokerage, supply chain services and LTL transportation services, as well as third-party logistics services that encompass warehousing, distribution, and international freight forwarding.

Matson Logistics serves a

broad range of customers and industries with customized transportation solutions and award-winning service.

Contact Matson Logistics for all of your logistics needs:

- Domestic rail intermodal service
- International rail intermodal service
- Long haul and regional highway truckload service
- LTL transportation
- Specialized hauling, flatbed and project work
- Dedicated and seasonal warehousing and distribution
- Transloading, cross-dock services, and value-added packaging services
- Network analysis and freight management services
- End-to-end supply chain services

At Matson, customer satisfaction is our top priority. We're firmly committed to providing our customers with industry-leading service wherever their transportation needs take them.

**Matson**®

**Matson**

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

## MD Logistics



**Mark Sell**

*President and Co-Founder*

### Our Mission:

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



### MD Logistics

1301 Perry Rd.  
Plainfield, IN 46235  
+1 317-838-8900  
info@mdlogistics.com  
www.mdlogistics.com

Reno Office:  
12125 Moya Blvd  
Reno, NV 89506



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

### Life Sciences and Pharmaceuticals

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

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

### Retail & Consumer Goods

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

### Transportation Services

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

## MercuryGate International, Inc.



**Monica Wooden**  
CEO

MercuryGate's vision is to be the highest quality and most robust Transportation Management System available at an affordable price. MercuryGate will be the premier TMS for logistics service providers, shippers, freight forwarders, and domestic freight brokers of all sizes.

Our focus is customer satisfaction through product perfection. With our unparalleled architecture, we will deliver a world-class single platform TMS for every mode, around the world.



**M**ercuryGate delivers end-to-end transportation solutions that allow shippers and logistics service providers to create an optimal transportation plan, execute 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 other business systems. The solution is highly scalable and configurable to the unique requirements of a wide variety of customers.

MercuryGate's TMS finds ROI and profits hidden in transportation operations with capabilities that include:

- Inbound, outbound and

multi-leg optimization and visibility across all modes: Parcel, LTL, TL, Rail, Air, Ocean, and Intermodal

- Management of global multi-leg movements and electronic filings of SED's and 10+2 data with US Customs

- Coordination with carriers, vendors and clients using the application's web portals, EDI and email

- The 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

- Support of flexible business models to manage profitability (i.e. buy/sell rates,

management fees and gain-share models)

- Consolidation and optimization of moves across customers or business units while allocating all transportation costs based on configurable rule sets

- Carrier data management (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 control tower visibility with decision support tools to mine information and provide operational, tactical and strategic reporting

- Un-paralleled abilities to quickly on-board new clients and configure unique business processes—and adapt these processes as clients change.



**MercuryGate  
International, Inc.**

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facebook.com/MercuryGate  
linkedin.com/company/  
mercurygate-international



**MHI****The Industry that Makes Supply Chains Work**

**George W. Prest**  
CEO

**Mission**

To deliver exceptional value to our Member companies, their customers and other industry constituents in order to promote the growth and prosperity of their organizations and our industry.



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

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

■ Sponsor of the industry-leading ProMat and MODEX events

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

**MHI Snapshot**

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

**MHI™**

THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK™

**MHI**

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Charlotte, NC 28217  
Phone: 704.676.1190  
Fax: 704.676.1199  
[www.mhi.org](http://www.mhi.org)

# National Shippers Strategic Transportation Council (NASSTRAC)



## Where Shippers Learn, Advocate, and Connect

### About Us:

Whether you manage freight moving via truckload, LTL, rail, ocean or air, you'll find value in belonging to NASSTRAC. The National Shippers Strategic Transportation Council (NASSTRAC) has been providing education, advocacy, and provider relations opportunities since 1952.

As a member of this industry association, you become part of a community where transportation and logistics professionals across diverse industries turn to advance their careers. NASSTRAC equips its members with:

- The latest information to stay current and competitive within the industry
- Educational opportunities to deepen expertise in the field
- A voice with other companies to help stop burdensome laws and regulations
- Provider relationships in

a market that is tight on capacity

### Transportation: What We're About

NASSTRAC is the premiere resource for finding solutions, best practices, information, and industry connections.

As a member, you'll benefit in these key areas:

- **Education.** Through various conferences, regional meetings, and online webcasts, you'll remain productive, improve your skills, and increase your knowledge of the industry.
- **Advocacy.** Join the voices of other companies with a common goal: To stop burdensome laws and regulations that impede productivity and increase the delivered cost of goods. For more information on NASSTRAC's advocacy initiatives, visit [www.FreightAdvocacy.org](http://www.FreightAdvocacy.org).
- **Connections.** Build your industry network and

critical relationships with transportation decision-makers, carriers and providers of logistics services.

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

### Who Belongs?

NASSTRAC serves freight decision-makers who are mid- to upper-level management, from manager or director of transportation to VP of logistics or supply chain management. Many industries are represented, including retail, manufacturing, food and beverage, consumer goods, pharmaceutical, and chemical.

### Join Us!

Join NASSTRAC today! – We're a leader in education, an advocate in Washington, D.C., and your connection to the industry.

For more information, visit us online: [www.NASSTRAC.org](http://www.NASSTRAC.org) or contact the NASSTRAC headquarters at (202) 367-1174.



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Washington DC 20036  
Voice: 202-367-1174  
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## Netwin Solutions



**Anand Raghavendran**  
President and CEO

*"At Netwin Solutions, we believe in strong, healthy partnerships. We are in constant touch with our clients and work alongside them to help boost their global trade management efficiencies, compliance and partnerships, often also helping to make a difference in their bottom lines." – Anand Raghavendran, President and CEO*

### Mission Statement: The Customer Comes First.

To empower our customers to manage efficient logistics and customs operations through robust, easy-to-use global trade management solutions and outstanding support.

To be our customers' "Partners in Success."

*"We like working with GTKonnect because they are always willing to work with us to meet our needs. GTKonnect allows us to input, send and receive information from any customer site. We can log in to the system from wherever we are, making it very convenient and easy to collaborate." – Ryan K. Rodgers, Director of Global Consulting Services, Centrx*



### About Netwin Solutions and GTKonnect

A leader in global trade management, Netwin Solutions, Inc. draws on over 20 years of helping customers to ensure efficient logistics and customs operations. The company specializes in collaborating with certified compliance brokers, import managers and international trade managers to help retail, manufacturing, electronics, food/beverage, and other companies with flexible solutions to meet their global trade management needs.

Netwin Solutions' custom, state-of-the-art GTKonnect suite of global trade management software is designed to support the needs of self-filing importers/exporters and service providers to improve operational efficiencies through automation, integration and collaboration. Flexible solutions help customers to simplify the process of managing imports, exports and trade agreements.

Specific areas Netwin Solutions' technologies address include:

- ISF
- PO and Invoice Entry
- Trade Data Manager (Parts Master)

- Global Security Programs (C-TPAT)
- FTZ
- Trade Program Management
- Imports
- Denied Party Screening
- Exports
- Post Entry Management
- Protest
- Drawback
- Reconciliation
- Supply Chain Partner Management

In addition to being modular and flexible, Netwin Solutions' GTKonnect software offers:

- Hybrid models to support responsibilities of both importers/exporters as well as those of service providers.
- In-house hosting or cloud based options.
- Intuitive, user-friendly screens, minimizing training and enabling easy collaboration.
- Defaults and validations, eliminating the need for data entry in specified areas.
- Notifications and alerts, giving users complete, instant visibility.
- Dynamic reporting based on user-defined parameters.
- Easy integration with external applications.
- Layered security and restrictions throughout.

Netwin Solutions software is backed by its quality IT

consulting services. Clients also have access to its global trade database.

Clients include DHL, UTi Worldwide, Boeing, Skechers, Meijer, Mitsui, Alcoa, Molex, Johnson & Johnson, Wheat Group, Mattel Inc., Mitsubishi Motors North America, Volkswagen of America, Subaru of America.

The company has offices in Irvine, California, Hyderabad and Chennai, India. For a free consulting session on your global trade needs, email or call to speak directly to an expert.



### Netwin Solutions

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sales@netwinsolutions.com  
www.gtkonnect.com  
Twitter: @GTKonnect  
Facebook: GTKonnect  
LinkedIn: Netwin Solutions, Inc.



## Network Global Logistics



**Scott Riddle**  
President & CEO

### Corporate Mission:

While setting the highest quality standards in the industry we aim to develop long lasting partnerships with our customers by offering business solutions that are flexible, exceed expectations, provide value and create peace of mind.



### Network Global Logistics

320 Interlocken Parkway  
Ste. 100  
Broomfield, CO 80021  
1-866-938-1809  
[www.nglog.com](http://www.nglog.com)  
[twitter.com/NG\\_Log](https://twitter.com/NG_Log)  
[facebook.com/Network.Global](https://facebook.com/Network.Global)  
[www.linkedin.com/company/network-global-logistics](https://www.linkedin.com/company/network-global-logistics)

**N**etwork Global Logistics is a specialized third party logistics provider who moves rapidly and makes the impossible, possible. We provide end-to-end global supply chain solutions with core areas of focus in mission critical transportation services, including next flight out and same day service, service parts logistics, warehousing fulfillment and distribution, and freight management.

With over 4 million square feet of distribution space, 500 Forward Stocking Locations

worldwide, 3500 contracted couriers and leading edge technology, Network Global Logistics is your answer when you need a scalable partner for your toughest supply chain and transportation challenges.

We pride ourselves on the reliability of our services. We offer a 99.5% on-time arrival rate measured to the minute. We are flexible by leveraging our deep domain expertise in order to provide our customers with solutions to their specific challenges. Our information technology is a competitive

advantage by ensuring real-time visibility and control for our customers.

Founded in 1971, find out why more customers than ever are selecting NGL for eCommerce fulfillment, service parts logistics, distribution and urgent transportation solutions. Visit us at [www.nglog.com](http://www.nglog.com).



NFI



**Sidney R. Brown**  
Chief Executive Officer

### Mission

We free each of our customers to focus on their core business by managing commerce and "delivering the goods." Our people make our solutions seamless through their uncompromising commitment to excellence and their can-do spirit.

### Values

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



### NFI

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

**WE'LL TAKE IT FROM HERE.**  
**WORRY-FREE SUPPLY CHAIN SOLUTIONS.**

LOGISTICS • TRANSPORTATION • DISTRIBUTION  
**NFI**

**A** national leader in supply chain management since 1932, NFI provides customized solutions for every step of the shipping process. With an expert team driven by commitment to customer service, we tailor our systems to meet your needs.

### NFI Transportation

With dedicated transportation logistics, NFI makes sure your products are moved on-time, safely, and efficiently. We take the worries out of managing the fleet so you can concentrate on running your business. As an EPA SmartWay partner, NFI is also committed to furthering its sustainability efforts and reducing its environment impact.

### NFI Warehousing & Distribution

NFI can store and distribute your products in our 20+ million square feet of owned or operated space. Our distinctive approach to distribution and warehousing starts with an integration of

our systems into our customers' inventory/tracking systems. This means that our systems talk with yours, negating costly re-configuration of your company's data functionalities. Our best-in-class IT professionals can even design a customized system to meet unique specifications or a specific budget.

### NFI Intermodal

NFI's RoadRail® is one of the top names in the industry. Our relationships with the best carriers allow NFI to respond to urgent requests and provide both standard and expedited rail service. With NFI's state-of-the-art refrigerated containers, you can confidently ship your frozen or temperature-sensitive goods and track them the entire way.

### NFI Canada

Along with the depth of services offered by NFI, we are able to provide customers with nonstop door-to-door services in Canada. Our expertise in cross-border freight and global inbound logistics give us the

reputation of one of Canada's premier logistics providers.

### 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.

### Additional Business Solutions Include:

- NFI Brokerage
- NFI Global
- NFI Real Estate
- NFI Trailer Leasing & Rental
- NFI Consulting
- NFI Solar



## Norco Delivery Services



**Tom Hoskins**  
President/CEO

Ever since company founder John Hoskins made his first Norco Delivery mail run back in 1957, we have made it our mission to:

- provide our customers with dependable service and exceptional value.
- exceed expectations every day.
- treat every customer and employee with courtesy and respect.
- demonstrate our passion for excellence and our unwavering attention to details and deadlines in everything we do.

Our brand of personable, professional service stands apart—and it's our mission to make that commitment evident to every customer, every day.



**Norco Delivery Services**  
851 East Cerritos Avenue  
Anaheim, CA 92805  
Phone: 800.225.9139  
norcodelivery.com

For more information, contact  
norcosales@norcodelivery.com



**N**orco Delivery Services has been “in the business of keeping business moving” since 1957. We’re one of the largest and most trusted names in the industry—and we’re growing fast. In 2014, we’re expanding into more states, and we just opened our new state-of-the-art sorting and processing facility.

We may be smaller than the big guys, but we’re fast, nimble, and we do what we do better than anyone, anywhere. And we can do it for you. We offer an array of services to clients throughout California, Arizona and Nevada, including:

### Overnight Delivery Service

Norco Delivery Services provides guaranteed overnight package delivery—at prices up to 25% less than the national carriers. We offer some of the latest pick-up times in the industry, and we’re proud to be the first delivery company to offer VPOD (Visual Proof

of Delivery). Our 9:00PM dropbox collection (available at select locations) allows for guaranteed overnight delivery. And thanks to our strong network of regional partners, we can help get your package wherever it needs to go, even if it’s outside our service area.

### U.S. Mail Pick-Up, Delivery and Processing

We can help your business operate more efficiently and profitably by delivering your U.S. mail earlier and delivering your outgoing mail to the post office later, providing you with nearly a full day advantage in processing receivables and other important documents.

### On-Demand Messenger Service

Whether you’re shipping one envelope or 12 pallets, we pick up and deliver on time, 24 hours a day. Using state-of-the-art communication systems, our drivers are “computer

dispatched” while in the field. You can track your shipment every step of the way through our interactive website.

### Courier Services

Norco Delivery is one of America’s most established courier companies. We offer the most diverse route structures in the industry. From transporting your daily interoffice documents or exchanging your documents at various establishments to timely bank deposit pickups, our drivers are right on schedule.

Our comprehensive mix of services can enhance your company’s efficiency, productivity and bottom line. No matter which Norco Delivery service you use, you can rest assured that our uniformed, insured employee drivers are committed to exceeding your expectations.

Dependability. Service. Value. At Norco Delivery, it’s how we roll.



## 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  
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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)



**Robert H. Shellman**  
*President and CEO*

OL&T's singular mission is to develop targeted, comprehensive logistics solutions that address each client's unique set of challenges, systems, products and vision.

Whether you choose to have us support all or a portion of your logistics, or to manage it yourself via our web-based dashboard, partnering with OL&T gives you access to the exceptional logistics and technology offerings we have assembled, and returns transparency and control to your logistics process.



### **Odyssey Logistics & Technology**

39 Old Ridgebury Road  
Danbury, CT 06810  
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salesandmarketing@  
odysseylogistics.com



### **Managed Logistics**

- Domestic & International Logistics; N.A., EMEA, APAC
- Samples Distribution
- Freight Management; single source for contracting, track & trace, invoice audit/pay & claims support
- Rail; procurement, car maintenance, operations, service monitoring & reporting; fleet & car tracking
- Facilities; supply chain needs analysis start-up & relocation projects

### **Intermodal**

- Rail; including ocean container repositioning
- Intermodal Tank; including chemical & food-grade tanks

### **Truck**

- Bulk; planning, contracting, brokering
- Truckload & Less-than-Truckload; managed by client or OL&T

### **International Services**

- Customs brokerage
- Service through 220 ports
- Int'l Freight Forwarding; transport & technology
- NVOCC; full container load shipping solutions

### **Client-Managed Transportation**

- WIN; Clients self-manage their transport via the Odyssey Global Logistics Platform™ as part of a \$1B-plus carrier network
- Optimized, multi-mode freight management throughout N.A.
  - Shipment visibility
  - Reporting, analysis & market data



Odyssey  
Logistics &  
Technology

## Old Dominion Freight Line, Inc.



**David Congdon**  
President and CEO

**Vision Statement:** To be the premier transportation solutions company in domestic and global markets served.

**Mission Statement:** To provide innovative solutions designed to exceed customer expectations, increase shareholder value and ensure the continued success of the OD Company and our family of employees.



**HELPING THE WORLD  
KEEP PROMISES®**

**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 over 220 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.

Celebrating 80 years of premium service, 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 ratio in the industry.

For the fourth consecutive year, Old Dominion was honored by Mastio & Company as the No. 1 National LTL carrier. Also in 2013, Old Dominion was recognized in Fortune magazine's Top 100 Fastest-Growing Companies. For more information about Old Dominion, visit [odfl.com](http://odfl.com) or call (800) 432-6335.



**HELPING THE WORLD  
KEEP PROMISES®**

### Old Dominion Freight Line, Inc.

500 Old Dominion Way  
Thomasville, NC 27360  
Toll-Free: (800) 432-6335

Fax: (336) 822-5239  
[customer.service@odfl.com](mailto:customer.service@odfl.com)  
[odfl.com](http://odfl.com)



# OOCL Logistics

**Ricky Giovannone**  
President  
OOCL Logistics (USA) Inc.

## Mission Statement:

With our quality people and advanced information technology, we are dedicated to offering the best international and domestic logistics services and networks that enable our customers to make "All the Right Moves" in their supply chains. We strive to become a vital link in our customers' business success.



**W**ith nearly 35 years of experience, OOCL Logistics continues to be one of the leading international supply-chain management and logistics service providers with a network of more than 100 offices in over 30 countries in Asia, North America, Europe – and now Mexico and Brazil too. We offer comprehensive physical, information and management solutions to serve the supply chain needs of customers around the world, including our PODIUM® suite of logistics Information Technology applications.

## Expanding

We're expanding, taking OOCL Logistics to the next "Global" level. In 2014 we now include both Mexico and Brazil in our scope of locations served. In addition to expanding OOCL Logistics in Southern and Eastern Europe, we are strengthening services in Turkey and elsewhere in the Middle East. We continue our development of OOCL Logistics Line Limited NVOCC services and OOCL Logistics US Export Freight Forwarding and domestic logistics services.

## Anticipating

OOCL Logistics actively manages risks in the supply chain by anticipating need

and eliminating possible bottlenecks and as far upstream as possible. We're expanding and deepening vendor visits and inspections, enhancing management of customers' carriers and introducing origin Quality Assurance products, offshore warehousing programs and safety stock management to eliminate downstream negative effects.

## SCOPE Business Reviews

For every customer OOCL Logistics applies decades of supply chain experience, tested methods, best practices and analytical tools to design and implement customized solutions that help maximize the value of their supply chain.

To ensure that you are on top of your logistics business process OOCL Logistics provides SCOPE (Supply Chain Optimization and Performance Evaluation) business reviews marrying your goals with new solutions. OOCL Logistics considers the SCOPE evaluation a critical element to maintain focus on important metrics revealing opportunities in your supply chain.

These face-to-face and webcast meetings are our opportunity to evaluate progress toward established goals, reveal new solutions

and develop strategies for your supply chain success.

## Capability, Expertise and Experience

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

### ■ Supply Chain

**Management:** consolidation, shipment management and specialized programs.

### ■ Freight-Forwarding:

Providing full coordination of shipments.

■ **NVOCC:** Ocean Plus ocean transportation services, with a single reliable logistics provider

### ■ Warehousing and

**Distribution:** coordinating complex global distribution requirements.

## PODIUM® Supply Chain Suite Highlights

### ■ Advanced Technology:

PODIUM® cloud technologies for powerful, scalable solutions.

### ■ Mobile Technologies:

Smart phone apps that keep you close to your supply chain.

### ■ E-document

**Management:** easy to use electronic document management.

### ■ Recently enhanced

### Report Builder technology:

Puts more business intelligence at your fingertips.

### ■ GPS: Global Positioning

System technologies in our IT network for precise tracking.

We would like to take this opportunity to thank all our customers and we look forward to serving you in 2014!

## OOCL Logistics (USA) Inc.

U.S. Headquarters  
Wall Street Plaza  
88 Pine Street, 8th Floor  
New York, NY 10005  
Tel: 212-269-9010  
www.oocllogistics.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. Pacer is a leader in cross-border intermodal services, providing premium intermodal options between Mexico, Canada and the United States. 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.



### Pacer International, Inc.

6805 Perimeter Drive  
Dublin, OH 43016  
1-888-722-7404  
pacemarketing@pacer.com  
www.pacer.com



## Pacific Coast Warehouse Company



**Jim Marcoly**  
President

### Mission Statement:

Our mission is to meet or exceed customer requirements by supplying On Time, Complete and Damage Free Warehousing and Distribution Services.



**P**acific Coast Warehouse Company dates back over eighty five years and has clearly become one of the finest distribution organizations in the Western United States.

We are currently operating over 700,000 square feet of space in Southern and Northern California. Our facilities are of the highest quality concrete tilt-up construction, with rail service and complete sprinkler and alarm protection. Our ASI award-winning sanitation programs, complete code date tracking and stock rotation are all integral parts of our service.

In handling the distribution needs of each of our customers, we approach each situation as a very real member of that company's distribution team. We are continually looking for ways to improve our operation in terms of both logistics and productivity, with the end result being lower costs to our

customers. Our many years of service to our respected clients certainly confirm our success in these efforts.

Pacific Coast Warehouse Company complies with all safety, health and environmental practices required by our clients and by law. To ensure on-going regulatory compliance, Pacific Coast Warehouse conducts regular training programs and each of our operating sites undergoes routine audits. We also invite local fire marshals to visit and inspect our operations, and we receive additional scrutiny by OSHA, insurance representatives, and our other clients' personnel.

### Distribution

- Public Warehousing
- Inventory Management
- Food Grade DC's, fully racked to ensure your product's integrity all the way to end user

- Alcohol Permits to store and distribute Beer, Wine & Spirits
- Separate Hazardous Material and Chemicals DC where we are NACD members.
- Extensive experience in Retail/Import, Apparel & Electronics

### Transportation

- In-house Drayage Services
- Freight Consolidation
- Direct Store Delivery (DSD)

### On-Site Fulfillment

- Co-pack & Packaging
- Labeling
- Shrink Wrapping
- Carton Packaging
- Floor Display

### Technology Benefits

- Client Specific Solutions
- EDI Services
- RF Web Based Reporting
- E-Commerce
- WMS



### Pacific Coast Warehouse Company

3601 Jurupa St  
Ontario, CA 91761  
Phone: 909.545.8100 ext. 237  
Email: cma@pcwc.com  
www.pcwc.com

**Discover California,  
Discover PCWC**  
If your company needs a logistics partner in the West for you or your customer's needs, please contact us at 909-545-8100 x237 or visit [www.pcwc.com](http://www.pcwc.com)



## Panther Expedited Services, Inc.



**Lou Schneeberger**  
CEO

### Mission Statement:

Panther Expedited Services, 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.



### 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 Services

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, electronics, pharmaceutical, 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 Expedited Services, Inc.

4940 Panther Parkway  
Seville, OH 44273  
800-685-0657

facebook.com/PantherExpedite  
twitter.com/PantherExpedite

### Jonathan Shepherd Vice President, Sales

jshepherd@pantherexpedite.com



## Paragon Software Systems, Inc.



**William Salter**  
President & CEO

### Mission Statement:

Paragon Software Systems is committed to developing, implementing and supporting routing and scheduling software solutions that meet the real needs of today's transportation operators, and working with its customers to achieve tangible operational benefits.



### The company:

Paragon Software Systems, Inc is a wholly owned subsidiary of Paragon Software Systems plc – an independent UK company dedicating 100% of its business to the continued development, implementation and support of optimization solutions for routing and scheduling, resource management, transportation execution, logistics modeling and home delivery. With over 30 years' experience implementing more than 2,300 systems at over 750 client sites in 45 countries, ranging from small distributors to leading logistics companies, large retailers and international operators, Paragon provides versatile software with advanced routing and scheduling optimization to help businesses cut transportation costs, improve productivity, reduce carbon emissions and raise customer service levels.

### Versatile software for transportation optimization & execution

Paragon's highly flexible and configurable software solutions provide transportation optimization and execution capabilities across a wide range of industry sectors. The software is used for planning, optimizing and managing transportation schedules on a daily basis; rationalizing fixed routes; managing transportation resources; planning and modeling at strategic level in own-fleet operations and 3PL business development; managing home delivery orders with continuous routing and scheduling optimization; and managing the execution of the transportation plan in real time using vehicle tracking technology.

### Implementation and support expertise

Paragon's highly skilled team of dedicated implementation consultants has completed

hundreds of software implementations across its diverse customer base. Our team has the experience to help you deploy the software quickly and effectively in your operation, so that the financial and operational benefits can soon start to accrue.

### The result – tangible benefits

As well as cutting transportation costs and improving operational efficiency by up to 20%, the Paragon software also enables companies to shorten order lead times, generate more consistent transportation schedules, reduce total distance traveled and fuel used, save spot-hire costs, smooth warehouse workloads for greater efficiency, and reduce carbon emissions.

# Paragon

### Paragon Software Systems, Inc.

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Tel: 972-731-4308  
[www.paragonrouting.com/us](http://www.paragonrouting.com/us)

**Contact: Jim Endres**  
[sales@paragonrouting.com](mailto:sales@paragonrouting.com)



## PECO Pallet



**David Lee**  
President/CEO

**Mission Statement:**

PECO Pallet is committed to consistently providing the highest quality pallets and most responsive customer service in the industry. PECO's core values of quality, service, control, safety, simplicity, and sustainability are built into every pallet.



**P**ECO Pallet is a North American leader in pallet rental services with an outstanding reputation for quality, service, and environmental sustainability. PECO's red wood block pallets are used by leading manufacturers to ship grocery products, consumer goods, and fresh produce to retailers throughout the U.S., Canada, and Mexico. PECO Pallet's experienced service and operations teams work closely with manufacturers, growers, 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 North America's top manufacturers and retailers.

PECO Pallet is committed to promoting environmental sustainability and has been recognized as an *Inbound Logistics* G75 Green Supply Chain Partner. PECO 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. 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.

RED<>LINK®, a custom

web-based pallet management tool, allows users to log in from anywhere 24 hours a day to place orders, check delivery dates, view invoices, enter transactions, and 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 Irvington, New York, and maintains over 580 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.

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

**PECO Pallet, Inc.**

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[sales@pecopallet.com](mailto:sales@pecopallet.com)  
[facebook.com/PECOpallet](https://facebook.com/PECOpallet)  
[twitter.com/PECOpallet](https://twitter.com/PECOpallet)



# Penske Logistics

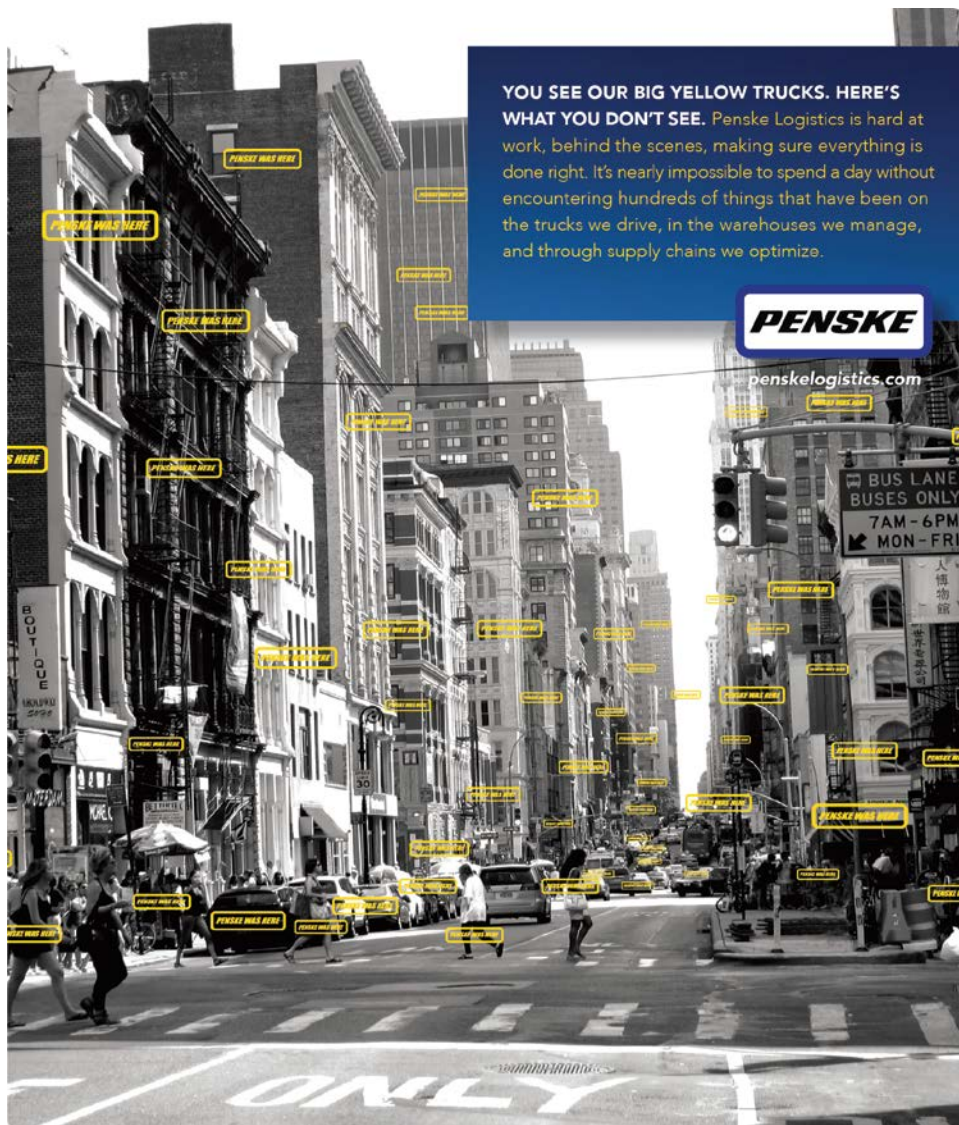


**Marc Althen**

President, Penske Logistics

## Products and Services

- Dedicated Contract Carriage
- Distribution Center Management
- Transportation Management
- Lead Logistics
- Customized Solutions
- Freight Brokerage



**PENSKE**

penskelogistics.com

**PENSKE**

## Penske Logistics

Worldwide Headquarters  
Route 10, Green Hills  
Reading, PA 19603  
www.PenskeLogistics.com  
1-800-529-6531

## Industry expertise

Our experts work with leading companies around the world to drive down costs, elevate customer service and improve business performance. Decades of experience through many industries enable our people to deliver the results you need to succeed every day.

## Innovative thinking

As a recognized industry thought leader, our award-winning teams bring fresh perspectives to benefit you and your business. By tapping into our 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 online.

## 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.



### PERFORMANCE TEAM

#### Performance Team

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Santa Fe Springs, CA 90670  
562-345-2212

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PerformanceTeam  
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**Cliff Katab, President**  
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performanceteam.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 28 years. Through eleven domestic hubs, over 6.6 million square feet of warehouse space, and a fleet of more than 400 trucks, Performance Team processes \$100 billion in wholesale goods annually. We've worked hard to earn and maintain a reputation as one of the leading trucking, consolidation, and distribution companies in the U.S. Here are a few ways we can help you serve your customers efficiently.

#### Distribution

Whether your needs are basic or complex, we have the infrastructure, 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 extensive experience in supply chain service enables us to analyze your business, devising custom, efficient, effective and flexible solutions to best maximize the movement, handling and distribution of your goods. Our logistics consulting expertise can help you craft robust growth-oriented distribution systems, increasing your return on assets while managing overhead without losing sight of your goal – giving your customers the best service available.

#### Technology

Performance Team utilizes best-in-class technology to streamline and improve the movement and visibility of your products and information. Integrating our world-class WMS and TMS systems with yours, and your clients' ERP systems, is handled through sophisticated enterprise application integration tools, utilizing well-understood EDI standards or proprietary interfaces as our customers require.



## Pilot Freight Services



**Richard G. Phillips, Jr.**  
Chief Executive Officer

Pilot Freight Services' mission is to allow our customers to focus on their businesses by making the transportation of their goods easy, fast, and dependable.



### PILOTING LOGISTICS. PILOTING BUSINESS.

Pilot Freight Services is a full-service global transportation and logistics company with over 75 locations throughout North America, as well as locations in Amsterdam, the Netherlands; A Coruña, Spain; and a worldwide network of overseas partners. Not only can we move your freight anywhere in the world, we can deliver the expertise and customized services that help businesses run more effectively and efficiently. That's what we call Piloting Business.

As North America's largest privately held freight forwarder, we offer a full range of services, such as time-definite Domestic and International air transport; Expedited Ground; Ocean Freight; Special Services, such as B-to-B or Home Delivery; Automotive Services for OEMs; Logistics Services, including warehousing and inventory; as well as Transborder Services with complete Customs

Brokerage to simplify and speed your international shipments.

Our ability to meet specific customer needs with uniquely tailored solutions enables us to work seamlessly with any size shipper or any size budget. We leverage the resources of world-class air carriers, ocean shipping companies, ground transport, and warehouse networks to maximize performance. We also negotiate and optimize flights, overseas connections, drivers and carriers, and warehousing space and services to meet your exact cost criteria and standards.

Pilot has dedicated more than 44 years to building our business—and a reputation for distinguished service. To us, it's not just a shipment, or a logistics plan, or a warehousing solution. It is your credibility, your reputation, your financial viability, your business future. That's why we invest so much of ourselves into everything we do. By blending

situation-specific services with intelligence, we create customized, usable solutions that drive business for our customers—both domestically and internationally.

We are a single-minded team of professionals dedicated to the success of our customers and unflinchingly committed to doing whatever it takes to get the job done. That's the kind of passion that recently earned us our third Great Supply Chain Partner Award from *Inbound Logistics*.

And, that's what Piloting Business is all about.

**Discover what Piloting Business can do for your business. Visit us online at [pilotdelivers.com](http://pilotdelivers.com), or call our National Customer Service hotline at 1-800-HI-PILOT.**

**PILOT**  
FREIGHT SERVICES



**Selected as a 2013  
Top 100 3PL Provider**

#### Pilot Freight Services

Corporate Office  
314 North Middletown Road  
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(610) 891-8100  
1-800-HI-PILOT  
[www.pilotdelivers.com](http://www.pilotdelivers.com)



## PITT OHIO



**Charles L. Hammel III**  
*President/Owner*

**Customer Driven**

We strive to understand the diverse and emerging needs of our customer base. We provide reliable and dependable solutions that exceed our customers' expectations.

**People Driven**

We know that our most significant resource is our people. The success of our organization can be attributed to our employees' dedication, pride, and outstanding work ethic. The commitment and loyalty of our employees facilitates the success of our organization.

**Quality Driven**

We recognize that quality is important to our customers. We develop repeatable operations, safety, security, claims prevention and vehicle maintenance processes that minimize variance and improve consistency. We are committed to providing our customers with high-value, cost-efficient solutions. Our commitment to quality is integral to our company.



**W**ith the help of the talented people at PITT OHIO, our company has grown from a Less-Than-Truckload (LTL) leader to a transportation solutions provider equipped to handle all of your transportation needs. The core values we established in 1979 for our LTL service remains the same today as PITT OHIO continues to go beyond the road and exceeds expectations with our SUPPLY CHAIN, GROUND and TRUCKLOAD services as well.

Our organization exists to make our customers more competitive, our employees more valuable and our communities stronger. Our "just say yes" approach to conducting business is a result of our commitment to lead the industry with our customer-centric mindset and innovation.

We strive to take it to the next level by providing diverse

transportation solutions that help optimize our customers supply chain. This customer-centric mindset is evident with our participation in The Reliance Network (TRNET) an alliance consisting of ourselves and six other regional LTL carriers who provide service throughout North America. PITT OHIO's enhanced and simplified Fast Track service is now your global expedited solution with the ability to deliver all of your urgent shipments. We can accommodate any specific time that you need with our same-day delivery, specific time

of day delivery or a next-day guarantee delivery.

We are driven by our customers, people and our commitment to quality in every part of our business. We are Customer Driven, People Driven and Quality Driven.

At PITT OHIO, you can be sure "We're Always There For You!"

**PITT OHIO**

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**PITT OHIO****SUPPLY CHAIN ■ GROUND ■ LTL ■ TL****We're Always There For You!**

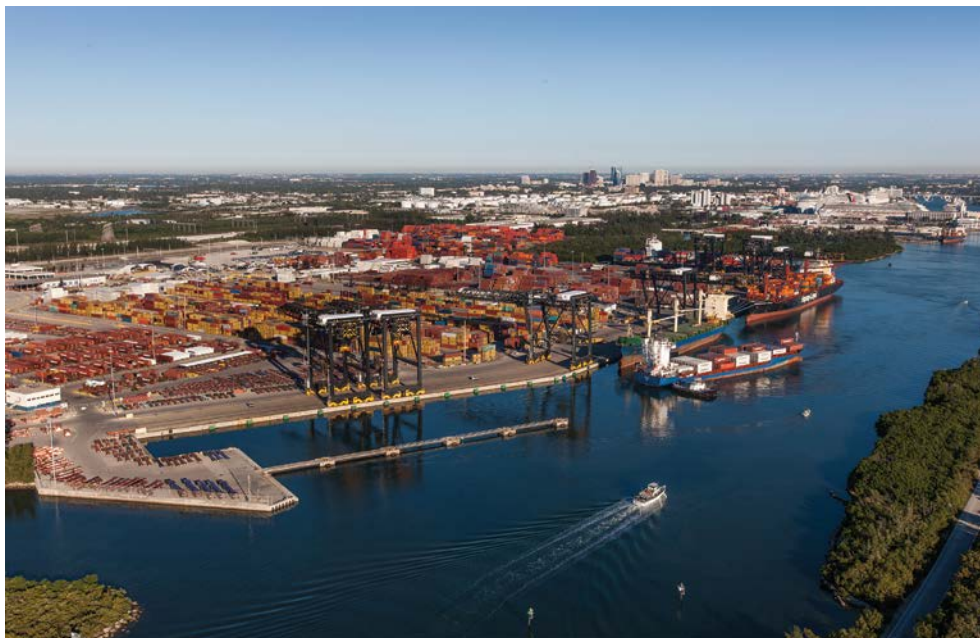
## Port Everglades



**Steven M. Cernak, P.E., PPM**  
*Chief Executive & Port Director*

### Mission Statement

As a powerhouse for international trade, travel and investment, Port Everglades leverages its world-recognized South Florida facilities and innovative leadership to drive the region's economic vitality and provide the highest levels of service, safety, environmental stewardship and community accountability.



**A**t the crossroads of North-South and East-West trade, Port Everglades is one of the nation's leading container ports, handling nearly one million TEUs annually and serving as a gateway to Latin America, the Caribbean, Europe and Asia. Located in Greater Fort Lauderdale, Florida, Port Everglades is in the heart of one of the world's largest consumer regions, including approximately 110 million residents plus seasonal visitors within a 500-mile radius.

Ongoing capital improvements and expansion ensure that Port Everglades remains Florida's top container port. As part of the Port Everglades 20-year Master/Vision Plan, the Port is moving forward with expansion projects that are expected to be completed over the next five years and are designed to increase productivity and throughput.

Construction is moving swiftly as Florida East Coast Railway (FEC) moves forward on a \$53 million, 43-acre intermodal container transfer facility (ICTF) on port property that will be used to transfer domestic and international shipping containers between ship and rail beginning in mid-2014.

To enhance productivity for over-the-road container movement, Port Everglades has realigned McIntosh Road, the main roadway in the Port's Southport containerized cargo area, with a multi-lane right-turn-only loop road.

The Port is also adding new cargo berths in its Southport Turning Notch extension project, which will lengthen the existing deep-water turn-around area for cargo ships from 900 feet to 2,400 feet. Super Post-Panamax gantry cranes, will also be added to serve the existing Southport container berths, and the crane

rails will be extended to the full length of the existing Turning Notch berth to use the existing cranes. The project is scheduled for completion in 2017.

In partnership with the U.S. Army Corps of Engineers, Port Everglades is advancing a 17-year effort to deepen and widen its navigational channels and turning basin to handle larger cargo ships. Main features of the project are to deepen the main navigational channels from 42 feet to 48 feet (plus 1-foot required and another 1-foot allowable overdepth for a total of 50 feet) and to widen the Entrance Channel.

As Port Everglades continues to advance major infrastructure projects with a plan for future growth, all aimed at improving productivity, this South Florida powerhouse seaport serves as an ideal point of entry for products shipped around the world.



### Port Everglades

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Portevergladescargo@  
broward.org  
Porteverglades.net

## Port Jersey Logistics



**Robert Russo**  
President

Port Jersey Logistics' mission is to be recognized as a leading multi-functional and integrated third-party logistics provider. To achieve and maintain this recognition, PJJ operates under a core set of value propositions, including:

- **Relationships:** Trusted partners, openly sharing ideas and expectations.
- **Teamwork:** Recognizing, respecting & aligning our goals with the goals of each stakeholder.
- **Productivity:** Continuous process improvement. Executing beyond metrics and clearly defined statement of work. Benchmark activity, identify and remove barriers, encourage and support excellence through training and creative efforts.
- **Culture/Ethics:** The Golden Rule.

### Port Jersey Logistics

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Tel: 609-860-1010  
Fax: 609-860-2564  
sales@portjersey.com  
www.portjersey.com



**F**rom storage and distribution to integrated logistics programs, Port Jersey Logistics offers 60 years of experience meeting supply chain requirements with state-of-the-art systems and facilities. PJJ 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.

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. All Port Jersey facilities are certified food grade-FDA registered, AIB approved with Superior ratings, and Organic Certified.

Manufacturers, importers, exporters, distributors and retailers all benefit from leveraging numerous available resources. Fulfillment, inventory control and transportation are the foundation that supports PJJ's six highly functional distribution centers, a national transportation infrastructure, the latest technology and an experienced team of logistics pros.

As a complete provider, Port Jersey Logistics provides a variety of services, such as:

- Freight consolidation programs
- E-commerce fulfillment
- Packaging and assembly
- Shippers/point-of-purchase displays
- Ink jet printing
- Heat shrink packaging
- Labeling and ticketing
- Product return services
- Inventory management
- Transportation management
- Pick & Pack services

With space and capacity flexibility as well as specialized capabilities, Port Jersey Logistics has your public or contract warehousing and distribution requirements covered. In addition to offering ambient and temperature-controlled warehousing, our operations utilize a full range of modern material handling equipment.

Should your warehousing and distribution situation require dedicated operations, we have the resources to provide fast, effective solutions anywhere from New Jersey to the greater East Coast and beyond.

Port Jersey Logistics' expertise in supply chain management means safe,

on-time delivery of your goods from point of origin to final destination.

Our national brokerage operation works with a vast network of qualified carriers to arrange the most efficient, economical mode of transportation. In addition to nationwide truckload and less-than-truckload deliveries, PJJ provides intermodal, container drayage, and complete freight management programs throughout the United States, Canada and Mexico. Unique vendor consolidation, pre-load and drop box programs allow shippers to combine orders destined to select regional consignees at reduced freight rates.

Modern equipment and technology, along with our proximity to regional rail networks, international airports, intermodal rail yards and marine terminals enable us to provide the freight solutions you need – locally, nationally and internationally.

Beyond warehousing and transportation, Port Jersey provides added value by developing solutions tailored to the needs of our clients – and our clients' clients. Our broad range of options exceeds expectations by integrating product packaging and kitting projects, labeling and return services, fulfillment, shipper and display assembly, online tracking and vendor compliance initiatives.





## Port Logistics Group



**Bob Stull**  
CEO

### Mission Statement:

■ We are the gateway logistics experts, providing complete logistics services at major North American ports, enabling speed to market, inventory control & visibility, and fast, flexible, reliable service for our clients.

■ Our clients benefit by leveraging our experience, agility, innovation, service excellence and national footprint to gain a distinct competitive advantage.



### Port Logistics Group

One Greenway Plaza  
Suite 400

Houston, TX 77046  
973-249-1230 x1310

info@portlogisticsgroup.com  
www.portlogisticsgroup.com



### The Gateway Logistics Experts

**Gateway Logistics Services**

- Warehousing & Distribution
- Import Deconsolidation
- Transloading
- Vendor Pickup & Store Delivery
- Value-Added Services

**National Footprint**

- New York - New Jersey
- Los Angeles - Long Beach
- Seattle - Tacoma
- Savannah
- Houston

**Proven Results**

- Speed to Market
- Inventory Control
- Visibility
- Fast, Flexible, Reliable Service

### The 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 5 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**.

### Retail Ready

**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 one of Texas' major seaports. As a self-supporting enterprise not relying on any local tax dollars for operations, the Port generates current annual operating revenues of approximately \$24.7 million, and provides an annual estimated economic impact to the State of Texas of over \$3.82 billion.

The Port of Galveston, a Landlord Port with facilities and property approximating 850 acres on Galveston Island and adjacent Pelican Island, facilitates the movement of a diverse mix of domestic and international cargoes that deliver value to the region and the state. Situated on the Gulf Intracoastal Waterway and the Interstate Highway System (I-45), the Port is also served by the two major western Class 1 railroads, the BNSF Railway Company and the Union Pacific Railroad. The Galveston Ship Channel has an authorized depth of and is currently maintained at 45 feet, with channel widths up to 1,200 feet. The Port

serves the cargo, cruise and offshore oil and gas industries simultaneously.

One of the top fifty ports in the nation and one of the busiest seaports in Texas, the Port moves an average of 6.7 million short tons of cargo each year. This includes export grain, fertilizer and other dry and liquid bulk products, wind turbine towers, blades, nacelles and other components, high and heavy cargoes, project cargoes, new, used and personally owned vehicles, agricultural machinery, construction equipment and numerous other types of roll-on/roll-off cargoes, household goods, refrigerated fruit and produce, liner board, military cargo, livestock and

some containerized cargo. The Port maintains Roll-On /Roll-Off (Ro-Ro) terminal facilities in both the east and west end areas of the Port, currently serviced by six regular Ro-Ro shipping lines. Nearly all of the Port's facilities have direct access to the Port's terminal railway services, Galveston Railroad, LP, which interchanges with the Class 1 railroads.

The Port of Galveston is also the Grantee for Foreign-Trade Zone (FTZ) No. 36, an Alternative Site Framework (ASF) Zone with activated sites located on Galveston Island Port facilities, Pelican Island and other locations in Galveston County.

**Port of Galveston**  
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Galveston, TX 77550  
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## Port of Houston



**Leonard "Len" Waterworth**  
Executive Director  
Port of Houston Authority

For nearly 100 years, the Port of Houston Authority has owned/operated the public cargo-handling facilities of the Port of Houston – the nation's largest port in terms of foreign waterborne tonnage. The port has historically been an economic engine for the Houston region, the state of Texas and the nation. The port contributes to the creation of more than one million statewide and more than 2.1 million nationwide jobs and the generation of more than \$178.5 billion of statewide and \$499 billion of nationwide economic activity.



**Port of Houston Authority**  
111 East Loop North  
Houston, TX 77029  
Phone: 713-670-2400  
www.portofhouston.com



**With two-thirds of the state's population located within a 300-mile radius, The Port of Houston offers a central location for reaching the heartland of America.**

The Port of Houston Authority (PHA) owns a total of eight public cargo-handling terminals located along the 52-mile-long Houston Ship Channel. With six general cargo facilities and two container terminals, the diverse cargo-handling capabilities at the docks of the Port Authority make Houston the U. S. Gulf Coast leader in maritime shipping and logistics. The Port of Houston is the number one container port on the U.S. Gulf and the seventh largest container port in the country. With all-water services to the Far East, Latin America and Euro-Med, the port is a major container gateway for Houston, for Texas, and for all of the 100 million people who live between the Mississippi River and the Rocky Mountains.

Its balanced import and

export trade also provides economical match-back opportunities and efficiencies. According to the U.S. Census Bureau, Houston is the second-largest customs district in terms of the export merchandise value—\$127 billion in 2012. Its massive petrochemical complex utilizes the port's container terminals to export large volumes of plastics and chemicals. Other containerized exports include machinery, food and drink and raw cotton, as well as standard backfill exports.

Ongoing projects to service Post-Panamax vessels at its two container facilities will position the Port of Houston Authority for the containerships of the future.

### **Bayport Container**

**Terminal:** The most modern and environmentally sensitive container terminal on the U.S. Gulf provides customers cost-effective, efficient cargo handling. At build-out, this state-of-the-art terminal will have a total of seven container berths with the capacity to

handle 3 million TEUs on a complex which includes 376 acres of container yard. The master plan also includes a 123-acre intermodal transfer facility that will be built based upon demand. A computerized inventory control system tracks the status and location of individual containers. The terminal also features electronic data interchange capabilities.

### **Barbours Cut Container**

**Terminal:** One of the top container-handling facilities in the U.S. Gulf since 1977 is in the process of being modernized. A \$700 million project to upgrade this critical facility is under way to include: Super-Post-Panamax cranes, lights and dock improvements to continue to provide customers efficient cargo handling and a total capacity of 2 million TEUs.

With a 45-foot-deep federal channel that today accommodates Post-Panamax vessels and planned widening and deepening projects at our container terminals, Houston is big-ship ready. The Bayport terminal channel will be widened by up to 100 feet in the bay and 50 feet in the land cut and increase channel depth by five feet to 45 feet to match the depth of the Houston Ship Channel. The Barbours Cut terminal channel project includes widening from 150 feet to 225 feet and increased channel depth to 45 feet.

Extensive intermodal rail infrastructure provides easy access to four nearby terminals served by BNSF, KCS and UP. Weekly service to Dallas is available via the Barbours Cut near dock rail facility. The container terminal locations also provide immediate access to the major interstate highways and air-freight connections.



## Port of Long Beach



**Al Moro, P.E.**

*Acting Executive Director*

### Mission Statement:

As part of the busiest seaport complex in North America and the premier U.S. gateway for trans-Pacific trade, the Port of Long Beach, California, is a trailblazer in goods movement, safety, environmental stewardship and sustainability.

With top notch shipping facilities already welcoming today's biggest ships, the Port is supported by a vast network of rail yards, a clean and modern trucking fleet, huge warehouse capacity – and terrific weather year round. The Port prides itself on its culture of customer service and the strong relationships it maintains with industry, community, environmental advocates and partner agencies.

The Port is in the midst of a decade-long capital improvement program topping \$4 billion, the largest in the nation.

"Building the Port of the Future – Today."



### Port of Long Beach

925 Harbor Plaza  
Long Beach, CA 90801  
[www.polb.com/trade](http://www.polb.com/trade)



**A**s the industry enters the "Big Ship Era," the Port of Long Beach is one of the few U.S. ports that can welcome today's biggest ships, and new facilities and upgrades are underway to meet evolving customer needs for decades to come.

Founded in 1911, the Port of Long Beach is the second-busiest container seaport in the United States and supports hundreds of thousands of jobs. The Port handles all kinds of trade valued at more than \$155 billion annually and encompasses 3,200 acres with 35 miles of waterfront, 10 piers, 80 berths and 66 post-Panamax gantry cranes and extensive on-dock rail. The Port welcomes 4,000 vessels a year serving 140 shipping lines with connections to 217 seaports around the world, and, in 2013 handled nearly 6.5 million container units.

Today, the Port is building some of the most modern, efficient and sustainable marine facilities in the world and updating existing terminals to accommodate bigger and bigger ships. The two largest projects, each with an estimated cost exceeding \$1 billion, are the replacement of the aging Gerald Desmond Bridge and the Middle Harbor Terminal Redevelopment Project. Middle Harbor will be the most technologically advanced container terminal in North America, capable of moving more than three million container units annually while cutting air pollution by half from previous levels. The new landmark cable-stayed bridge will be safer and provide better Port access than the current span, which was built in 1968 when ships were one-sixth the size they are today. Another \$1 billion

in capital is dedicated to rail projects to remove bottlenecks and increase on-dock rail capacity.

In partnership with Port stakeholders, the Port of Long Beach continues to set the bar for environmental stewardship and announced in 2013 that overall diesel pollution from Port operations is down a whopping 81 percent since adopting a comprehensive Green Port Policy in 2005.

Focused on customers, service and community, the Port of Long Beach has received many accolades from government and industry for its landmark green initiatives, and industry leaders have named it the Best Seaport in North America 16 of the past 18 years. In 2013, the Port of Long Beach was named most productive in North America.

## Port of Savannah



**Curtis J. Foltz**  
Executive Director  
Georgia Ports Authority

### OUR MISSION

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



**T**he Port of Savannah delivers more. More efficiency. More flexibility. More choices. More services. More reach. More access. And we strive to do it all in a more environmentally sustainable way.

### More Efficiency

Garden City Terminal is the largest single-terminal container port in North America.

- 1,200 acres, all dedicated to container cargo
- USCBP to expedite clearance and consolidate security
- Client Relations Center – One point of contact, one-of-a-kind support
- WebAccess (webaccess.gaports.com) – 24/7 visibility and real-time shipment status
- Reefer service – Largest refrigerated container gateway in the U.S.

### More Flexibility

9,700 feet of contiguous berth space.

- Nearly 2 miles of uninterrupted berth space
- More than 100 RTGs
- 25 ship-to-shore cranes

- Easily adapt to shifting schedules

### More Choices

Over 4 million square feet of warehouse space.

- Available within 30 miles of the port.
- Certified sites and shovel-ready programs
- Strong 3PL Presence—Options for warehouse and ocean carrier needs
- Growth Potential—A go-to state for growth-minded companies
- Dedicated Economic Development Team
- Tour sites via Georgia's Commercial Corridors Tool

### More Services

Services cover practically any container shipment on any schedule to any place. Select the right service based on transit time with our Global Carrier Services Tool. Simply choose your point of origin. The tool does the rest. Road and rail times for major U.S. inland hubs also are included to help you make the best decision for your business.

### More Reach

Two Class I railroads on terminal, CSX and Norfolk Southern, save time and maximize your reach to more consumers.

- Two-day access to 70% of U.S. consumers
- Intermodal Container Transfer Facilities – On-terminal rail saves time and money, minimizes drayage, and reduces fees.
- Two- to three-day transit to major Southeast, Gulf Coast and Midwest hubs
- Overnight service to Atlanta, the fastest of any North American port

### More Access

Immediate access to two major interstates – I-16 (East/West) and I-95 (North/South).

- Reach 44% of U.S. consumers in 2-3 days
- More than 150 trucking companies available
- One of the highest over-the-road container weight allowances among all Southeastern states

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



**Chris Logan**  
Sr. Director, Trade  
Development, BCO Sales

**Georgia Ports Authority**  
P.O. Box 2406  
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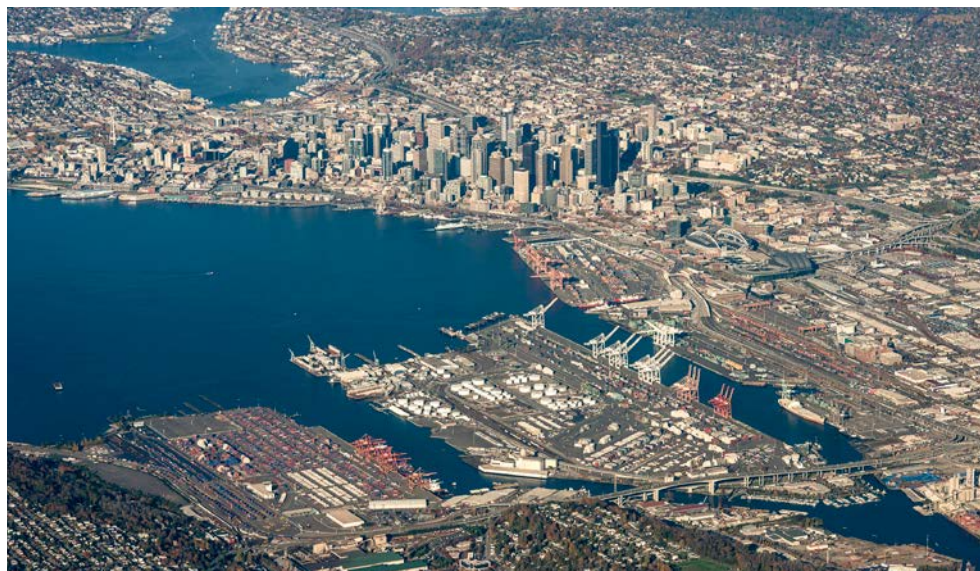
## Port of Seattle



**Tay Yoshitani**  
CEO

### Mission Statement

The Port of Seattle plays a key role in bringing international commerce, transportation and travel to the Pacific Northwest. As one of the largest cargo handling ports in the United States, the Port of Seattle is responsible for providing tens of thousands of family wage jobs to the Puget Sound region, and also supports industries as diverse as tourism and commercial fishing. The port offers the lowest carbon footprint for cargo shipped by sea from Asia to major markets in the Midwest and East Coast, making us the Green Gateway for trade. Environmental stewardship is a high priority, and as a result can offer trading partners a port that is clean, energy efficient and improving every day.



**T**he Port of Seattle's Seaport is one of the most diverse in the United States. It is home to a wide range of maritime activities that bring trade to the region and generates thousands of jobs. The seaport is made up of 1,543 acres of waterfront land and nearby properties including container terminals, general purpose/ cargo terminals, foreign, break-bulk cargo and refrigerated cargo and storage. The Port of Seattle also operates Sea-Tac International Airport which ranks 21st in air cargo volume in North America. The Airport has approximately 680,000 square feet of leasable space in 15 airside buildings and more than three million square feet of aircraft ramp space.

### Highlights of the Port of Seattle's Seaport include:

- Naturally deep water port
- Four container terminals, one barge terminal
- Access to two Class 1 railroads and two major

- interstate highways
- 500+ acres of terminal facilities
- 8,000 ft of moorage
- 40-acre grain facility
- Efficient intermodal infrastructure
- 17 ocean carriers with direct service to Asia, Europe, Latin America, and domestic markets (Alaska and Hawaii).
- 13 Super post Panamax cranes, including 6 of the largest in North America, and 11 post Panamax cranes
- Grantee for Foreign-Trade Zone #5

The Port of Seattle is one of the 10 largest container ports in North America. Over \$1 billion has been invested in terminal and road infrastructure to handle expanding volumes, and collaborative, business friendly relationships are maintained with a robust customer base. To speed cargo through Port of Seattle facilities, the following services are offered:

- Weekly ocean service to Asia,

- Europe, Latin America, the Mediterranean, Middle East, Africa, Oceania, and beyond
- On-dock and near-dock rail
- Automated terminal gate technology for efficient turn-around
- Bulk trans-load facilities adjacent to terminals
- Environmental sustainability with no additional fees

A strong working seaport is vital to the economic health of King County and Washington state; four in ten jobs in Washington state are tied to international trade. The Port of Seattle Seaport is instrumental in producing family-wage jobs that are a key driver of job growth and economic prosperity.

**Port of Seattle**  
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[www.portseattle.org](http://www.portseattle.org)

**Steve Balaski**  
National Accounts Manager  
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**Port  
of Seattle®**



## Port of Tacoma



**John Wolfe**  
Chief Executive Officer

### Mission Statement:

To deliver prosperity by connecting customers, cargo and community with the world.



**A**s a major gateway to Asia and Alaska, and one of the nation's top 10 container ports, the Port of Tacoma combines strategic location with a focus on efficiency, reliability and customer service to make it easy for shippers to get business done. Over 1.7 million TEUs moved across port docks in 2012. In addition to containers, we are a major center for bulk, breakbulk and project/heavy-lift cargoes, as well as automobiles.

Located on Commencement Bay — a naturally deep-water harbor in the northwest corner of Washington State — Port of Tacoma has more than 2,700 acres of land available for shipping terminals and logistics and manufacturing activities. Outstanding intermodal operations, connections to two transcontinental railroads (BNSF Railway and Union Pacific Railroad) and easy access to Interstate 5 and major state highways make the Port an ideal location for warehouse, distribution, and transload operations.

■ **Facilities:** We are big ship ready. The Port features six deep-water container terminals (-51 ft. MLLW at berth). Our prime location offers one day shorter sailing time to Asia than California ports.

■ **Ocean Connections:** Fourteen leading international container carriers offer ten liner services to 49 ports of call in Asia, Europe, Central & South America and Oceania.

■ **Rail Service:** Early 5th morning service via BNSF Railway and the Union Pacific to key destinations in the Midwest and Ohio Valley. Union Pacific provides fast and convenient domestic service via the near-dock TacSim transfer facility. Short-haul rail service between Tacoma and Portland gives customers added flexibility and more service options.

■ **Real Estate:** Over 2,700 acres; developed and undeveloped sites available for water-dependent and non-water dependent uses in an area zoned port maritime industrial only. We offer

competitive lease rates less than the regional average for prime property near Port facilities. Home to FTZ #86, the second largest Foreign Trade Zone on the U.S. West Coast.

■ **Logistics:** More than 20 transload and cross-dock facilities operate near Port terminals, most with rail-access. We are located within 20 minutes of the Kent Valley, the second highest concentration of warehouse and distribution centers on the U.S. West Coast.

■ **Ease of Doing Business:** Recognized as #1 in the 2013 Logistics Management Quest for Quality Awards among U.S. West Coast ports.

### Port of Tacoma

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**PREI®****Prudential Real Estate Investors—Latin America****PREI's Industrial Partners in Mexico include:****American Industries****DESARROLLADORES INDUSTRIALES****O'DONNELL****BTS Development****Real Estate Management and Services Group****Locations:**

Aguascalientes • Atitalaquia • Azcapotzalco • Camargo • Casas Grandes • Cd. Acuña • Celaya • Chihuahua • Ciudad Juarez • Cuautitlan Izcalli • Cuautlancingo • Delicias • Durango • G. Palacio • G. Farias • Guadalajara • Hermosillo • Huehuetoca • Matamoros • Monclova • Monterrey • Nuevo Laredo • Queretaro • Ramos Arizpe • Reynosa • Saltillo • San Luis Potosi • San Pedro de las Colonias • Silao • Tepotzotlan • Tijuana • Toluca • Torreon • Villahermosa

**Prudential  
Real Estate Investors  
Latin America**

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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 2002. We currently manage funds specializing in industrial, residential, and retail properties in Mexico, and we have transactions capabilities in Mexico, Brazil, Peru, Colombia and Chile.

Today, PREI has over 41 professional investors operating in three offices in

Mexico City, Sao Paulo and Miami, with gross assets under management in Latin America of over \$4.3 billion and net asset value over \$2.7 billion, as of September 30, 2013.

PREI is active in all of Mexico's main industrial markets with an on-the-ground team of dedicated investment professionals who actively manage its expanding industrial portfolio in association with local partners.

Some of PREI's partners in Mexico include:

**American Industries**

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mmarquez@aigg.com  
Tel : 52 (614) 439 36 36

**Amistad**

Contact: Claudio F. Ramon  
cframon@amistadm.com  
Tel: +52 (844) 416 4040

**BTS Development**

Contact: David Ruiz  
druiz@btsd.com.mx  
Tel: +52 (55) 5280-50 50

**Grupo O'Donnell**

Contact: David O'Donnell  
david@odonnell.com.mx  
Tel: +52 (55) 5281 3600

**Real Estate Management and Services Group**

Contact: Pablo Culebro  
pculebro@rmsg.com.mx  
Tel: +52 (614) 432 0950

PREI's Mexican operations leverage on extensive international experience in financing, developing, and efficiently managing world-class industrial properties. With a sizeable portfolio of strategically located industrial properties, PREI has a wide array of options available for companies seeking to establish or expand their operations throughout Mexico.

**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 Services

- Deep expertise in industrial real estate development
- Flexible leasing structures
- In-house property management
- Local teams backed by worldwide resources to provide tailored, industry-leading solution
- Site Selection
- Infrastructure Development with State of the Art specifications
- Environmental Studies
- Asset Management
- Customer Service

### Prologis

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San Francisco, CA 94111  
Tel: +1 415-394-9000  
info@prologis.com  
www.prologis.com



### Prologis: Your Local Partner to Global Trade

Prologis is the leading owner, operator and developer of global industrial real estate, offering customers approximately 52.2 million square meters (562 million square feet) of distribution space in markets across the globe. The company leases its operating portfolio of approximately 3,000 industrial facilities in 21 countries to manufacturers, retailers, third party logistics providers, and other enterprises with large-scale distribution needs. Prologis offers high quality, modern distribution centers and has access to the most comprehensive development expertise offering quick resolutions to facility needs.

As of Sept. 30, 2013, Prologis managed \$47 billion in combined total assets. The company offers its customers and investors the most modern and geographically-diverse platform of distribution space in the world, enhanced by unparalleled customer service and an unwavering commitment

to sustainable development. Understanding our customers' business is paramount to helping them enhance efficiencies, reduce operating costs, and grow revenue and market share. We seek to provide customers with the most innovative logistics real estate solutions to meet their changing market conditions and facility requirements.

### Prologis in Latin America

Prologis offers a fully-integrated platform of land acquisition, entitlement, development, acquisition, property management and portfolio management in Latin America. Our portfolio includes Mexico and Brazil, where we actively select key locations to provide our customers the widest range for logistics and operation. The scale of our operations in the region offers our customers the broadest selection of

## Prologis

facilities, an unparalleled land bank and access to profound development knowledge.

### Mexico

Prologis' portfolio in Mexico is the largest platform of logistics and distribution facilities in the country, consisting of about 2.8 million square meters (30.5 million square feet). Our industrial real estate investments in Mexico focus on key distribution-driven markets, including: the State of Mexico, Monterrey, Guadalajara, Tijuana, Reynosa, and Ciudad Juarez. In each of these markets, we have a team of talented and experienced professionals responsible for managing the day-to-day operations and responding to customer needs. With 189 state of the art facilities and over 335 hectares (800 acres) of land for development in strategic infill locations, Prologis assists customers with flexible industrial space to customers seeking facilities that will accommodate their continued growth.

### Brazil

Prologis is one of the most active developers in Brazil. In 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.

Prologis CCP's portfolio in Brazil's primary markets offers more than 323,000 square meters (3.4 million square feet) with an additional 1 million square meter (264 acre) land bank available for development.





## ProTrans



**Craig Roeder**  
CEO



- **Control**
- **Optimization**
- **Reporting**
- **Execution**

**P**roTrans, founded in 1993, is an award winning Indianapolis based transportation and supply chain management provider that specializes in Third-Party Logistics (3PL), Freight Consolidation and Freight Management Services.

We serve many vertical markets, including the manufacturing industry within Canada, Mexico and the United States. Our expertise includes innovative, best-in-class solutions that identify operational efficiencies, cost-saving opportunities and improved transit times as well as accommodate unplanned freight.

At every level our People, Processes, Financial Strength, and Industry Experience will be fully devoted to meeting and exceeding your expectations. Discover what makes us unique!

*ProTrans is "A perfect fit for your logistics needs"*

### 3PL

Robust Third party Logistics including:

- **Supply Chain Design:** Our world class systems and data capture methods allow us to

develop optimized logistics plans in order to simplify your complex supply chain. Our savings opportunities are true, implementable and in most cases, guaranteed to impact your bottom line!

### ■ Transportation

**Procurement:** We manage carrier relationships, rates and regulations on your behalf in order for your teams to focus on your company's core competencies.

### ■ Route Management:

Our team of Route Managers, utilizing our advanced Optimiz TMS software, gives Customers, Carriers, Suppliers and Internal Users the ability to manage shipments in real-time with complete visibility throughout the supply chain process.

### Consolidation

Shared consolidation and optimized utilization keeps costs down and efficiencies high

- With twenty-five (25) centers in North America we are positioned to handle consolidations throughout the United States, Mexico and Canada.

- ProTrans puts "skin in the game" since you pay only for the space your freight occupies on each trailer. For customers whose business regularly relies on LTL shipments – ProTrans is a fast, efficient, reliable and flexible solution for their logistics needs.

### Freight Management

Designed to provide quick response pricing and resources for the movement of unplanned and/or expedited shipments

- ProTrans Freight Management services include flexible shipping solutions designed for unscheduled shipping environments, irregular patterns and unfamiliar modes or lanes.

**ProTrans**  
8311 N. Perimeter Road  
Indianapolis, Indiana 46241  
Ph: 888.776.8726  
marketing@protrans.com  
www.protrans.com

**PROTRANS®**

## Railex, LLC

Railex was born in 2006 to reduce dependency on long-haul trucks while linking manufacturers, shippers, retailers and distributors via consistent, fast and "green" temperature-controlled transportation.

Since its founding Railex has:

- Initiated 1,030 train starts
- Transported 41,482 rail cars coast to coast
- Saved 407,960,459 long-haul freight miles
- Taken 145,756 long-haul trucks off the road
- Reduced carbon emissions by 1,268,080 metric tons
- Decreased fuel usage by 64,848,815 gallons



**R**ailex is a full-service, temperature-controlled, national transportation and logistics solution that includes multi-modal, storage and distribution, repacking, inventory control and forward distribution services. We coordinate all aspects of supply chain services from point of origination to point of destination, including short hauls and 3PL services.

#### Cold Logistics Made Easy

- Complete multi-modal logistics solution offers shippers care, custody and

- control of their inventory
- Private and secure temperature controlled unit train ships nationwide with fresh air exchange and GPS tracking
- State-of-the-art refrigerated transload centers ensure the cold chain is never broken
- Mixed commodity shipping; all pack sizes and weights (bins, totes, RPCs, euro-pack, etc)
- Pallet driven system for FTL and LTL shipping
- Web-based inventory access and cutting edge inventory control system
- In-house truck logistics

team for inbound/outbound freight

- 3PL services including 5 days of free warehousing and forward distribution ensure just-in-time delivery



**Cold Logistics Made Easy.**

**Railex, LLC**  
1-800-4-Railex  
info@railex.com  
www.railex.com

## RateLinX



**Shannon Vaillancourt**  
President

#### Mission Statement

To collaboratively develop effective and efficient logistics tools that help customers lower their freight spend and overall supply chain costs.

## RateLinX Tools to Manage Your Supply Chain's **BIG DATA**

### TMS

- Integrated to ERP/WMS
- All Models & Every Carrier
- Complete Rating Engine

### FP&A

- Advanced Data Capture
- Matched to Ship Record



### Dashboard

- Key Performance Metrics
- Shipping Opportunities
- Standard & Custom Reports

### Optimization

- Supply Chain Optimization
- Rapid Simulation
- Demand Forecasting

## Actionable Business Intelligence

Comprehensive data analysis with invoice and shipment records



#### RateLinX

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(@RateLinX)

LinkedIn: www.linkedin.com/  
company/341352?trk=prof-exp-  
company-name

**L**ocated exclusively in Madison, WI, RateLinX is a supply chain technology & solutions provider for shippers focusing on optimization strategies and real-time analytics through an advanced proprietary shipping and logistics platform. Founded in 2002, RateLinX has experienced growth with the success of its manufacturing, distribution, wholesale and retail partners.

The RateLinX Integrated Solution includes ShipLinX™ a multi-modal multi-carrier planning and execution tool fully certified with all small parcel carriers (UPS, FedEx, USPS, and DHL). Integrating sales and purchase order data with RateLinX's Freight

Payment and Pre-Audit services, partners can collaboratively develop effective and efficient tools that execute and analyze supply chain performance. Executives and managers are able to view their freight information in a real-time environment, with hierarchical views that display distinct graphical Key Performance Indicators (KPIs). These KPIs makes RateLinX's Freight Payment and Pre-Audit Service more than just a settlement service, it is an information service that provides rich data and actionable Business Intelligence.

This Business Intelligence is required to finally be able to do spend analysis on your

transportation dollars and uncover the hidden savings that currently exists in your transportation spend. The RateLinX Integrated Solution focuses on Big Data Intelligence, Transportation Optimization and Sourcing Visibility. With every change made to the supply chain, the RateLinX Dashboard will monitor the compliance of the users within the shipping program, and the compliance of the program within overall corporate goals. The Supply Chain Big Data Strategy leverages all shipment and invoice records to accurately analyze supply chain results and performance based on a wide variety of dynamic variables.



## RMX Global Logistics



**Stephen Whaley**  
President

RMX was established in 1983, and over the last 30 years has developed a reputation as a trusted transportation partner to the food products industry. RMX has become one of the leading third party logistics providers in the country and provides a broad scope of supply chain management services.



RMX is a leading asset and non asset based provider of transportation and logistics services throughout the United States, Canada and Mexico. With over 30 years experience as a logistics leader identifying improvement opportunities within the most complex supply chains, RMX has proven to be a progressive and dynamic organization in the logistics and transportation industry. Our experts in transportation management, data management, process mapping and project implementation work in conjunction with our clients to implement business strategies that reduce total costs, drive optimization within their supply chain network and bring value added solutions to the way they do business. Over the years our programs have been the platform and catalyst for numerous successful clients and we pride ourselves on these relationships.

### Innovative

RMX is at the industry forefront of innovation and design. Our custom approach to match our clients goals are always put first and foremost and we have been industry leaders introducing innovative models and programs to accomplish this. Our management model designs provide a completely custom and scalable approach with our

- 3PL
- 4PL
- 7PL

Management programs we can create a seamless

and effective environment of collaboration achieving all of partners goals.

### Decisive

RMX fosters an environment of decisive execution through a multimodal approach to ensure the right asset at the right price at the right service level. This flexibility allows us to perform at peak levels of service as well as cost efficiency. Our model supports all Transportation Competencies

- Full truckload - refrigerated & dry
- Less than truckload – refrigerated & dry
- Intermodal – refrigerated & dry
- Flatbed
- Ocean FCL & LCL
- Pool distribution programs
- Cross border services
- Air freight

### Proficient

Through our custom designed and proven business logistics, business analysis and data management platforms we will introduce you to an environment of complete control through an informed and empowered vantage point.

- Supply chain network optimization & design
- Opportunity assessment & “what if” analysis
- Business intelligence reporting
- Measurement & reporting on customized KPI's

- Process mapping
- Implementation management

### Business analysis

- “As is” benchmark of current business
- Supply chain optimization
- Cost reduction / cost mitigation
- Activity reporting
- Benchmarks for future success

### Data management

#### Network optimization

- Strategic modeling
- ROI assessment

### Resourceful

Our cloud based technology platform creates an atmosphere of unlimited resources through a completely open and shared environment of collaboration for all stake holders. By fostering this collaboration, all of our trading partners can increase efficiency, utilization, performance and ultimately profitability.

### TMS

- We provide a hosted on demand Transportation Management Software (TMS) coupled with integrated optimization as well as bid procurement software allowing for a common platform for all of our partners

### Multi-contributors

- Shipping dock, third party warehouse, carriers and consignees.

### Order level, modal and vendor optimization

- Order optimization and best cost determination of all orders

### Load Tendering and management

- Right carrier, right cost

Let RMX show you what a partnership of collaboration and innovation can mean to the bottom line of your organization.



### RMX Global Logistics

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www.rmxglobal.com

## ROAR Logistics, Inc.



**Robert Rich III**  
President

### Mission Statement

To excel as a customer-oriented, service-driven logistics company, which will utilize state of the art technology and dedicated, driven associates to deliver transportation services beyond our customer's expectations.



### Logical Logistical Solutions On Time

As a "World Class" logistics company, ROAR Logistics, Inc. associates are dedicated to providing our customers with the personalized attention and service that other transportation service providers have forgotten about. ROAR (Rail, Ocean, Air, and Road) is a full service global transportation services provider delivering a comprehensive range of transportation services to a diverse clientele.

ROAR operates as:

- An Intermodal Marketing Company
- A Third Party Logistics Provider
- An Ocean Freight Forwarder

At ROAR, we view logistics as one of the most strategic weapons that puts a company ahead of its competition in an ever increasingly competitive economic climate.

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.

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



# RR Donnelley

DLS Worldwide



**Charles Fattore**

President

RR Donnelley Logistics Services

RR Donnelley's **DLS Worldwide** delivers reliable logistics services at competitive prices. We accomplish this by combining our volume-leveraged economies of scale with innovative technology.

#### Rely on DLS Worldwide for:

- LTL
- Truckload
- Air
- Ocean
- White Glove Services
- Secure, same-day courier deliveries
- Complete transportation assessments and management
- Innovative technology
- Web-based shipment management tools
- Single point of contact and 24/7 dispatch
- Extensive carrier network
- Service monitoring and performance management
- Knowledgeable, responsive personnel

## RR DONNELLEY

#### DLS Worldwide

1000 Windham Parkway  
Bolingbrook, IL 60490

877-744-3818

[www.rrdonnelley.com](http://www.rrdonnelley.com)  
[www.dlsworldwide.rrd.com](http://www.dlsworldwide.rrd.com)



#### Experience, Stability and Strength

DLS Worldwide is part of RR Donnelley, a Fortune 500 company with a customer-centric business philosophy. We will help you enjoy solutions that deliver maximum value.

#### Freight of All Kinds

DLS Worldwide delivers third-party logistics and warehousing solutions to a diverse client base including Fortune 500 companies, and mid-size and small businesses.

#### Across All Modes

As a non-asset owning third-party logistics provider DLS Worldwide has the flexibility to employ a multimodal solution to meet your transportation needs.

#### Insight and Knowledge

DLS Worldwide's network ships billions of pounds of RR Donnelley's freight each year, providing reliable, quality and cost-effective transportation services. Much of what we ship for our own business is time sensitive, so it is DLS Worldwide's policy to contract only with dependable, quality carriers.

#### Technology that Innovates

DLS Worldwide continually invests in IT that is directed at developing and enhancing easy-to-use solutions that help customers increase their productivity. Our web-based tools enable you to easily exchange valuable information with us.

#### Proven Customer Service

Customers can rely on DLS Worldwide's well-trained, helpful team (with an average of 15 years of logistics experience) as a single point-of-contact.

For more information, visit our website, [www.dlsworldwide.rrd.com](http://www.dlsworldwide.rrd.com) or call 877.744.3818.



## Ruan



**Steven G. Chapman**  
President and CEO

### Mission Statement

Employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

### Integrated Solutions Service

- Dedicated Contract Carriage
- Supply Chain Solutions
  - Logistics Management
  - Load Management
  - Mode Selection
  - Carrier Management
  - Freight Pay and Audit
  - Certified Brokerage Services
  - Cross-docking and Postponement
  - Warehousing and Warehouse Management
  - Subassembly and Kitting

# RUAN

DEDICATION THAT MOVES YOUR BUSINESS

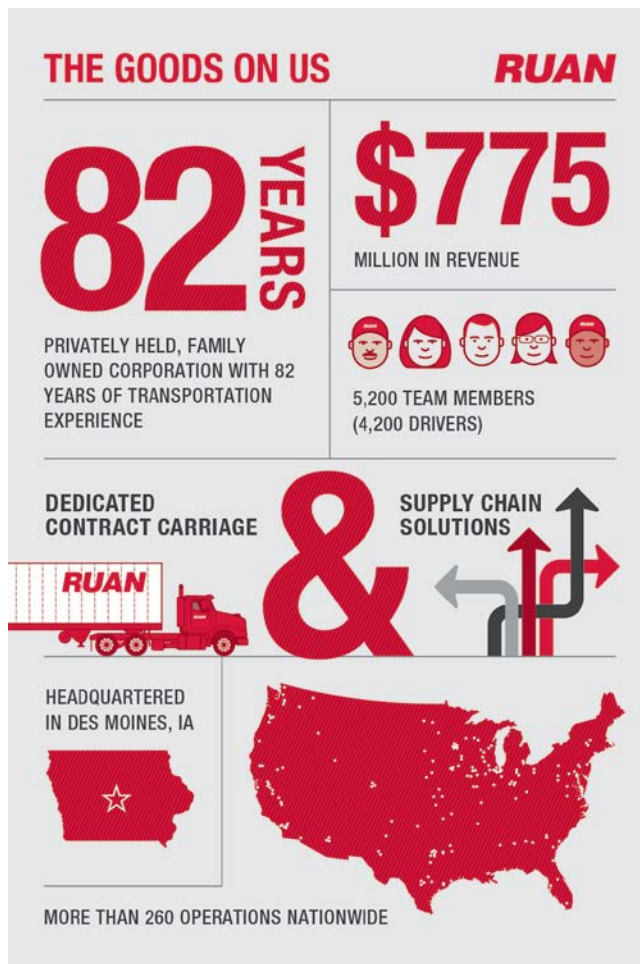
#### Ruan

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RuanTransportation

linkedin.com/company/ruan-transport-corporation

twitter.com/RuanTransport



**At Ruan, we design transportation around you.**

### Ruan's Flexible Integrated Solutions Service

Our Integrated Solutions service combines our non-asset and asset-based capabilities with optimal technology and encompasses every part of the supply chain: Dedicated Contract Carriage (DCC) and Supply Chain Solutions. Combining these services allows Ruan to create custom solutions that guarantee capacity and give you exactly

what you need – nothing more, nothing less.

We use a process-oriented approach, assessing your company goals and customizing a system that makes the most sense for your business. We offer industry-leading supply chain event management and workflow, rich analytics, quarterly KPI reporting and a sophisticated transportation planning engine to optimize shipments while reducing costs.

### Innovation Driven by Values

Our supply chain solutions are successful because we

constantly strive to improve. We take our cues from our company values: integrity, dedication, safety, teamwork and enjoyment. And when it makes sense for our customers, our team members or the industry, we take the lead. Ruan has earned 2012 and 2013 SmartWay Excellence Awards for helping lead the freight industry to a more sustainable future.

Ruan's proprietary Megasafe Safety Program drives safety innovations, prevents injuries and reduces material damages. RTMS2.0 – our transportation management system – aggregates data across a wide variety of tools and provides metrics that help refine our partners' supply chains.

### The Power of And

The result is an unparalleled commitment to our customers. We provide 24/7 care so that when our clients need us – whenever they need us – we're there. By providing the most flexible fleet and non-asset supply chain options, our client retention rate is 99.7 percent.

The investment you put into your goods and your business is too valuable to trust with just anyone. Whether you are large or small; whether you are a new customer or have partnered with us for a long time; whether you use one of our services or many, our promise is simple: You will always get what you need. And you will always get our best.

**That's the power of Ruan.  
That's the power of And.**



## Saddle Creek Logistics Services



**Cliff Otto**  
President

Leverage our wide array of logistics capabilities – warehousing, transportation, packaging and fulfillment – for an integrated solution that supports your business objectives.



**C**hallenged to enhance service levels? Increase efficiency? Improve your bottom-line? We can help. At Saddle Creek, we offer strategic solutions to help you reach your business goals.

### Optimizing distribution networks

Ready to take a more strategic approach to network configuration? We can help guide your site selection process to ensure optimal efficiency. With access to our conveniently located facilities around the country, you can meet your needs without a major investment in infrastructure – whether you have a B-to-B distribution center model or a B-to-C fulfillment operation. As

a result, you'll improve service levels, better manage your inventory and reduce transportation costs.

### Supporting postponement strategies

Delaying product configuration until the last possible minute can increase your flexibility and help you be more responsive to market demands. Take advantage of value-added services at our locations nationwide in order to move product customization closer to your customer. From rainbow pack assembly to hard drive formatting to mechanical alterations, we can accommodate a variety of special requirements to help streamline your supply chain.

### Investing in e-fulfillment

We've recently invested \$3.5 million in automated fulfillment solutions and opened strategically located facilities to help customers increase efficiency and speed delivery times. Operational solutions include pick-to-light technology, automated label application/manifesting, small-parcel banding and more. With our existing infrastructure, we can build a custom operation from the ground up in as little as six weeks.

We invite you to see how our integrated services can help you develop a stronger, more effective supply chain.



**Saddle Creek  
Logistics Services**  
3010 Saddle Creek Road  
Lakeland, Florida 3380  
888-878-1177  
sales@sclogistics.com  
sclogistics.com

## Saia LTL Freight



**Rick O'Dell**  
President and CEO



**S**ince 1924, Saia LTL Freight has grown to become one of the top less-than-truckload (LTL) carriers operating in the United States today.

We provide shippers with fast, reliable regional and interregional service through our network of 147 terminals located in 34 states.

### Superior Service

We offer a range of services and products, including our industry-exclusive Xtreme Guarantee<sup>®</sup> that promises total customer satisfaction. From one and two-day delivery to multi-regional and truckload service, expedited shipping, consolidation/distribution centers, and managed appointments, we've got you covered.

### Passionate About Results

Along with our Xtreme Guarantee, Saia LTL Freight is also home to the Customer Service Indicators<sup>®</sup>, or CSIs, key

metrics our customers said are most important to them.

Exclusive in the industry, they allow us to measure and publish our performance each and every month in the six following categories:

- Pick-up Performance
- On-time Delivery
- Claims-free Service
- Exception-free Delivery
- Invoicing Accuracy
- Claims under \$1,000 settled within 30 Days

Since their inception, they have been the foundation for our growth and superior service.

### More Than Words

"Quality Matters" has grown beyond an internal initiative – as a company, we've taken the words to heart, and it shows. Our mission day-in and day-out is to provide our customers with quality service. That's why we've invested millions of dollars in new equipment, technology, and employee

training this past year. It's why we created our Quality Assurance Department. It's the reason Load Quality Inspectors make sure our customers' freight is handled with the utmost care and that it arrives intact at its destination. Simply put, "Quality Matters" in everything we do.

At Saia LTL Freight, we're driven by the desire to discover what lies beyond excellence. What we found is that if we focus on being the absolute best we can be, pushing the boundaries of our performance everyday, anything is possible.

**Saia LTL Freight**  
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## SDV USA



**Joe Manzari**  
National Sales Manager



### SDV, a Major Player in Transport and Logistics

With its headquarters in France, SDV was established in 1885 as a multimodal transport company. SDV now offers its corporate and independent customers tailored solutions combined with industry expertise, making the company a major player in supply chain management. Today, SDV is among the world's ten leading transport and logistics groups.

### The Power of a Global Network

Through a combination of internal growth, acquisitions and strategic alliances, SDV has developed a powerful network spread across 99 countries, with 600 agencies and 35,700 professionals responding to your specific requirements. Today, we're continuing to expand our operations in 4 key regions (Europe, the Americas, the Middle East and South Asia, Asia-Pacific), while maintaining our historic position as the leader on the African continent.

### Imaginative Solutions

SDV's key objective is to increase our customer's competitive advantage by managing the international supply chain under the best time, cost, and reliability conditions. Our solutions match the complete logistics needs of importers and exporters, upstream and downstream of production: organizing transport, customs and regulatory compliance, logistics, industrial projects and supply chain services.

### Industry Expertise

Every industry has its own particular logistics requirements, defined by its supply, production and distribution processes, such as: temperature control, traceability, customs procedures, or specialized warehouses. Our team members provide the most comprehensive range of services and developed specific expertise in Aerospace, Oil & Gas, Healthcare, Industrial Projects, High Tech, Cosmetics, and Food & Beverages. Combined with this industry expertise, SDV's

special know-how ensures the fluidity of the supply chain and guarantees the transportation of goods with optimized lead times, costs and reliability.

### SDV's Award Recognition

We are honored to have been recognized for our dedication to our customers and our commitment to making them better companies. Our 2013 recognition includes Inbound Logistics "Green Supply Chain Partners" and "Top 100 Third-Party Logistics Providers," "Best Logistics Provider" by commercial aviation publication Aircraft Technology Engineering & Maintenance (ATE&M) and Global Trade's Leading 3PLs in the "Best for Large Companies" category. Going forward we will continue to deliver the highest quality of Customer Service in an atmosphere of unquestioned ethics, individual pride, and company spirit.

### Investing in the Future

SDV places social and environmental responsibility at the heart of our improvement initiative. Supporting our customers' environmental policy is the goal of the SAVE PROGRAM, SDV's eco-friendly solution. SDV has made carbon reduction the new driver of logistics performance. Pictured above is the 'Green' Hub that officially opened in Singapore in December 2012 as further testament to SDV's sustainability investment.



#### SDV USA

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www.sdv.com  
www.sdvlive.com

## Seaboard Marine

### Mission Statement

To be the leader in ocean transportation and logistics to all the markets we serve. Our existence, progress and success depend on our customers. By creating a positive environment where our employees can work in partnership with our customers, large and small, we shall provide the highest quality service without exception.



### Seaboard Marine

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seaboard-marine

**E**stablished in 1983, Seaboard Marine is a wholly owned subsidiary of Seaboard Corporation. We are an ocean transportation and logistics company that provides direct, regular service between the United States and the Caribbean Basin, Central and South America. Seaboard Marine plays an important role in promoting trade in the Western Hemisphere.

Our success in the region for over three decades has enabled us to gradually expand into new markets. We now serve nearly 40 ports in over 25 countries. Seaboard Marine's facilities include a private terminal of more than 85 acres at PortMiami. We carry more cargo to and from

PortMiami than any other carrier. Although this facility complies with and exceeds all governmental security mandates, it operates seven days a week, 365 days a year, a unique convenience of our customers.

Seaboard Marine has successfully initiated services from other U.S. ports. We now offer weekly services to Chile, Peru, Ecuador, Venezuela, Trinidad, Colombia and all of Central America from Houston. We operate our own 62-acre terminal in Houston, Jacintoport, which has a similar hi-tech security system as PortMiami. We also proudly serve Central America weekly from New Orleans. In addition, Seaboard Marine provides

weekly service to Jamaica, Haiti, and the Dominican Republic from Brooklyn, New York.

Seaboard Marine's fleet of over 40 vessels and nearly sixty thousand (60,000) dry, reefer, and specialized containers supports direct service between the U.S. and major ports of call throughout Latin America and the Caribbean. Our reliable fixed-day schedules make it simple for customers to coordinate manufacturing schedules and maintain inventories at cost-efficient levels. Convenient schedules, outstanding customer service, and an expanding fleet of ships both commanded and managed by a company of dedicated professionals, has become the trademark of Seaboard Marine.



## Seaonus

**Terry Brown**

CEO, Diversified Port Holdings

**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.

**Cargo in Motion**

Seaonus is an asset-based logistics company with organizations that operate in multiple points of the logistics network including Stevedoring, Dry and Temperature Controlled Warehousing, and Freight Services. Headquartered in Jacksonville with additional operations in Mobile and New Orleans, we are equipped to handle a wide array of cargoes from temperature sensitive, to bulk, to heavy lift. Our priority is you and our commitment is keeping your cargo in motion.

**Multi-Temperature Facilities:**

- 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.

■ Warehouse Management System designed for automated shipping and receiving, recording and reporting package and size information, distribution, and various commodities.

■ Warehouse services include USDA Import/Export services, fumigation and flexible shipping and receiving hours.

■ Warehouse facilities are approved by the FDA.

■ Outside storage available at each portside location.

■ Real Time Internet Based Cargo Tracking System.

■ All facilities have rail capabilities.

**Stevedoring and Terminal Services:**

■ We offer a trained staff of over 200 employees, including Master Riggers, IMO Certified Managers and Supervisors and Port Qualified Container Crane Operators.

■ Extensive experience in all modes of cargo handling including heavy Lift, RORO, LOLO, out of gauge cargoes, and heavy lift operations.

■ All of our Locations own their own equipment including container handlers, forklifts up to 50,000 lbs. and a wide assortment of trucks, vans and mobile equipment.

■ Experienced in loading and unloading of temperature sensitive and ambient cargo.

■ Up-to-date real time Vessel Management System (VMS) that tracks arrivals, departures, customer's activity and commodity by vessel.

■ On dock reefer plugs to handle refrigerated container requirements.

■ Certified scales for weighing cargo.

■ 45 acres of long term leased waterfront property plus additional overflow property to accommodate all types of cargo.

■ Direct Railroad access to both the terminal and shipside berthing area

**Seaonus**

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## SEKO Logistics



**William Wascher**  
Chief Executive Officer



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**W**e provide a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength.

With over 120 offices in 40 countries worldwide, our unique ownership management model enables you to benefit from Global implementation experience and expertise

across all industry sectors, coupled with vital in-country knowledge and unparalleled service at the local level.

We have a flat management structure, with just three layers between you and the CEO, making us 'fast on our feet' in delivering solutions that can meet your exact requirements. This lean and nimble structure increases our decision-making speed and gives us an ability to implement customized solutions which far exceed those of our competitors. This unique business model provides our customers with:

- Fast, efficient decision-making
- Minimal bureaucracy - easy to do business with
- Local expertise through people that really care
- Responsiveness and reliability
- Flexibility and consistency
- Hands-on service and support
- Personal relationships
- Creative, customized solutions
- Individual vertical sector experience

## SmartFreightWare



**Joe Baker**  
CEO

SmartFreightWare believes that people spend too much time and money on shipping. Shipping is complicated with multiple modes, carriers, rates and services. SmartFreightWare reduces the complexity and simplifies routing decisions, tendering, tracking, managing and reporting. Our cloud-based TMS is ideal for the 3PL, shipper, forwarder or carrier. Since 2001, our experience has set us apart.



### SmartFreightWare

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info@smartfreightware.com



**F**or more than 10 years, SmartFreightWare has provided state-of-the-art web-based TMS solutions to 3PLs, shippers, forwarders and carriers. Through practical experience and in-depth knowledge of 3PL operations, SmartFreightWare has developed rich, robust and flexible cloud-based transportation management software capable of managing the full life cycle of shipments.

SmartFreightWare prides itself on our fluid and intuitive user interfaces. 3PLs, shippers, forwarders and carriers need to focus on their core business and not learning how to use and configure software. SmartFreightWare will provide turn-key solutions specific to your needs, including integrating into proprietary systems. SmartFreightWare is staffed with industry veterans with in-depth knowledge of technology and logistics. Combining practical real-world experience with a robust and an easy-to-use interface sets us apart from our competitors.

The SmartFreightWare rate

engine is the most robust in the industry and can manage any type of carrier contract. The rate engine supports to-the-penny rating across all modes compiling base rates, accessorials rates, customized fuel surcharges and combination rates. Coupled with SmartFreightWare API capabilities, the TMS can handle a wide variety of rating scenarios and audit functions.

The TMS is organized into three major portals.

■ **Admin Portal:** 3PLs and Forwarders use this portal to manage their customers' shipping activity. They can manage quoting, booking, planning, tracking, and exceptions on behalf of customers, as well as generate reports, tracking key customer service metrics and milestones. 3PLs and Forwarders can proactively monitor shipment status, record activities, proactively alert clients, plan multi-stop, pool distribution or cross dock activities. Robust audit tools are available for processing invoices and electronic interfaces are

available to customers and carriers. 3PLs and Forwarders use the rate engine to manage all contracts by account and can engage clients seamlessly and in a customizable fashion. The Admin Portal provides all the tools a 3PL needs to manage their business, including agent management.

#### ■ Customer Portal:

Shippers want the ability to obtain accurate rates, book shipments, tender to carriers, track and report on demand. This simple, yet powerful, portal allows shippers to manage their shipping process when and how they want. These tools can easily be incorporated into a shipper's ERP, order management, WMS or other proprietary system. It was designed to optimize planning while avoiding time-consuming phone calls.

#### ■ Carrier Portal:

For carriers who do not have EDI or web service capabilities, the carrier portal is an excellent vehicle to engage carriers for shipment tender, tracking and invoice approval.

SMC<sup>3</sup>

**Jack Middleton**  
President & CEO

### Corporate Mission & Vision Statement

SMC<sup>3</sup> is devoted to raising the level of knowledge, collaboration and technological capability in the freight transportation marketplace. We achieve this by using our internal expertise and industry connectivity to provide the best data, technology and educational services to our members, customers and associates. Our deep-seated core values of integrity, consistency, thought leadership and operational excellence support this mission and provide a foundation for our unique portfolio of industry solutions.

By anticipating the future demands of the freight transportation industry, SMC<sup>3</sup> will advance multimodal and global transportation intelligence through broadened channels of data services, technology systems and educational forums. These solutions will continue to reflect our high standards of quality and service, as well as our relentless commitment to the industry.



SMC<sup>3</sup>'s innovative products and solutions put transportation pricing to work, supporting collaboration between 5,000+ North American carrier, shipper and logistics service provider organizations. Every day, SMC<sup>3</sup> meets our customers' needs for actionable pricing content and their operational demands by providing flexible content delivery options and partnering with leading transportation software solution providers. Our extensive educational initiatives – from acclaimed bi-annual conferences to courses from The Academy – are designed to give our audiences the knowledge they need to succeed in a competitive transportation environment.

SMC<sup>3</sup> is both a technology/service provider and an industry association. In both our roles, we:

- Make it our business to understand our industry's evolving role in national and global supply chains
- Help our members and customers to manage delivery and pricing risk;

provide superb customer service; collaborate with their best partners; and thrive in a time of increased regulation and technological sophistication

- Strive to guide – and even model and create – industry best practices and benchmarks
- Work closer to home, with a focus on good corporate citizenship in our local community

SMC<sup>3</sup> is committed to researching and developing the best solutions for our customers' needs, and then delivering those solutions through integrated technology systems. Carriers utilize our pricing and routing software for billing, freight auditing and payment, classification lookups, and in negotiating agreements for interline shipments. Our web-enabled technology tools give

carriers the ability to offer their customers immediate access to their pricing information.

A variety of our industry-related solutions and services are cross-functional between shippers, carriers and logistics service providers and other industry organizations. These solutions involve multi-tariff pricing management, benchmarking and analysis, and shipment classification and packaging. We also offer LTL shippers automated decision-making tools that aid in the carrier selection process by integrating pricing with the points of service, transit times and terminal information of specific carriers.

**SMC<sup>3</sup>**

500 Westpark Drive  
Peachtree City, GA 30269  
800.845.8090  
[www.smc3.com](http://www.smc3.com)



Transportation Pricing at Work



## South Carolina Ports Authority



**Jim Newsome**  
President & CEO

The South Carolina Ports Authority owns and operates public seaport facilities in Charleston, Georgetown and Greer, facilitating 260,800 jobs statewide and nearly \$45 billion in economic activity each year. At the Port of Charleston, the SCPA offers two container facilities – frequently cited as the most productive in North America – and three mixed-use facilities. Long term, Charleston is building the only new, permitted port facility under construction on the East Coast, and the facility will infuse an additional 50% in container capacity at the port.



**South  
Carolina  
Ports**

**South Carolina  
Ports Authority**

PO Box 22287  
Charleston, SC 29413-2287  
Marketing & Sales Phone:  
1-800-382-1721  
Fax: 843-577-8710  
[www.scpspa.com](http://www.scpspa.com)



**N**o matter what you've got to move, South Carolina delivers. Our state's seaports are well-equipped to handle any type of cargo: container, breakbulk, wheeled, overweight, oversized or loose. With the industry's most efficient, multi-use facilities in Charleston, Georgetown and Greer, we're ready to work with you to deliver customized business solutions for your shipping needs.

The Port of Charleston is also the Southeast port ready to link your post-Panamax supply chain today. With the deepest channels and harbor in the region, Charleston regularly handles ships of more than 9,000-TEU capacity drafting up to 48 feet. Short transit times to the port's five marine terminals, each within two hours sailing time from the open ocean, help keep vessel schedule integrity

intact and minimize the risk of canal penalties or missed berthing windows at other ports. An overnight rail service to the South Carolina Inland Port in Greer extends the Port of Charleston's reach 212 miles inland, giving shippers access to 94 million consumers within a one-day drive.

Efforts to further deepen Charleston's already deepest-in-the-region channels are well underway. Our harbor deepening project is being expedited by the Administration and is fully funded by the South Carolina Legislature. We hope to finish our project in 2018.

In addition to Charleston's container-handling capabilities, the port delivers on breakbulk. With four multi-purpose terminals, experienced staff and heavy-lift equipment –including the

region's largest barge-mounted crane –Charleston is ready to handle any sized load. Access to interstate highways and efficient rail infrastructure for oversized moves further highlights Charleston's cargo-handling capabilities.

Beyond serving your needs today, the Port of Charleston is growing its capacity. To prepare for coming years, South Carolina Ports is heavily investing in its new and existing terminals with a 10-year, \$1.3 billion capital plan. The Port of Charleston is planning to open a new container terminal around 2018, and this new facility will boost the port's container capacity by 50%. Additional near-term improvements to increase capacity mean Charleston is ready to grow along with you.

## Standard Forwarding



**John Ward**  
President

"Our job is to put your mind at ease. At Standard Forwarding you'll find the most customer-focused, dedicated team in trucking. Put it on the Green and let us show you the difference!"



### Standard Forwarding

2925 Morton Drive  
East Moline, IL 61244  
800-447-2012  
Fax: 309-755-9774

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



Also servicing:

- Canada
- Alaska
- Hawaii

★ Terminal Locations  
○ Major Cities Served

### Our award winning service has been recognized in the marketplace:

- Mastio Midwest LTL Carrier of the Year
- John Deere's Hall of Fame Award
- Case New Holland Carrier of the Year
- Inbound Logistics Top 100 LTL carrier
- Schneider Logistics LTL Carrier of the Year
- Whirlpool LTL Carrier of the Year

We do not rest on our laurels. We continue to invest in our fleet, our people and our future. In 2014 we are implementing the latest load planning, dispatch and line-haul network designs, ultimately raising the Standard for quality shipment delivery.

"Make the First Call," communication makes Standard the most proactive carrier in all situations. We deliver over 99% on time and claim free but in the event of a problem causing a pick-up or delivery to be delayed we'll be the one giving you a call to find the right solution. We understand that our performance is critical to your supply chain and that partnership philosophy is the foundation of all that we do.

Being flexible is at our core and we operate with a simple goal in mind; to exceed customer expectations. For a proper introduction and to find out how Standard can provide you the best transportation service in the Midwest contact us at: [properintro@standardforwarding.com](mailto:properintro@standardforwarding.com).

**C**elebrating 80 years of outstanding freight transportation service, Standard Forwarding is recognized for quality and leadership in the transportation industry. Starting as a dedicated carrier for John Deere in 1934, Standard Forwarding has evolved into an award winning regional LTL carrier. We are now a division of DHL Freight, representing their ground freight operation in the United States. As a division of DHL, we draw from worldwide resources in order to provide world class solutions to global supply chain demands.

Utilizing the latest EDI and On-Board technology we provide the broadest variety of services:

- Direct overnight LTL service in Illinois, Indiana, Iowa, Minnesota, Michigan, Wisconsin, Omaha NE, and St. Louis MO.
- Seamless LTL service to Canada, Alaska and Hawaii.
- Volume Shipments
- Fast Forwarding – 100% Guaranteed Expedited Service
- DHL Freight Services North America

### We serve a wide variety of business sectors:

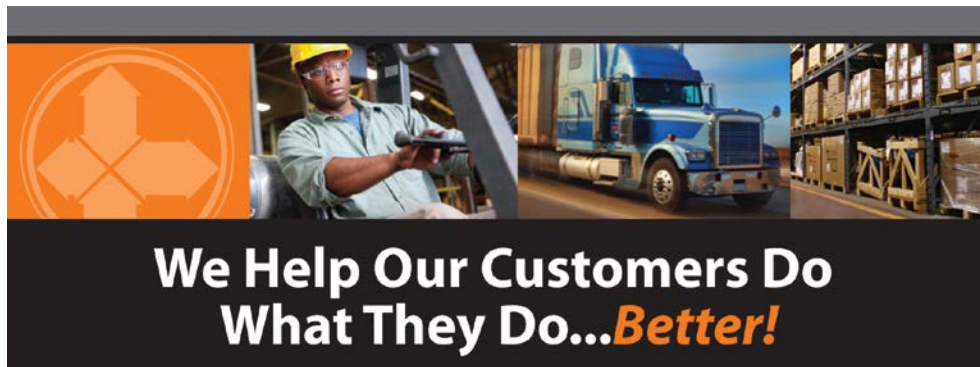
- Engineering and Manufacturing
- Life Sciences and Healthcare
- Technology
- Energy
- Chemicals
- Automotive
- Consumer
- Public Sector

## Sunland Logistics Solutions



**Arch Thomason**  
President/CEO

Our Vision is to be known as a great company where people want to work and customers want to buy. Our goal is to be innovative and responsive to delivering solutions that work for the unique requirements of every customer. Quite simply...our customers determine quality...we deliver by meeting those needs and finding ways to innovate.



**F**ounded in 1982, Sunland Logistics Solutions is one of the most customer intimate 3rd party logistics companies in the U.S. We serve the needs of companies primarily in the chemical, automotive, retail, and paper industries. We specialize in providing warehousing, value added services, transportation, and staffing solutions.

Innovation is embedded systemically in the way we conduct business with customers starting with the initial conversation throughout the life cycle of the customer relationship. Every customer has unique requirements that cause us to adapt to those specific needs.

- Solutions Design
- Warehousing and Distribution

- Staffing/Workforce Solutions
- Deconsolidation
- Transportation Services
- Inventory Management
- Sequencing
- Vendor Managed Inventory
- Inspection & Testing
- Value Added Services
- Toll Processing
- Drum Filling
- Fulfillment Services
- Relationship Management

### What Makes Sunland Different?

In addition to having the experience, people, processes and technology needed to design solutions unique to each customer, Sunland has proven leadership strategies and techniques to manage the changing dynamics of relationships over time. We deploy globally recognized

tools that engage teams to systemically create value and provide the care and attention customers need at all levels of their organization.



### Sunland Logistics Solutions

1312 Old Stage Road, Suite A  
Simpsonville, SC 29681

Phone: 800.295.0081

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[sunlandlogisticsolutions.com](http://sunlandlogisticsolutions.com)  
[facebook.com/  
SunlandLogisticsSolutions](https://facebook.com/SunlandLogisticsSolutions)





**Mike Williams**  
President & CEO

#### Our Mission:

Our mission is to achieve service excellence in our most important relationships with our network of sales, operations, and capacity specialists, employees, and shipper clients. In pursuit of our mission, we are focused on new and empowering information systems, risk management strategies, and cutting our own path of innovation and best practices.

#### Our Vision:

Our mission is to be seen as the best choice for transportation and logistics services in what is a highly competitive market. We adhere to a philosophy of servant leadership, whereby from the CEO on down, the servant-leader shares power, puts the needs of others first and helps people develop and perform as highly as possible. Everyone we touch is seen as a 'customer' and satisfying the needs of the customer is what drives our business.



#### SUNTECK

6413 Congress Avenue  
Suite 260  
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(800) 759-7910

www.suntecktransportgroup.com  
(888) 301-7718  
www.etranscarriers.com



SUNTECK is an asset-light, multi-mode transportation solutions provider operating through a network of sales, operations and capacity specialists. We offer a "business process outsource" model through which exclusive independent agents represent us in the freight transportation marketplace as a single source solution to a broad range of shipper customers.

We have deep relationships with a broad range of equipment operators through which we meet shipper client transportation needs. As a Top 20 freight broker, SUNTECK has a unique advantage as an asset-light operator: asset-based affiliate motor carriers with capacity to provide over-the-road van and refrigerated truckload, intermodal container dray and expedited services. SUNTECK is a proud member of the EPA SmartWay Partnership.

SUNTECK has earned its place on the traffic manager's 'short list' when selecting well-rounded service providers for their transportation/logistics requirements.

#### Brokerage

We are relentless in our efforts to exceed customers' tactical expectations while adding strategic value. Everyone in our organization is dedicated to service excellence and customer satisfaction. An attention to quality is the difference our loyal customers have 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.

As an intermediary, we carefully consider the qualifications of the equipment operators we contract with to service our shipper clients' needs. Shipper clients demand a practical risk management approach, and SUNTECK is one of few brokers that have Primary Truck Broker Liability Insurance.

SUNTECK uses proprietary technology to achieve optimization, integration and visibility. Our software was developed by our team with an in-depth view of our business needs. Systems enhancements are driven by those that benefit our shipper clients, sales, operations, and capacity specialists.

## SUNTECK

Shippers can choose from a balanced portfolio of transportation and logistics services:

- Full Truckload (dry van, refrigerated, flatbed)
- Less than Truckload
- Intermodal (door-to-door)
- Expedited
- Oversize, Over-dimensional
- Distribution & Logistics – Last Mile, Pool Distribution, Reverse Logistics and White Glove Service

#### Capacity

SUNTECK provides direct motor carrier services through an affiliated family of operating units that specialize in over-the-road van and refrigerated truckload, intermodal container dray and expedited services. SUNTECK's focus as a capacity operator is on simplifying North American motor truck transportation for our 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. We can answer the needs of customers by providing industry-leading trucking service options that can handle all types of shipments.

SUNTECK offers you a variety of shipping options, all in an environment where our attention to safety is a top priority. Services you can count on:

- Domestic and ocean import/export traffic (door-to-port, port-to-port, and inland movement for containers, loaded or empty)
- Dedicated equipment
- Over-the-road van and temperature-controlled
- Flatbed and drop-deck services
- Intermodal drayage
- Yard spotting

## Suntek Systems Inc.

The Logistics Software Company



**Mr. MJ Kim**  
Logistics Specialist

### Logistics Software Solutions

- iLogisys FMS
- iLogisys WMS
- iLogisys CHB/ABI
- iLogisys AMS/ACI
- iLogisys ISF
- iLogisys Fulfillment
- iLogisys CRM



### Suntek Systems Inc.

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Email: info@ilogisys.com  
www.ilogisys.com



**S**untek is a logistics software company offering the best logistics management software solution, *iLogisys™*, to logistics solution providers by utilizing our flexible supply chain platform. Suntek makes your complicated logistics process – from order placement to final delivery – simple and innovative. Companies of any size benefit from our productive, informative, and manageable supply chain tool in a fast-changing logistics industry.

### Powerful Supply Chain Visibility

Supply chain management requires the orchestration of information and cargo movement across an increasingly large number of logistics and trading partners. Specific information related to products, P.O.s and physical shipments including transport

and logistics activities, and status of events and milestones, must be managed efficiently for better supply chain visibility. But implementing visibility cannot be achieved in a day and requires more focused endeavor. The flagship solution, *iLogisys™*, enables our customers and trading partners to control their extensive supply chain visibility and enhance overall performance.

### Easy B2B Collaboration

B2B collaboration is no longer optional because of the rising complexity of the operation and the increasing service demands from customers. Eliminating the barriers to sharing information between logistics partners and trading partners allows them to streamline their operation and reduce the wasted resources. *iLogisys™* helps our customers to implement B2B

collaboration from order easily by utilizing EDI capability. B2B collaboration is not a simple task for companies, though.

### Business Intelligence Software for the Logistics Providers

As the fast-changing logistics industry requires managers to access the various information of operational or financial reports, the real-time reports help them gain insight into new business issues. Business intelligence reports of operations and finance enable managers to find the information they need within the timeframe they require in order to drive their decisions. Furthermore, the streamlined process from invoicing to accounting eliminates the human error of duplicated entry and meets their reporting and analytics needs.

# Supply Chain & Transportation USA Exhibition and Conference



**Laurent Noel**  
Industry Vice President  
Transportation & Logistics

## The Must-Attend Transportation Sourcing & Educational Experience

March 17-20, 2014  
Georgia World Congress  
Center, Atlanta, GA  
[www.supplychainusaexpo.com](http://www.supplychainusaexpo.com)

In today's competitive marketplace, having the latest advances and integrated solutions for transporting your goods is a must—and only Supply Chain & Transportation USA (SCTUSA) delivers, for all vertical industries.

Supply Chain & Transportation USA is the ONLY one-stop buying and educational experience for supply chain executives in North America.

Co-located with MODEX and The Georgia Logistics Summit, SCTUSA 2014 is your best opportunity to make connections that will position your company for future success. By attending SCTUSA 2014 you will:

- Examine the latest solutions first-hand from world-class supply chain providers on the co-located show floor
- Connect and network with peers across 22+ vertical industries in educational sessions and industry events
- Learn about the latest innovations and integrated solutions for transporting your goods

- Gain valuable insight into transportation and logistics solutions for all areas of the supply chain

## High Value – Low Investment

Your registration to Supply Chain & Transportation USA includes access to both SCTUSA and MODEX exhibit halls and 150+ FREE conference sessions!

## Integrated Solutions

Examine products and services first-hand – resulting in real-time integrated results. Meet world-class solution providers dedicated to transportation, logistics, and the future supply chain in four distinct solution centers:

- Transportation & Logistics Services
- Technologies & Information Systems
- ECO Transportation & Logistics
- Logistics Infrastructure & Industrial Real Estate

## Full Circle Networking

Supply Chain & Transportation USA attracts domestic and global industry professionals, representing a variety of industries,

throughout the entire supply chain process looking to identify opportunities, investigate technologies, network and make the right purchasing decisions.

- Manufacturers/suppliers
- VP's, Directors, Managers of:
  - Supply Chain
  - Logistics
  - Distribution
  - Operations
  - IT (related to supply chain)
  - Transportation/Fleet Management
  - Manufacturing
  - 3rd Party Logistics Providers
- From the following vertical industries
  - Aerospace
  - Automotive
  - Chemical & Industrial
  - Construction
  - Consumer Package Goods
  - Electronics
  - Energy
  - Food
  - Luxury Goods
  - Manufacturing
  - Paper, Printing
  - Oil & Gas
  - Pharmaceutical
  - Retail (Big Box, Online, Chain)
  - Textiles & Apparel

## Supply Chain & Transportation USA/ Reed Exhibitions

383 Main Ave  
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+1 (203) 840 9670  
+1 (203) 807 3625  
[lnoe@reedexpo.com](mailto:lnoe@reedexpo.com)  
[www.supplychainusaexpo.com](http://www.supplychainusaexpo.com)





## Syfan Logistics



**Jim Syfan**  
Chairman

**Who We Are:** Syfan Logistics is an asset-based transportation logistics company providing shipping needs throughout the continental United States, Mexico and Canada.

**Mission Statement:** We will provide our customers a competitive advantage through superior transportation and logistics services. We will consistently strive to meet and exceed our customers' expectations of service through timely communication and quality information.

**Vision Statement:** We seek to be a guiding light of ethics, integrity and Christian faith in our service to the transportation industry.



### Syfan Logistics

PO Box 1294  
Gainesville, GA 30503  
Jim.Syfan@SyfanCorp.com  
SyfanCorp.com  
Toll-Free: 855.287.8485  
Local: 770.287.8485



### A Growing Tradition

The Syfan family – Jim Syfan, wife Gloria, and their two sons, Greg and Steve – launched their original transportation company in 1984 just north of Atlanta in Gainesville, Ga.

Today, the tradition continues with Syfan Logistics – the family's heralded return to the logistics business. In just under three years, their company has grown to over 90 professional team members and drivers with an annual revenue run rate projected to surpass \$55 million in 2014.

### Expertise in Foodstuffs

With its location in a bustling poultry-industry region, Syfan Logistics is well-versed in hauling deadline-sensitive, perishable food products. The company works extensively with the nation's largest foodstuffs companies in the poultry, seafood, confectionary, cereal and soft drink industries.

Syfan also brings this 40-year experience and commitment to on-time delivery to its non-food customers, including the world's largest package-delivery companies as well as the expedited divisions of America's major automotive manufacturers.

### Key Services

With a 100% commitment to on-time pick-up and delivery – and full communications every

step of the way – Syfan Logistics provides the following key services.

■ **Syfan Dedicated:** Syfan owns its own fleet of trucks and trailers (refrigerated, flatbed and dry van). This versatility is put to work with a dedicated fleet division focused exclusively on each customer's individual shipping needs with a designated driver handling the same loads on a weekly basis.

■ **Syfan Expedited:** For the highest priority loads with the most demanding delivery schedules, no one in the industry has more experience in expedited logistics. The Syfans' vast experience in poultry and other national foodstuff industries has forged a unique sensitivity to deadline-oriented product shipping. When others say "no," the only answer you'll hear from Syfan Expedited is "yes."

■ **Third-Party Logistics:** For shippers faced with a sudden spike in shipping volume or the occasional spot load, Syfan Logistics is able to fill those emergency gaps with its reliable, pre-qualified team of core carriers.

■ **Freight Management:** Utilizing its newest technology platform, Syfan can now oversee a company's entire freight program, including:

- Bidding and procurement
- Carrier realignment
- Order consolidation/load

optimization

- Load execution
- Spot market management

The bottom line for customers is significant cost savings through greater operational efficiencies.

### A Tradition of Innovation

Syfan Logistics is leading a technological revolution in transportation communications through its partnership with McLeod Software. Exclusive web-based portals provide Syfan customers with real-time access to live GPS status reports for each and every shipment – from start to finish. Through EDI, customers also are able to tender their loads directly into the Syfan database, access and download their bills of lading, and view instant summaries of shipping costs – all from the convenience of their computer.

This spirit of innovation and customer service continues the Syfan legacy as a tradition in American transportation.

### Industries:

- Food and Beverage
- Parcel
- Automotive
- Manufacturing
- Healthcare
- Construction materials
- Retail/Consumer products
- Electronics
- Paper products

## TMW Systems, Inc.



**David W. Wangler**  
President & CEO

### Our Business Vision

TMW solutions are domain-specific; designed, developed and maintained exclusively to meet the needs of the transportation industry. Our platforms serve as the technology backbone upon which our customers' operations rely. We can automate and improve the workflow and processes of every aspect of a customer's business – from order to cash – including a myriad of transportation-specific requirements and business processes. We work closely with our customers during product development, ensuring innovation that is truly customer-driven. Our market leadership, mission-critical platform technology and domain expertise place TMW at the heart of a broader transportation technology ecosystem generating business value for our customers. Our network of partners exceeds 175 technology and service providers that help TMW Systems to extend and expand our customers' business capabilities.

### TMW Systems, Inc.

6085 Parkland Blvd.  
Mayfield Heights, OH 44124  
(800) 401-6682  
solutions@tmwsystems.com  
www.tmwsystems.com



### TMW Systems hosts the annual TransForum User Conference.

TMW Systems is focused on providing mission-critical enterprise software and robust routing and scheduling tools for high-performing transportation operations. TMW serves over 2,300 customers in North America today, from large, sophisticated transportation organizations to hundreds of smaller local and regional operations.

The physical transport of freight is a complex and dynamic process. Coordinating information among trading partners, managing documents moving in parallel with the freight and tracking financial accounting obligations incurred in route requires constant updates along with the flow of goods. Amplifying these complexities are the variability of equipment and labor, regulatory compliance, weather, accelerated sourcing and distribution networks and market pricing pressures. Transportation organizations must continuously monitor operational and financial

performance in order to respond to exceptions and developing trends in real-time.

TMW's unique transportation management platform enhances customer service, improves driver and asset productivity and helps companies manage operational risk and regulatory compliance. Continual technology investment by TMW delivers steadily expanding functionality for customers to address critical pain points and to generate tangible ROI with the following key benefits:

■ **Lower Transportation Costs.** By improving route optimization of last mile deliveries and increased utilization of trailer capacity, total transportation costs are lowered by 4-6 percent.

■ **Reduced Fuel Spend.** By guiding fleets to least-cost fuel purchase locations within a trip, typical savings average 4-7cents per gallon over unaided purchases, or average savings of \$1,000 per tractor per year.

■ **Improved Asset Utilization.** By reducing empty miles, increasing revenue per mile, making better load assignment decisions and allocating resources more effectively. Average results from TMW technology reduces empty miles by 10 percent, increases revenue per mile by 5 percent.

■ **Reduced Asset Maintenance Costs.** Capturing maintenance data in real time, for repair history information, cost reporting by vehicle maintenance report system (VMRS) codes, unit lifecycle cost reporting, regulatory compliance and compliance management reporting, typical reductions of 10 percent on asset maintenance costs are realized.

■ **Increased Revenue.** Supporting multiple transportation modes, services and operations on a single technology platform, TMW customers can grow business with expanded revenue sources and minimal IT deployment costs.

■ **Higher Customer Satisfaction.** Through software tools that increase on-time delivery, lower cost and enable electronic information exchange, TMW customers report over 20 percent higher customer satisfaction.

Learn more at  
[www.tmwsystems.com](http://www.tmwsystems.com) or email  
[solutions@tmwsystems.com](mailto:solutions@tmwsystems.com).





# TransGroup Worldwide Logistics

- U.S. Owned
- Globally Connected
- Transport & Logistics
- Nationwide/Worldwide
- Global Warehousing & Distribution
- Integrated Supply Chain Management
- Industry-Leading Technology
- Customer Centric Approach
- Custom Tailored Systems & Solutions
- Heavy Project Logistics



**T**ransGroup is the multinational that cares, with the IT that thinks like you do.

We connect full Domestic and International capabilities across 90 worldwide stations with the best web-based technology in the industry. This allows us to do what others can't.

We create logistics solutions that matter.

## International Services

- Global Air
- Worldwide Consolidation
- FCL / LCL
- Air & Ocean Charter
- Complete Project Cargo Services
- Dangerous Goods
- Customs Brokerage
- Overseas Warehousing & Distribution

- FMC OTI / NVOCC Licensed
- C-TPAT Validated

## North American Services

- Next Flight Out
- Next Day AM / PM
- Second Day
- TranSaver 3-5 Day
- Express LTL / FTL
- Hot Shot Options
- Specialized Equipment
- Air Charter
- Trade Show Services
- Asset Recovery / Reverse Logistics
- White Glove Services
- Warehousing & Distribution
- TransBorder Expertise (Canada / USA / Mexico)

## Technology

- Global Tracking
- Online Shipment Initiation
- Worldwide P.O. Management
- Proactive Milestone & Status Notifications
- Reports / Metrics
- Global Warehouse Management
- TMS Online LTL Rating & Dispatch
- EDI / XML / ERP Integration
- Internally Developed for Maximum Flexibility

Get our Mobile App by visiting:  
<http://app.transgroup.com>

## TransGroup Worldwide Logistics

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www.transgroup.com





## Transplace



**Tom Sanderson**  
CEO



**George Abernathy**  
President & Chief Commercial Officer

### Mission Statement:

To achieve global supply chain excellence for our customers—North American manufacturers, retailers, and distributors—as a premier provider of transportation management services, intermodal, truck brokerage and SaaS TMS solutions.

To exceed customer expectations by continuously reducing costs and improving service. Our assets are people, proven processes, proprietary technology and scale.



**T**ransplace is the North American 3PL & technology company committed to helping manufacturers, retailers, distributors and chemical companies reduce transportation costs and improve service to their customers.

### Optimizing Supply Chain Performance

Transplace provides a comprehensive mix of transportation management and technology services ranging from consulting to end-to-end logistics outsourcing. By identifying synergies and creating efficiencies throughout our customers' supply chains, we optimize ROI on freight spend while mitigating transportation risks. Our services include:

- Best-in-class third party logistics
- Intermodal
- Freight brokerage
- Ocean and air forwarding
- Supply chain consulting
- SaaS transportation management system (TMS)

As the only major provider to offer this breadth of services, Transplace can customize its offerings in any configuration to meet your specific requirements. We provide the confidence and convenience of a single transportation partner to support the unique and changing needs of your

business. Our expertise extends to multiple industry verticals, with multi-modal capability and a geographic presence within the US, across borders and to/from the world.

### Maximizing Value to our Customers

With experience managing billions in freight spend annually, Transplace delivers unsurpassed quality and efficiency in your supply chain through our combination of people, process and technology excellence:

- Customer service focus supported by industry thought leaders and highly-qualified logistics professionals
- Business process expertise and a commitment to Lean Six Sigma methods
- Technology innovation including a proprietary cloud-based TMS and robust reporting and analytics. With our own in-house development team, Transplace technology can be adapted in unlimited ways.
- Multi-shipper collaboration and coloadung that leverages our extensive customer and carrier relationships to create distribution efficiencies

### Helping your Business Grow

Transplace partners with many of the world's largest shippers to provide highly-qualified strategic guidance, customized technology services and superior transportation management. Recognized for award-winning collaborative solutions and our experienced leadership, Transplace helps your business grow by reducing transportation costs and improving service to your customers.

### Transplace

Corporate Headquarters:

Dallas

Operations Centers:

Philadelphia, Chicago, Laredo,

Lowell, Los Angeles

International Locations Include:

Toronto, Hong Kong, Monterrey

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### The 3PL & Technology Company

888.445.9425

**TRANSPLACE**  
The 3PL & Technology Company

## Transportation Insight



**Chris Baltz**  
President and CEO

Through evaluation, innovation and best-in-class LEAN supply chain solutions, we help our clients create sustained competitive advantage and dominate their market.

### Enterprise Logistics Services

- Domestic Transportation
- International Transportation
- Warehousing
- Private Fleet Consulting
- Outsourced Execution
- LTL and TL Transactional
- Extended LEAN® Consulting
- Supply Chain Consulting
- Big Data Solutions
- Insight Fusion™ Mobile Analytics
- Supply Chain Sourcing of Indirect Materials including Secondary Packaging



### Enterprise Logistics

Founded in 1999, Transportation Insight is a global Enterprise Logistics Provider serving as a non-asset-based logistics adviser and business strategist to hundreds of manufacturers, distributors and retailers ranging from midsize companies to Fortune 500 corporations.

### Continuous Improvement

With more than 500 years of combined executive-level logistics experience, we help clients increase logistics productivity and foster long-term, enterprise value creation. Utilizing our **Extended LEAN®** continuous improvement methodology, our clients remove non-value-added activities from their end-to-end supply chains. As a result, they reduce logistics costs, improve operational efficiency, maximize profits, improve customer service, increase visibility and gain supply chain control.

### Logistics Management

**Co-managed Logistics®**, our consultative, collaborative approach to logistics management, has been successful for hundreds of companies worldwide by allowing shippers to maintain the level of logistics control they desire. From the C-suite to the Logistics Manager, our clients consider us a trusted expert

that sources and supports all domestic transportation modes, international freight forwarding and integrated warehousing services with excellence. In addition, we offer carrier contract and rate administration, private fleet consulting, claims processing and outsourced execution services.

### Financial Settlement

Our **freight invoice audit and payment services** provide benefits far beyond ensuring the accuracy of every invoice. We help companies improve accounting efficiency through consolidated electronic billing, automated General Ledger (GL) coding, timely carrier payment, refunds for service provider failures and freight accruals. Using the massive amounts of invoice information in our data warehouse, we apply algorithms to glean business intelligence that supports client strategic planning and decision-making.

### Technology

Through **Insight TMS®**, our customizable, web-based Transportation Management System, shippers have total asset visibility from foreign ports to the customer's door through one interface. Insight TMS users

can also automate logistics tasks such as load tendering, shipment tracking, rate shopping, dock scheduling, Bill of Lading creation and others. To minimize your investment, we provide extensive training while requiring no installation or maintenance costs.

### Business Insight

Our comprehensive **Business Insight** offering delivers complete supply chain visibility in the present, past and future. **Insight Now** enables you to identify optimal shipment routing, select the best service providers, access in-transit tracking and execute shipments faster. **Historical Insight** provides customized reporting to uncover missed opportunities, spot business trends and make data-driven decisions. To bring **Future Insight**, our Supply Chain Analytics group utilizes advanced network modeling tools and a consultative continuous improvement approach to ensure your network can adjust quickly to supply and demand changes while maintaining maximum productivity. And, with mobile data delivery tools such as **Insight Fusion™**, our interactive business intelligence portal, we provide all of this reliable information when, where and how you need it.

### Transportation Insight, LLC

328 First Avenue NW  
Hickory, NC 28601  
877-226-9950

info@transportationinsight.com  
www.transportationinsight.com



Evaluate. Innovate. Dominate.

## Transportation Solutions Enterprises (TSE)

### About TSE

At TSE, we strive to provide only the best service for our customers by utilizing the dynamic strength of our four companies, each of which specializes in a specific service line. TSE can tailor reliable solutions to meet your unique needs, all while saving you money. It is our energetic, aggressive spirit that gets the job done right. When you work with TSE, you work with the power of unlimited solutions.



### Transportation Solutions Enterprises (TSE)

1765 N. Elston Ave.  
Chicago, IL 60642  
312-698-8158  
tseinfo@tse-llc.com  
www.tse-llc.com



### Unlimited Solutions

Together, the TSE companies offer a complete suite of transportation services designed to maximize value for shippers and carriers alike.

We bring together a broad spectrum of talent, capabilities and options for customers, and together comprise Transportation Solutions Enterprises (TSE). With a heavy investment in both technology and personnel, TSE has enjoyed strategic and sustainable growth, and ranks as one of the largest privately-held transportation companies in America. The future is bright as new locations, employees and service offerings are a part of the aggressive growth strategy of TSE.

Our business units are capable of providing top-notch service in these areas:

### Freight brokerage and forwarding services

- Domestic TL/LTL/

Intermodal/flatbed/  
dedicated/refer

- Domestic and International Air
- Ocean (FCL, LCL)

- Web-based tracking portals
- 24-hour operational support
- Full EDI capabilities
- A single point of contact
- Automated arrival/departure notices
- Immediate quoting
- Real-time insurance monitoring and safety updates

### Full-Truckload Transportation

With more than 300 power units and 600 trailers. Our terminals in Southern California, El Paso, Dallas, McAllen and Chicago help us to serve the continental U.S., Mexico and Canada.

- Long-Haul Truckload Van
- Expedited, team-based service
- Local pop-up fleets
- Dedicated service

- Specialized equipment
- Supported by:
- 24-hour customer service
- In-cab monitoring devices
- Satellite-equipped tractors and trailers

### Managed Freight Services

A leader in contract logistics management, TSE leverages industry best practices, powerful intellectual capital, and world-class technology to bring a variety of services to our customers. Amenities we offer include:

- An Enterprise, web-based TMS that includes
  - A real-time optimization engine
  - Automated tendering, tracking, invoicing and reporting
  - Easy and fast integration through proprietary EAI applications
- Procurement and carrier management
- RFP management and analysis
- Freight audit and payment services
- Knowledge Services
- Supply chain design
- On-demand analytics
- IT Systems consulting

### Facility Services

Our facilities in Chicago and in California's Inland Empire offer multi-modal and project-based supply chain solutions that will fulfill shippers' most demanding needs. Services we provide are:

- Warehousing
- Project Logistics
- Reverse Logistics
- Freight Consolidation
- Container Deconsolidation
- Retail Pool Distribution



## 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)  
[www.tgibid.com](http://www.tgibid.com)  
[www.tgirater.com](http://www.tgirater.com)

TransportGistics puts you in control with global products and services that provide market leading, simple, incremental solutions for transportation management and logistics functions within your supply chain.

Our cloud-based solutions enable you to:

- Reduce costs
- Improve processes
- Identify hidden costs of transportation
- Improve vendor compliance routing guide
- Improve Supplier Relationship Management (SRM)
- Monitor vendor performance
- Improve shipment visibility
- Generate automatic, status-driven alerts
- Monitor carrier performance with respect to time in transit, service failure, and billing
- Enable collaboration
- Source, procure and execute transportation services



### TransportGistics, 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)

# Tucker Company Worldwide Inc.



**Jeff Tucker**  
CEO



**Jim Tucker**  
President & COO

## Mission Statement:

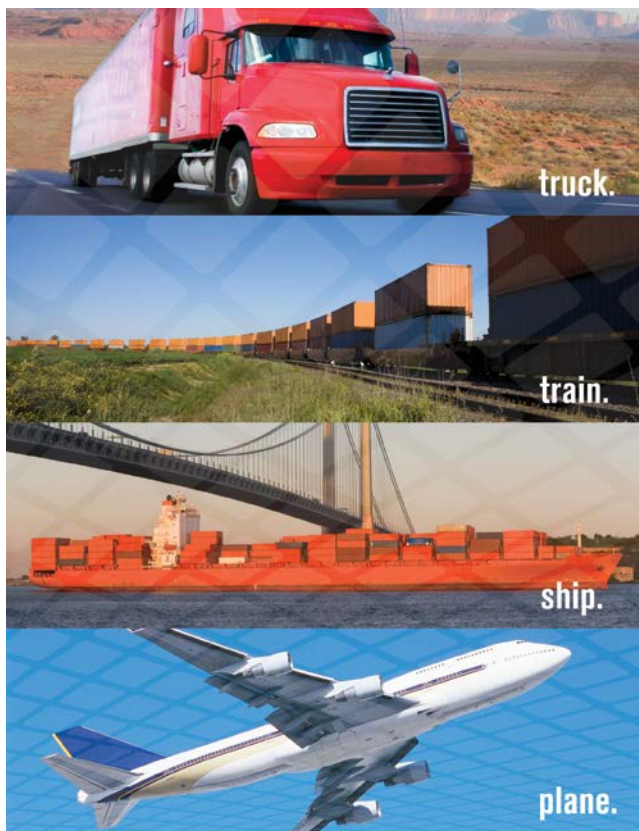
Tucker Company Worldwide Inc. is committed to safely providing our customers with competitively priced, comprehensive freight management programs that deliver.

ISO 9001:2008  
COMPANY WITH  
QUALITY SYSTEM  
CERTIFIED BY DNV



## Tucker Company Worldwide, Inc.

900 Dudley Avenue  
Cherry Hill, NJ 08002  
800-229-7780  
856-317-9600  
Fax: 856-317-0741  
info@tuckerco.com  
www.tuckerco.com



**T**ucker Company Worldwide, Inc. operates America's oldest privately held freight brokerage authority. We are a third party logistics (3PL) business with NVOCC and ocean freight forwarding authorities who are focused on providing customized and focused logistics services and expertise throughout a broad array of industries. No matter the complexities, Tucker seamlessly adapts to meet your supply chain needs safely and efficiently.

Our product specialty categories include: general commodities, healthcare, temperature control, energy industry, military and government. Tucker's team is also expert in following domestic freight modes, types and programs. From routine

LTL and truckload to managed programs, over-dimensional and project cargo.

Areas of concentrated expertise include: extremely high value cargo, selection and use of credentialed carriers and high security carriers, Rx and OTC pharmaceuticals, JIT/tight timetables, adherence to, and validation of contractual, site-specific and product-specific care requirements.

Tucker's service covers all points in North America and the World with all modes: truck, train, ship and plane. Tucker operates as an NVOCC and ocean freight forwarder (FMC#021989NF).

Tucker values building strong carrier and customer relationships to leverage and ensure that our network delivers

results for your business. As industry capacity and market forces ebb and flow, Tucker keeps you well positioned to reach your market every day.

With Tucker in the picture, your organization can scale up, down, flex or recover at a moment's notice. We've got you covered. Tucker Company Worldwide - Safely Delivering Results for over 50 years!

## Specialized Divisions at Your Service

- North American Freight Group (brokerage)
- Dedicated Logistics Group (3PL)
- Government Freight Group
- International (NVOCC & OFF)

## Specialties

- Truckload & Expedited
- Managed LTL
- Intermodal
- Towaway and/or Driveaway
- Inbound & Outbound Management
- Container and Pier Work
- Ocean Freight
- Temperature Control, Cold Chain; Ambient; Reefer; Protect from Freeze
- Heavy Haul, Specialized & Project Cargo
- Project Management
- Rigging
- Plant Relocations
- Trailer Pulls

## High Safety & Security Cargo

- Healthcare & Pharmaceuticals
- Medical Diagnostics
- Specialty Chemicals
- Capital Equipment
- Energy Industry
- Electronics

## Expedited Services

- Truckload & LTL
- Air Freight & Chartered Flights



## U.S. Bank Freight Payment



**Rick Erickson**

*Global Director of  
Freight Payment Solutions*

### Count on U.S. Bank Freight Payment

An effective supply chain has the right goods in the right place at the right time – that means fostering strong carrier relationships. You need a partner you can trust to pay your carriers on time, provide the visibility needed to ensure efficiency, and be there day in and day out.



**L**ooking to reduce cost in your supply chain and increase transportation service levels? Transportation invoices are complicated, detailed, and often involve specific freight audit requirements. U.S. Bank Freight Payment can help. We help logistics professionals manage global freight payment and audit for all transportation modes with a single solution. Uncover cost savings, increase financial control, and gain visibility into freight spend.

As a leading global transportation solution, U.S. Bank Freight Payment processes millions of freight invoices annually for some of the largest corporations and government agencies in the world.

### U.S. Bank Freight Payment

901 Marquette Ave. S.

Minneapolis, MN 55402

866.274.5698

[intouchwithus@usbank.com](mailto:intouchwithus@usbank.com)

[www.usbpayment.com/  
freight-payment](http://www.usbpayment.com/freight-payment)

### Add Efficiencies to the Financial Side of Your Supply Chain

- Process both paper and electronic transportation invoices.

- Uncover savings with 100% prepayment audit of invoices for all modes of transportation.
- Improve the flow of data and payments that is critical to your supply chain.
- Collaborate online with carriers to process, pay, and quickly resolve exceptions.
- Discover innovative cash management solutions that allow carriers to receive payments faster without changing payment terms for shippers.

### Gain Global Visibility for Greater Efficiency and Savings

- Enable a single freight payment and audit solution for all transportation invoices with visibility across different business units and geographies.
- Act on strategic supply chain opportunities with business intelligence at your fingertips.

### Rely on Unrivaled Financial Responsibility and Supply Chain Expertise

- Get complete visibility of all funds received and disbursed.
- Count on our unrivaled financial responsibility. As a bank, we go beyond the basic SOX and SSAE 16 Type 2 certification to meet the rigorous regulation, audit, and compliance requirements of the financial industry.
- Depend on our experience. Our people come from the transportation industry and for more than 16 years, U.S. Bank has developed sophisticated financial supply chain and logistics solutions to address the pressures logistics managers and carriers face.





## UltraShipTMS



**Nicholas Carretta**  
President

#### Company Mission:

To be an indispensable business partner to our clients—leading names in food & beverage production, retail product manufacturing, bottling/packaging production and other industries—delivering and tirelessly supporting intelligent, Software-as-a-Service (SaaS) solutions for the efficient management of both inbound and outbound transportation across all modes.



#### UltraShipTMS

17-17 Route 208 North  
Fair Lawn, NJ 07410  
800-731-7512  
www.ultrashiptms.com



#### UltraShipTMS Suite

UltraShipTMS bridges the divide between transportation management tools and private/dedicated fleet management tools with a single-source solution designed to accommodate both. With rapid, easy implementation, UltraShipTMS integrates with all relevant systems such as ERP, WMS, EDI/communications and payroll. Unlimited support and training is included at no extra charge for the lifetime of the solution making UltraShipTMS a steadfast partner, dedicated to driving significant cost savings and efficiencies across the supply chain. Engage any of the individual modules below as a stand-alone or implement the entire suite for maximum effect.

#### Transportation Management System:

UltraShipTMS transforms transportation into a strategic player in the supply chain, improving transportation

processes—through automation—for complete spend visibility and operational control. The TMS solution captures significant cost savings and encourages optimal utilization of labor and equipment with minimal commitment of IT resources. Successful organizations leverage UltraShipTMS to automate and improve processes such as:

- Rating, routing & tendering
- Reverse logistics & backhauls
- Scheduling
- Private/dedicated fleet management
- Freight audit/payment
- Carrier & customer communications

UltraShipTMS includes robust reporting, transforming raw data into actionable intelligence for better planning and forecasting.

**Private & Dedicated Fleet Management:** UltraShipTMS brings unmatched private fleet

management functionality to shippers employing a mixture of common carrier and private/dedicated fleets as part of a comprehensive TMS application. From dispatching, backhaul management and driver payroll to driver/equipment history, vehicle position monitoring and communications, UltraShipTMS is your single source solution.

#### Routing Guide, Carrier Selection & Tendering:

UltraShipTMS's intelligent, rules-based routing and tendering engines support any level of detail—no matter how granular—enabling automation of even the most complex supply chains. Automated “cascade tendering” cuts man-hours dedicated to this function by as much as 90%.

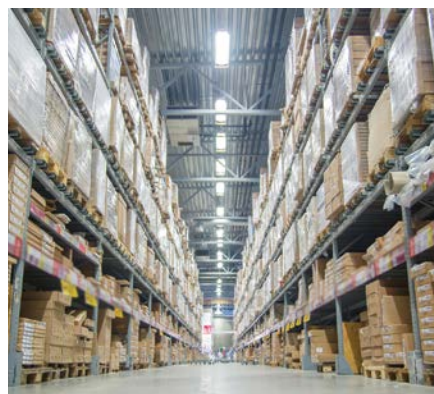
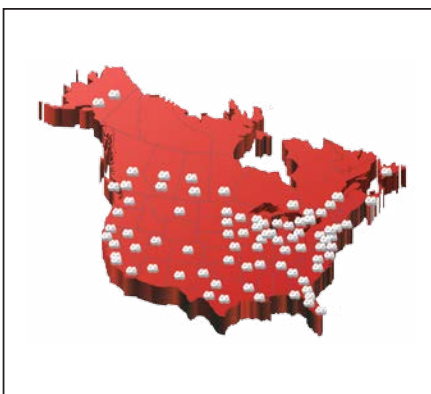
#### LoadFusion Optimizer:

The American Business Awards’ “Transportation Product of the Year for 2013” and “People’s Choice Award” recipient—amplifies the results promised by supply chain management software. Easily view and compare routes, schedules and loading models in seconds! Consolidate orders, maximize cubes and plan continuous moves, ensuring the most cost-effective use of equipment and resources. LoadFusion is simply the best tool in the market for freight and route optimization, ensuring on-time shipments while reducing freight cost, miles and CO<sub>2</sub> emissions.

Call or visit us online today to take a self-guided online demo of our product or to learn more.



## Unisource Logistics Solutions



## People. Service. Success.



**Jeff Rudy**  
President

- #87 in Forbes Largest Private Companies
- Manages \$5 billion in goods annually
- Over 16 million square feet with 89 locations in North America



### Unisource Logistics Solutions

Unisource Logistics Solutions offers variable access to the assets, resources, and technology of a leading distributor and logistics services provider that includes 89 distribution centers in the United States and Canada, a "Top 100 Private Fleet", and state-of-the-art supply chain technologies and analytics.

### Maximize Profits

Unisource Logistics Solutions provides just that... solutions for an organization's supply chain. ULS enables customers to optimize existing supply chains or engineer new ones, improve service levels, reduce costs, and to maximize their profits without investment in assets, resources or technology. By leveraging supply chain expertise, and a comprehensive footprint, customers are assured that their supply

chain will gain a competitive advantage while allowing them to focus resources on their core competencies.

### Unisource Worldwide

Unisource Worldwide, Inc. is a distributor of packaging, printing paper, equipment and supplies. Clients include many of the world's largest and most influential brands from a wide array of industries: consumer packaged goods, healthcare, food processing, fulfillment, and industrial manufacturing.

### Supply Chain Strategy

**Network Optimization**  
**Inventory Management**  
**Value Added Solutions:**

- Warehousing
- Fulfillment
- Kitting
- Cross-docking

### Transportation:

- Truckload (dry, refrigerated, flatbed)
- Less-than-Truckload

- Intermodal
- International

### Certifications:

- Smartway
- ISTA
- NSF
- AIB
- HAACP

### Customer Segments:

- Big-Box Retail
- CPG
- Healthcare
- Manufacturing



### Unisource Logistics Solutions

3091 Governors Lake Drive  
Suite 350  
Norcross, GA 30071

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

## Unyson Logistics



**Donald Maltby**  
Chief Supply Chain Officer

### Mission Statement:

Our mission is to be the best 3PL in providing multi-modal capabilities while guaranteeing supply chain savings and adapting our services to meet each client's ever increasing needs.

### Markets We Serve:

- Retail
- Manufacturing
- Consumer Goods
- Pharmaceutical Specialty Markets



### Unyson Logistics

1801 Park 270 Drive, Suite 500  
St. Louis, MO 63146  
Toll Free: 877-641-4892  
Fax: 314-993-0918  
Email:  
info@unysonlogistics.com  
Website:  
www.unysonlogistics.com

# WE ARE THE STRONGEST LINK IN YOUR SUPPLY CHAIN.



**I**n today's economy you need a partner who can provide immediate savings and will commit to those results with long term performance. You need Unyson Logistics.

Unyson Logistics is a division of Hub Group that specializes in elevating supply chain performance by using industry-leading practices, experienced professionals and state of the art technology. We provide customized transportation management solutions that support your strategic initiatives and deliver the results you need while guaranteeing supply chain savings.

We are a network of logistics professionals dedicated to developing, implementing and operating customized logistics solutions. Our people, processes and technology enable us to deliver tangible, quantifiable

savings for our customers typically ranging from 12%-25%. Equally important, our solutions improve the performance of our customers' supply chain through proactive management, implementation of best practices, and increased visibility to critical activities.

Unyson's collaborative approach allows us to develop tailored solutions to meet the unique needs of each customer. We empower our customers to own the process with us, blending our best thinking with our customer's best thinking, to develop the best overall solution. By harnessing the power of our collective strengths we jointly develop a solution that drives a clear competitive advantage for our customers.

The Unyson team is ready to drive costs from your supply chain with our Total Logistics

### Solutions:

- Transportation Modeling and Optimization
- Network Analysis and Design
- Transportation Bid Management
- Environmental Improvement Programs
- Complete Supply Chain Visibility
- Reverse Logistics
- Multi-Modal Management and Execution
- Project Management
- Reporting
- State of the Art Technology Suite

We welcome the opportunity to work with your company. For more details, please visit our website to learn how our total logistics solutions and services can generate savings for your company.



## UTi Worldwide



## Supply chain solutions that deliver.

**Our primary services include:**

- Air and Ocean Freight Forwarding
- Contract Logistics
- Customs Brokerage
- Distribution
- Managed Transportation Services
- Supply Chain Consulting

**Supply Chain Solutions That Deliver**

UTi is one of the industry's leading non-asset based, global third party logistics providers. We deliver competitive advantage to each of our client's supply chains through innovative, integrated solutions. We are committed to delivering value that will help clients succeed in today's uncertain economic environment. This means maintaining an external focus on the global marketplace, being alert to potential obstacles as well as opportunities, and having solutions ready that can eliminate complexity.

**UTi Freight Forwarding**

With 313+ freight forwarding locations, in 59 countries, UTi believes freight transportation is about reducing costs while delivering goods when and where they are needed. Value is provided through inter-modal

shipping at competitive rates, utilizing air, ocean, surface and specialty transportation services.

**UTi Contract Logistics**

Operating a global footprint of 245+ logistics centers with more than 26 million square feet of warehousing worldwide, UTi can store, configure and deliver your products while maintaining the visibility and inventory management you need to effectively manage your business. Whether delivering goods to a global client base or managing complex inbound supply chains, our transportation and inventory optimization tools reduce network costs and improve product availability.

**UTi Supply Chain Design and Innovation**

UTi leverages our global network, IT systems, relationships with

transportation providers, and expertise in outsourcing to improve visibility and reduce costs. Our team can help you build a business case for change, innovation and cost reduction in your organization.

**Competitive Advantage**

At UTi, our people are the most important resource in keeping our commitments to clients. We nurture talent, providing an atmosphere conducive to performance excellence by each and every person. This is why we can say, at UTi, there's not a weak link in the chain.

**UTi Worldwide**

c/o UTi, Services, Inc.  
100 Oceangate, Suite 1500  
Long Beach, CA 90802  
USA  
+1 (562) 552 9400  
www.go2uti.com



## Vantix Logistics

3PL for Foodservice – Our Specialty



**V**antix Logistics has been meeting the rigorous demands of some of the largest restaurant groups, chains and distributors for more than 13 years—including YUM! Brands and McLane Foodservice.

To help ensure food safety, quality and optimal cost, we maintain relationships with more than 3,000 carriers, and through our parent company McLane Company, Inc., we have access to one of the nation's largest private fleets of multi-temp trailers.

These relationships, combined with our cutting-edge logistics technology, enable us to create the very best foodservice logistics solutions possible.

In your business, you need a 3PL partner with comprehensive foodservice industry expertise, a true understanding of freight and

transportation and the ability to safely deliver a range of products—from dry goods, cooler and freezer, to cleaning supplies and restaurant equipment. Vantix is your 3PL solution.

For more information, visit [VantixLogistics.com](http://VantixLogistics.com) or call Charles Bostick at 972-371-5014



# VANTIX

**Vantix Logistics**

2085 Midway Road  
Carrollton, Texas 75006  
(800) 737-5423 Ext. 2198  
Fax: (972) 364-2339  
[www.vantixlogistics.com](http://www.vantixlogistics.com)

## Vesta

## Your Industrial Real-Estate Partner



**Lorenzo Berho Corona**  
CEO

#### Portfolio Services

- Spec Buildings for Lease
- Park-to-Suit Projects
- Build-to-Suit Projects
- Site Selection
- Design & Engineering
- Sale & Lease Back
- Acquisitions
- Asset Management



#### Understanding Your Industry

Our clients, multinational companies, are focused in industries such as aerospace, automotive, food and beverage, logistics, medical devices, and plastics, among others. We offer competitive lease rates and build strong tenant relationships, ensuring that our products and services exceed our clients' expectations at every stage of the process. Vesta has designed an organizational structure with a regional approach, which allows us to provide a personalized service.

#### Providing Solutions

Our Multi-tenant Buildings attend to the immediate real estate demands of our current and future clients. We provide innovative and tailor made solutions to fulfill the needs of growing industries, as well as our clients to expand their operations. The Bajío and Central Region of the country are in constant expansion, where we offer modern industrial parks, such as VestaPark Toluca II, located in the Toluca hub of logistics.

#### Environmental and Social Responsibility

Vesta integrates sustainability principles to its buildings, addressing LEED® standards of Sustainable Sites, such as water use and energy efficiency, environmental materials and quality in interiors. As part of our commitment to the communities where we are established, we work for their welfare and contribute with our partners to improve their life conditions.

**C**orporación Inmobiliaria VESTA, (BMV: VESTA) is a pure-play developer, owner and operator of industrial real estate properties in Mexico, with presence in several strategic markets located in key logistics areas and trade corridors. Through our industrial and distribution centers, we provide innovative and customer-tailored real estate solutions to respond to our clients' needs.

As of September 30, 2013, Vesta owned 98 properties located in modern industrial parks in 12 states of Mexico totaling a GLA of 1.26 million square meters.

#### Capturing Supply Chains

Vesta develops industrial and distribution centers through Build-to-Suit Buildings and Park-to-Suit Parks, designed to respond to the specific needs of our clients or to a particular industry. One of the Park-to-Suits we developed is the Queretaro Aerospace Park, which hosts the operations of Bombardier and its suppliers, and was designed to meet the requirements of the aerospace industry. Another example is the Nissan-Vesta DSP, hosting on 140 acres (57 hectares) 7 suppliers within 5 buildings of 1.6 million square feet of construction, with the potential of expanding further in the future.



#### Corporación Inmobiliaria Vesta

Corporate Headquarters  
Bosque de Ciruelos No. 304-7  
Col. Bosques de las Lomas 11700  
México, D.F.  
+52 (55) 5950-0070  
contact@vesta.com.mx  
www.vesta.com.mx



## Wagner Logistics



**John Wagner**  
President

### The Wagner Way

High-tech and hi-touch – work with Wagner and you'll realize it's possible to get both. Tell us your unique supply chain challenges. Better logistics is always the answer. Tell us what you want to accomplish. We'll build a solution to make it happen.

### The Wagner Team

Wagner's seasoned logistics pros competitively engage in helping your business work smarter. We do it through advantages of structure, scales and integration.

### What 'Bring It' Means to Us

Our can-do culture engenders a certain mindset that we believe fosters a distinct competitive advantage for our clients: We want to tackle your biggest, most complex supply chain challenges. Whatever it is, whatever it takes. We say, "Bring it."

### Wagner Logistics, Inc.

1201 E. 12th Avenue  
No. Kansas City, MO 64116  
800-817-1264 ext. 1303  
www.wagnerlogistics.com

*Bring it.*<sup>SM</sup>



TRANSPORTATION



WAREHOUSING



FULFILLMENT



PACKAGING

**W**agner Logistics has been engineering unique supply chain solutions since 1946. Whether it's inventory issues, new market entry, or simply the need to move product quickly – on a truck or off the shelves – Wagner can help.

A premier 3PL provider, we know the supply chain like nobody's business. Wagner customers enjoy greater speed to market at lower cost, at every stage, from manufacture to mass consumption.

### Transportation

We hauled our first load six decades ago and have been moving freight for hundreds of North American clients ever since – quickly, safely and at the lowest possible cost. The Wagner operations model means our team can take on small projects, thousands of loads, or any job in between. Assets are deployed when consistent volume demands consistent capacity. Longstanding partnerships with house carriers extend our reach and deliver superior customer service.

### Warehousing

Work with Wagner and you'll quickly notice our "Bring It" mentality. It's how we respond quickly to unique warehousing and distribution needs, and exceed

expectations every time. As a nimble lead logistics provider, we build flexible leases and enter new markets to meet your objectives. We have the bench strength to ramp up quickly and meet challenging operational requirements. Whenever specialized space is needed, Wagner has the skilled professionals to locate it, obtain it and run it.

### Fulfillment

With multi-channel fulfillment operations staffed and equipped for any task, we pick, pack and ship everything from the biggest big-box order to the most specialized retail requirement. Advance Ship Notice (ASN) and compliance with retailer routing guides for truckload, LTL and parcel carriers come standard at Wagner. Direct-to-consumer orders are a specialty and we cover it all – inserts, labels, authorizations, notifications and tracking data, plus precise order confirmation.

### Packaging

We bring more than the standard mix of packaging services. Think of us as an extension of your production line – one that boosts profitability. We develop, deploy and manage packaging solutions to improve your supply chain flow and speed to market. Our customers demand

faster delivery, lower risk and costs, without sacrificing quality. We accomplish it by integrating the collaborative strengths of manufacturers, big-box retailers and packaging design firms.

### Tier-One Technology

Wagner's backbone systems include a tier-one warehouse management system and transportation management system that can be deployed at multiple customer sites. Tier-one TMS and WMS integration lets our customers see the entire process. And they like what they see!

More than anything else, customers rely on us to help them run a smarter business. It's that simple, yet incredibly complex. We look for advantages of structure, scale and integration, whether they involve only one of our core offerings or demand all four. Regardless, Wagner Logistics helps you excel at every stage in the supply chain.

To learn how we can Bring It for your business, visit [www.wagnerlogistics.com](http://www.wagnerlogistics.com) or call at 800-817-1264 (ext 1303).



## WB Warehousing & Logistics



**Tim Kreilkamp**  
President

### Mission Statement:

With a bundle of warehouse, material handling, distribution and food packaging services we are dedicated to enhancing each customer's competitive advantage.

Our flexibility will set us apart from competitors and allow for reduced shipment lead times, reduced inventories and improved inventory turns.

Thinking inside and outside the box, we will excel at being a total logistics and distribution provider as well as partner.



WB Warehousing & Logistics is equipped for practically any material handling, packaging or distribution project. With so much to offer, we can introduce customers to a whole new way to commerce and deliver greater success for their business.

Our state-of-the-art facilities span from California to Wisconsin and New Jersey, and we offer one-stop shopping for:

### Warehousing

- 1.6 Million Square Feet of Total Space
- 150,000 Square Feet of Cold Storage
- Approved Organic/AIB/CCOF/IFOAM (CA)
- Alcohol Warehousing Approved (CA)
- Palletized & Case Handling
- Pick & Pack/Slip Sheet/Custom Clamp
- Order Fulfillment

We cover customer needs across a variety of industries—from soup to nuts and bolts. Seasonal or year-round requirements can be met.

### Contract Packaging

- Clear Film; Pre-printed Film
- In-store Shippers; Bags/Cartons
- Club Store Packs; Gift Packs
- Module Building; Multi-flavor Assortments
- Private Labeling of Cans & Glass Jars

Our added-value packaging services are designed to provide a consumer presentation that is more visually appealing, easily handled and likely to induce multiple unit sales.

### Transportation

- Coast-to-Coast; DCs in CA, WI, NJ
- LTL/TL; Intermodal, Railroad/Boxcar
- Temperature Control & Dry
- Warehouse Pick Up
- Express/ Courier, Parcel & Overnight Deliveries

We provide fully coordinated shipping, appointing, and shipment tracking services for all shipments we handle.

Accurate inventory management can be guaranteed and backed with these features:

- State-of-the-Art EDI/ASN Capabilities
- Online Inventory, Stock Locator & Rotation Systems
- Lot and Serial Number Control
- Bar Coding
- Radio Frequency

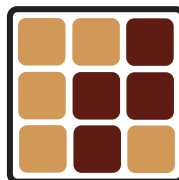
You can rely on us to go the distance to assure your goods travel

**From POINT A to POINT BE SURE.**

### WB Warehousing & Logistics

Edison, NJ  
Allenton, WI  
West Bend, WI  
Manteca, CA  
800-541-3319

[www.wbwarehousing.com/3pl](http://www.wbwarehousing.com/3pl)



**WB**

**WAREHOUSING & LOGISTICS**  
MATERIAL MANAGEMENT &  
PACKAGING SOLUTIONS

## Weber Logistics



**Harry Drajpuch**  
President, CEO

### Mission Statement:

Weber Logistics connects growing brands to Western U.S. markets.

Founded in 1924, Weber is the leading provider of warehousing, transportation and import logistics services in the Western U.S.



### Weber Logistics

855-GO-WEBER

Sales@weberlogistics.com

www.weberlogistics.com



**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 million+ square feet of space
- Fleet of trucks for next-day direct delivery within the region
- Comprehensive import logistics services for LA/Long Beach

### Warehousing Services

We operate dedicated and shared-use facilities in LA County, the Inland Empire, Northern California, Arizona and Utah.

- Vendor compliance services to minimize chargebacks

- eCommerce fulfillment
- Value-added postponement services and final packaging

### Transportation Services

Weber delivers anytime, anywhere, on any mode. Our specialty: final mile delivery to grocery and mass retail stores and distribution centers throughout the 11-state western region.

- Temperature-controlled delivery of food, beverage, and candy products
- Pool distribution, including receipt of full truckloads, sortation by consignee, and final-mile delivery within hours of receipt

### Port Services

Weber's experience in West Coast port services helps get your imports to market faster.

- Reliable, economical drayage service using a 100% clean truck fleet

- Transloading of import containers 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
- Global Trade's Top 10 Temp-Controlled Warehouse Providers
- Food Logistics' Top 3PLs and Top 100 Technology Providers

### Going West? Go Weber

If your company requires an experienced partner for a Western U.S. logistics project, contact Weber 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.



## The Leader in Freight Transportation Innovation

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 10,500 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.

## 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



# Will County Center for Economic Development



**John Greuling**  
President and CEO

The Will County Center for Economic Development provides invaluable assistance to thousands of companies from across the world. Our team is instrumental in assisting in the creation of jobs, recruitment of new businesses, retention and expansion of existing businesses, and creating new investment in Will County, Illinois. We have done this by leveraging assets and fostering an incredible network of political allies, governmental representatives, corporate leaders, economic development professionals, and dedicated investors.

## Will County Center for Economic Development

116 N. Chicago St.  
Suite 101  
Joliet, IL 60432  
Tel: 815/723-1800  
Fax: 815/723-6972  
contactus@willcountyced.com  
www.willcountyced.com



**T**he Will County Center for Economic Development has been the primary catalyst and a key player in transforming Will County, Illinois into a global transportation center and a prime destination for savvy logistics and transportation leaders.

In 2013, we helped Will County achieve the status of a global "multimodal" center. With a combination of rail, road, water and an infrastructure that can't be found anywhere else, we offer the perfect location for new or expanding companies. Five major Interstates, five Class One Railroads, and a major shipping channel connecting the Great Lakes to the Gulf of Mexico are all within a stone's throw of each other.

We have worked with hundreds of companies whose success lies in logistics and transportation advantages. And we have room to grow. Our central-United States location and proximity to Chicago are just added benefits.

Will County CED has also helped our regions earn the esteemed status as the Largest Inland Container Port in North America. This status provides benefits to businesses seeking reliable connections to global markets, reduced transportation costs and supply chain diversification. As a result of continued investments and strategic leadership, Will County is on track to become North America's third largest maritime port in terms of container volume, only behind LA-Long Beach and New York City.

An inland port is defined as a combination of assets that make a region an attractive distribution hub, consolidation point, or destination for imported and exported goods — and we have that in spades. Exports are a key economic engine for the Will County region, with a value

of almost \$29 billion annually supporting 56,000 jobs. And exports continue to grow as more linkages are added to our transportation network.

In addition to our strategic global location, Will County has other significant economic development advantages including:

- Available and Affordable Land
- Over 150 million Square Feet of Industrial Space
- Unsurpassed Highway, Rail, Water, and Air
- Transportation Accessibility and Services
- A Highly-skilled, Available Workforce
- A Pro-Growth Attitude

The bottom line? Will County CED has the network and leadership that enables us to help companies locate, expand and thrive in one of the fastest growing regions in the world.



*Will County*

**CENTER for ECONOMIC DEVELOPMENT**



**WSI**

**Bob Schroeder**  
President & CEO

**One of the country's largest** privately-held 3PLs.

**Integrated supply chain solutions** include logistics, warehousing, fulfillment, chemical logistics, transportation and more.

**Condition, Count & Time®** promise means accurate, timely and reliable performance.

**Experienced, highly trained employees** are committed to helping our customers succeed.

**Long-term customer relationships** demonstrate our dedication to reliability, integrity and innovation.



**RESPONSIBLE CARE®**  
OUR COMMITMENT TO SUSTAINABILITY

**WSI**

1160 N. Mayflower Drive  
Appleton, WI 54913  
920.831.3700  
inquiryIL@wsinc.com  
www.wsinc.com



**S**ince 1966, WSI has delivered expert logistics solutions designed to help our clients operate their supply chains more efficiently, shorten lead times, deliver more reliable performance and minimize costs.

### **Third Party Logistics**

Need to reduce overhead, streamline distribution or expand into new markets? WSI offers tailored and integrated logistics solutions.

### **Warehousing/ Distribution**

- Strategic locations. Sophisticated inventory management. Specialized product knowledge.
- Over 14 million sq. ft. of distribution space coast-to-coast
- Same-day or next-day service
- Value-added services include custom packaging, repacking & assembly
- Flexibility for public, contract or dedicated facilities

### **Fulfillment**

From order to delivery, WSI supports customers with a broad range of seamless fulfillment solutions.

- Inventory management
- Order fulfillment & tracking
- Customized labeling & packaging

### **Retail Support**

Shipping to big-box or specialty retailers? Leverage our extensive expertise.

- Up-to-date compliance knowledge
- Direct-to-retailer EDI
- Retailer-specific documentation and labeling

### **Freight Forwarding**

From your dock to your customer's door, WSI and our international partners can handle your international distribution strategy.

- Global freight forwarding (ocean/air)
- Automated broker interface (ABI) with U.S. Customs
- Proprietary PortSort® port-to-door service

### **Transportation**

Leveraging our high volumes and route optimization models, WSI can negotiate the best rates for you – plus handle all the details.

- Immediate visibility to lowest-cost carriers
- Daily dispatch management
- Billing & claims management

### **Information Technology**

WSI's Warehouse Management System provides a comprehensive solution that helps standardize reporting platforms while reducing systems and infrastructure costs.

- Electronic Data Interchange (EDI)
- Real-time communications
- Web-based reporting

### **Customer Support Services**

WSI's domestic call center can provide knowledgeable, specialized support as a seamless extension of your business.

- Transaction processing
- Customer care & follow-up
- Outbound lead generation

### **Industry Expertise:**

- Electronics
- Consumer Products
- Chemicals
- Dry Foods
- Equipment & Industrial
- Packaging
- Building Materials
- Paper



**Integrated Logistics | Supply Chain Solutions**



## Yusen Logistics



**Kazuo Ishizuka**  
President and CEO

At Yusen Logistics, our mission is to contribute to global economic development and earn the trust of our customers, so we can help them maximize their corporate value. Through our long-standing customer relationships, we have a deep understanding of their business, which enables us to provide them with practical logistics services and solutions.



### Yusen Logistics (Americas) Inc.

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Secaucus, NJ 07094  
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logistics.com  
www.us.yusen-logistics.com  
twitter.com/yusenlogisticsa

www.linkedin.com/company/  
yusen-logistics-americas-inc-  
?trk=tabs\_biz\_home



**Y**usen Logistics is an award-winning global logistics provider with over 55 years of expertise in freight forwarding and transportation. With more than 16,000 employees and 400 offices worldwide, it provides services to customers across Asia, Europe, North and South America, and Australasia. As a member of the NYK Group, it is one of the world's largest and most recognized global transportation companies.

### Innovative Supply Chain Solutions

As your supply chain partner, Yusen Logistics develops, plans and delivers supply chain solutions addressing today's toughest market demands. Leveraging its global network and industry expertise, Yusen Logistics' supply chain professionals collaborate with their customers to formulate strategies that optimize cargo transportation processes and lead to measurable cost savings and efficiencies. Yusen Logistics is innovative driven, providing a strategic transportation service mix to build advanced, customized solutions for its customers.

### Service Scope

Yusen Logistics' ability to provide solutions across industries and companies,

regardless of size and location, comes from its strong global scope. Internationally, Yusen Logistics provides ocean and air freight forwarding, customs and origin consolidation services as part of an overall import management program, or as standalone services to support existing supply chains. Domestically, it provides multiple inland transportation options, including intermodal, full and less-than container load trucking and specialized services including project cargo. These are further supported by fulfillment, transload and reverse logistics solutions, managed under its global warehouse network.

Yusen Logistics' broad service scope and powerful IT platform allow it to work with customers where they have the most need, providing them measurable long-term value. Its portfolio umbrella allows Yusen Logistics to support specific local challenges or globally as a logistics partner.

### Technological Infrastructure

Yusen Logistics provides visibility, tracking and planning across the supply chain, from origin-to-destination. As a proprietary online solution, Yusen Logistics' systems are customizable and integrate seamlessly with each customer's current systems and processes. The flexibility afforded by this approach allows for quick implementation times and minimal business disruptions, while providing maximum business control.

### Pledge for Sustainability

Yusen Logistics is passionate and committed to helping its customers reduce their impact on the environment. As part of a list of select companies, Yusen Logistics has the honor of being recognized by the following organizations for its green initiatives and sustainable business operations:

- Morningstar Social Investment Index
- Dow Jones Sustainability Index
- Ethisphere World's Most Ethical Companies
- Ethisphere Ethics Inside Certification

Yusen Logistics takes great pride in providing new and innovative ways to support its customers in developing a more robust and environmentally conscious supply chain operation.

