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Management UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

■ **UPS, FedEx expect happy holidays.** As is the case every December, transportation and logistics bellwethers FedEx and UPS expect robust holiday volumes, with December 10 and December 20 pegged as the two busiest volume days of the year. FedEx said it expects to move a projected 19 million shipments through its global ground, express, and freight networks on December 10—which would represent a 10 percent annual increase and the busiest day in its history. UPS said that it's expecting to deliver more than 6.5 million air packages on December 20, more than double the normal daily air volume of 3 million packages. Big Brown said that it will fly more than 400 additional flight segments per day to facilitate on-time delivery of holiday gifts globally, adding that it expects to deliver 527 million packages between Thanksgiving and Christmas this year, topping last year's record 480 million.

■ **USPS will keep Santa's elves busy, too.** Like UPS and FedEx, the United States Postal Service (USPS) is calling for a very active holiday shipping season, expecting 385 million packages to be shipped—a number that would represent a new record. The USPS expects the surge in holiday shipping volumes to be largely driven by e-commerce, with about 18 million cards, letters, and packages expected to be delivered between Thanksgiving and New Year's Day. In terms of its busiest days during the holiday season, the USPS said that the busiest mailing day for holiday cards and packages is Monday, December 17, when more than 655 million pieces of mail are expected to be processed—compared to 538 million on an average day. The busiest delivery day for letters, said the USPS, will be Wednesday, December 19, and the busiest day for packages will be Thursday, December 20.

■ **But a busy holiday season won't offset record-setting loss.** The financial outlook for the United States Postal Service (USPS) remains dim, with November's announcement that it incurred a record net loss of \$15.9 billion for fiscal year 2012, compared to a \$5.1 billion

loss in fiscal year 2011. Representing \$11.1 billion—or nearly 70 percent—of this loss are mandated prefunding health retiree benefits that are part of a Congressionally-mandated 10-year payment schedule at an average of about \$5.5 billion per year to create a fund to pay future retiree health benefit premiums. Despite its many challenges, fiscal year 2012 shipping and package services business revenues for the USPS were up \$926 million—or 8.7 percent—at \$11.6 billion, and volumes were up 201 million pieces at a 6.6 percent annual growth clip.

■ **Port of Los Angeles to expand.** The Los Angeles Board of Harbor Commissioners has approved construction contracts totaling more than \$127 million for two major projects that advance modernization of the marine container terminal operated by longtime tenant TraPac, Inc. With work due to begin next month, the projects are key elements of the Port of Los Angeles' overall capital improvement program. The port is investing more than \$1.2 billion over five years to remain competitive in the global economy. The first contract, a \$71.5 million project for new buildings and state-of-the-art truck entrance and exit gates at TraPac's rear Berths 136-139, was awarded to Costa Mesa-based S. J. Amoroso Construction Co., Inc. The facilities project, which also includes backland and other infrastructure improvements at Berths 145-147, will support approximately 540 direct one-year equivalent construction jobs. The work is due to be completed in the summer of 2015.

■ **Fresh air.** The International Air Transport Association (IATA) welcomed the announcement by the European Commissioner for Climate Action suspending the inclusion of international aviation in the European Union Emissions Trading Scheme (EU ETS). "Commissioner Connie Hedegaard's announcement that she has 'stopped the clock' on the imposition of the EU ETS on flights to and from non-EU countries represents a significant step in the right direction and creates an oppor-

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Management UPDATE

Continued

tunity for the international community,” said Tony Tyler, IATA’s director general and CEO. He added that the Commission’s “pragmatic decision” clearly recognizes the progress that has been made toward a global solution for managing aviation’s carbon emissions by the International Civil Aviation Organization.

■ **NRF calls for 4.1 percent gain in holiday sales.** Recent projections from the National Retail Federation (NRF) indicate that 2012 holiday retail sales will hit \$586.1 billion for a 4.1 percent gain over 2011. Along with the positive forecast, the NRF said that this projection is higher than the 10-year average holiday sales increase of 3.5 percent. The federation also added that recent government data released shows a crosscurrent of indicators that could have an impact on holiday sales, including unimpressive job and income growth and an unemployment rate stuck at 8 percent. However, positive indicators are emerging that show a cautious, but capable consumer.

■ **Port of San Francisco bulking up.** A promising new cargo enterprise was unveiled at the Port of San Francisco when it welcomed the Rt. Hon. Paul E. Martin, a 71,900-deadweight-ton self-unloading bulk carrier. The vessel, operated by CSL International, made its maiden call at Pier 94 operated by Hanson Aggregates. Hanson imports over 700,000 tons of aggregate and sand into the Port of San Francisco annually. The vessel loaded cargo in British Columbia, Canada, before arriving at Pier 94 to discharge 64,000 tons of aggregate and sand. This product is used by the local construction industry for the production of concrete. As part of CSL’s ambitious fleet renewal program, the Rt. Hon. Paul E. Martin is the first of three Trillium Class self-unloading Panamax vessels to join the CSL International pool during the coming year.

■ **Hurricane watch.** The Port of New York and New Jersey resumed cargo operations just days after being hit by Hurricane Sandy. Two terminals in Port Elizabeth, N.J., started receiving inbound vessels right after

the devastating storm passed. The damage incurred by the huge tidal surge could have been much worse, said Aaron Ellis, a spokesman for the American Association of Port Authorities. “Each port has a hurricane preparedness and business recovery plan that they put in place in advance of potential approaching hurricanes, like Sandy,” Ellis said. “These measures are designed to first protect lives and worker safety, and then to secure equipment and facilities to minimize potential damage to cargo and facilities.” Ongoing assessment of the conditions at the other ports is done by U.S. Coast Guard, said Ellis. “It is not known yet as to what extent shipments were redeployed to ports in the Southeast and Gulf,” he added.

■ **Air cargo innovation.** According to a report by the International Air Transport Association (IATA), all the major regions experienced year-on-year air cargo declines, but the introduction of new consumer products such as the iPhone 5 could offset some downward pressure from the weak business environment. To put this “two-speed” recovery into perspective, the IATA noted that Asia-Pacific carriers saw a 1.6 percent decline in demand in September compared to the previous year. This is an improvement over August, when demand dropped 5.3 percent, but still no progress compared to a year ago. North American airlines saw a 1.1 percent drop in demand against a 3.1 percent drop in capacity. The load factor climbed 0.7 percentage points to 35.2 percent. But there may be some positive numbers surfacing in the final month of the year, IATA analysts suggest. The IATA concludes its report by observing that tough times deliver innovation: “High oil prices have turned fuel management into a fine art of conserving every last drop.”

■ **Energy crunch.** In addition to infrastructure damage, Hurricane Sandy forced the idling of about 70 percent of the East Coast’s oil refineries. This does not bode well for the supply of refined oil products, as capacity was already quite tight prior to the shutdowns. According to

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Management UPDATE

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IHS Global Insight, supply chain managers are likely to see an accumulation of crude supply and a shortage of refined products, which will inevitably put upward pressure on fuel prices. Already, the November reformulated gasoline blendstock for oxygenate blending gasoline futures price had increased. The commercial shutdown of the East Coast is likely to result in gross domestic product losses that may outweigh infrastructure damages, said IHS analysts.

■ **Horizontal outlook for shippers.** The most recent edition of the Shippers Condition Index from freight transportation consultancy FTR Associates indicates that shippers may see a bit of deterioration in shipping conditions through the end of 2012 and throughout 2013. “Shippers continue to enjoy a period of stability and limited increases in trucking rates for the moment,” said Larry Gross, FTR senior consultant, in the report. “Uncertainty will continue at high levels until the outcome of ongoing ‘fiscal cliff’ negotiations becomes clear,” added Gross. “With the re-election of President Obama, we can expect the current regulatory climate to remain in place. The conditions are therefore set for slow tightening in freight markets as we move through next year.”

■ **Hurricane health check.** Days before Hurricane Sandy struck, Zurich’s Risk Engineering Services department advised logistics managers to prepare for the worst. Analysts advised shippers to “be supply chain savvy,” noting that numerous major U.S. retailers, manufacturers, and distributors rely on goods received along the Eastern seaboard. Zurich analysts advised that shippers collect and protect critical information leading up to weather situations: “Take your policy documentation, business continuity plan, and other important documents with you in the event of an evacuation. Make certain your servers are in a secure area.” Shippers can access a supply chain “health check” at supplychainriskinsights.com.

■ **And the Silver Kingpin Award goes to...** Paul R. Bergant, recently-retired president of intermodal and chief marketing officer of J.B.

Hunt Transportation Services Inc., is the winner of 2012 Intermodal Association of North America (IANA) Silver Kingpin Award. The annual award recognizes individuals for their significant, long-term contributions to the intermodal industry. According to IANA, its awards committee specifically recognized Bergant’s relentless drive in developing and fostering a domestic intermodal service “as good as a truck” that transformed the intermodal freight transportation industry. Bergant was presented the award on November 12 during the opening general session at this year’s Intermodal Expo in Anaheim, Calif.

■ **Near shoring gains momentum.** According to recent survey of 200 shippers conducted by 3PL BDP International, near shoring—or bringing sourcing closer to home—is gaining momentum once again. What’s more, global trade flows from manufacturers in the East to consumers in the West are subsequently experiencing a shift towards shorter inter-regional routes as well. The survey found that 87 percent of respondents said that their companies are considering or have already started to move their production closer to end markets and source and sell their goods within the same hemisphere. When it comes to companies vetting the possibility of bringing sourcing and manufacturing operations closer to the end consumers, BDP noted that it is smaller and medium-sized shippers that appear to have greater flexibility to pursue an inter-regional approach.

■ **2012 Railroad Facts is on the tracks.** The Association of American Railroads (AAR) annual reference book is replete with facts and statistics on a wide range of topics, including railroad finance, traffic, operations, and equipment, among others. It also includes profiles of Class I railroads, Amtrak, Canadian, and Mexican carriers. This edition, says the AAR, is of heightened interest to shippers, as it notes that in 2011 the rail industry continued to recover from the economic recession, improve performance, increase capital expenditures to \$11.6 billion, and add employees. Single copies are \$20; discounts are available for larger quantities. Order online at www.aar.org. □

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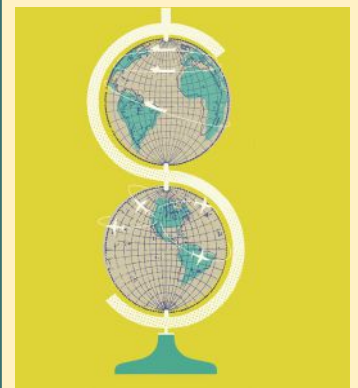
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2012 Virtual Conference Best practices in global transportation and logistics

Top analysts help logistics and supply chain professionals better understand and overcome the mounting challenges of global transportation and logistics management. (p. 82)



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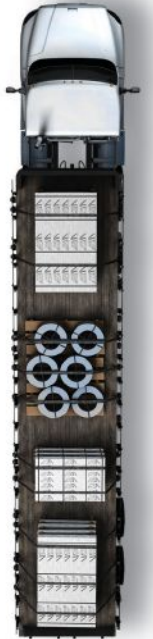
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Prepare for “permanent volatility”

OVER THE PAST FEW tumultuous years, economists, editors, and analysts in just about every industry have realized that it doesn't pay to be in the “prediction” business.

In logistics and transportation management, we've seen far too many volatile situations suddenly arise (super storms, regulatory uncertainty, fluctuating fuel prices, labor unrest) that can throw a mode or service sector off track for months, forcing even the savviest logistics planners back to the drawing board.

As we roll into this new era of “permanent volatility,” *Logistics Management* is renewing its pledge to steer clear of predictions and keep our feet firmly planted in the “preparation” business. To do this, we vow to offer shippers the clearest view available of the logistics and transportation markets and share the latest best practices that the savviest organizations are putting to work to overcome these new, ever-shifting hurdles.

Accenture's Brooks Bentz may have put it best during his session in our 2012 *Supply Chain Virtual Conference* when he said: “What used to work well for companies in terms of logistics management will not suffice in the future.”

Not only are supply chains more extended, global, complex, and demanding, says Bentz, but transportation costs now exceed 63 percent of total supply chain costs—a number big enough to elevate logistics and transportation preparation to a higher strategic importance for your organization, if it wasn't there already.

So, we promise to stay clear of any predictions in this end-of-year edition, and instead offer a few editorial nuggets that will help readers prepare for 2013. A good way to start is with Contributing Editor John Schulz' story on what our industry might expect from the second Obama term.

“The one thing that transportation officials and executives throughout the freight transport sector would like most from the president's second term would be greater spending on the nation's

infrastructure,” writes Schulz. And with the naming of Bill Shuster (R-Pa.), son of legendary transportation champion Bud Shuster, as the new chairman of the House Transportation and Infrastructure Committee, we can be assured that the pressure will be on the Oval Office to make some much needed moves.

As Schulz reports, the younger Shuster stated last month that making the financially strapped Highway Trust Fund solvent in the long term was a “priority.” He also indicated that everything was on the financial table—including raising fuel taxes.

I also recommend revisiting Group News Editor Jeff Berman's list of the 12 news stories that help shape “the year that was” in logistics and transportation management. The list touches on the impact CSA will make on rates and capacity, how YRC's comeback is affecting the LTL landscape, and how the DOT's new Freight Policy Council could help our domestic freight network stay competitive in the global economy.

But maybe the best way to help you prepare for next year would be to take two hours out of a day this month to experience our 2012 *Supply Chain Virtual Conference: Best Practices in Global Transportation and Logistics*. It's now available on demand (logisticsmgmt.com/global12). In this event, we've gathered some of the market's top analysts to help shippers better understand and overcome the mounting challenges of moving freight around the globe.

There's no shortcut to preparing for permanent volatility, but we'll be sure to keep an eye on the market and help you at every step.

Michael A. Levans, Group Editorial Director

Comments? E-mail me at mlevans@peerlessmedia.com

- Financial outlook for YRC improves in Q3 earnings results
- Domestic intermodal leads the way for third quarter growth, reports IANA
- RedPrairie to acquire JDA for roughly \$1.9 billion
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Transport experts weigh in on Obama's second term

Even if Democrats and Republicans can somehow manage a "compromise," President Obama still faces many transportation-related challenges.

By John D. Schulz, Contributing Editor

WASHINGTON, D.C.—President Barack Obama's electoral college landslide victory does not hide the fact that he still faces a divided Congress as both parties work to avert a pending fiscal nightmare scenario. Even if Democrats and Republicans can somehow manage to include the word "compromise" in their lexicon, the president still faces myriad problems in his second term that will impact the transportation world.

So, what could shippers see coming out of a second Obama administration? *Logistics Management* scoured some of the best minds in transportation to get a few ideas of what might be coming down the road.

The one thing that transportation officials and executives throughout the freight transport sector would like most from the president's second term would be greater spending on the nation's infrastructure. However, the election likely brought about changes in the leadership of the House Transportation & Infrastructure (T&I) Committee. The current chairman, Rep. John Mica, R-Fla., has hit his caucus term limit as chairman.

That likely means that a most familiar name will return as head of the T&I Committee. The name is Shuster; but instead of Bud Shuster, the retired chairman who was a power in the T&I Committee for decades, it's his son Bill Shuster, R-Pa., who is making a push for the chairmanship.

The younger Shuster told reporters on Nov. 8 that making the financially strapped Highway Trust Fund solvent in the long term was a "priority," and also indicated that everything was on the financial table—including raising fuel taxes.

The next few months, which include a seven-week lame duck session of the "do-nothing 112th Congress," will likely see massive attempts at horse-trading with nearly everything on the table, Shuster indicated. "I believe there's going to be some large-scale negotiations taking place, not only in the lame duck, but then into the next year," said Bill Shuster.

While it's debatable what can pass through a new Congress that convenes in January, the president often mentioned rebuilding the nation's infrastructure during his campaign. When on the stump, President Obama often spoke that "it is time to do a little nation-building at home." That likely could involve billions of dollars in transport spending.

How soon that could happen is anyone's guess. The pending end-of-year "fiscal cliff" could include trillions of dollars in automatic tax increases for



many along with spending cuts. And while many believe that those tax increases could set the country on a more responsible long-term fiscal program that could allow for greater transport spending, the risk is that those increases could also blunt an already shaky and inconsistent economic recovery.

However, transportation experts say that there are ways that a second Obama administration can extract maximum infrastructure benefits with just some minor tweaks to the existing revenue base. Respected transportation analyst John Larkin, managing director of transportation equity research for Stifel Nicolaus, called on Obama to push for a "significant" tax on fed-

eral fuels (18.4 cents on gasoline, 23.4 cents on diesel), which is unchanged since 1993.

“Let’s maintain and repair our spectacular interstate system and eliminate the many bottlenecks that greatly reduce the utility of our vital highway network,” Larkin said. “Without a healthy highway-based transportation network, we can forget about global competitiveness.”

Randy Mullett, senior vice president of government relations for Con-way Inc., said that it’s time for trucking to “think big.” He said that trucking ought to push for its own version of a “grand bargain” that includes new safety equipment requirements in exchange for increased trucking productivity. “There is a parallel that is actually in place on the aviation side,” said Mullett, “and trucking ought to try the same.”

Mullett added that the trucking industry needs to press for a long-term, viable solution to the Highway Trust Fund crisis, either through new, and perhaps different, revenue sources or a fundamental rethinking

of the federal role.

Lane Kidd, president of Arkansas Trucking Associations, said that the industry should be encouraged by the Federal Motor Carrier Safety Administration’s commitment to safe operations of heavy trucks. Industry-backed initiatives such as establishment of a national drug and alcohol clearing house and electronic on-board recorders will likely occur in a second Obama administration.

“We will see full implementation of those initiatives within the next two years,” said Kidd. “Had the election turned out differently, who knows what would have happened?”

But Kidd agreed that the nation’s most pressing transport need is finding a way to pay for badly needed improvements in infrastructure. And that could include what has become a dirty word in Washington—taxes.

“People need to get beyond that word in terms of how we finance infrastructure,” Kidd added. “Fuel taxes are the purest form to help pay for infrastructure—the income is segregated for that purpose.” □

is undertaking a laser-like focus on profitability in the LTL sector. “Freight is not a dirty word,” Rogers said. “It’s what we do—and it’s what we do best.”

According to YRC, shippers should begin to notice that the company is offering more direct-load shipments and has created more efficiency within the YRC network. “We have realigned our sales team with a new costing model to help us understand pricing in more granularity than we ever have before,” Welch said. While that has improved YRC’s freight mix, it has also led to a slight decline in third-quarter tonnage as the company sheds unprofitable business.

“Changing the mix is hard work, but we are in a position to grow,” said Welch. “Long-haul, expedited LTL is what we do best. But our network is still not where we want it to be.”

Welch is under no illusions. He added that the next few quarters will be challenging, while the effects of super storm Sandy will affect fourth quarter profitability—plus, the overall U.S. economy is not exactly booming.

Welch, long known by industry insiders as a straight shooter, reiterated in a conference call with analysts that his long-term vision for YRC remains built on improving profitability in LTL freight. “For those of you who know me, credibility is very important to me,” Welch said. “While we remain focused on the turnaround, we have eliminated most of the remnants of a prior broken strategy. We are moving toward sales and operational execution.”

Such “blocking and tackling” has brought dividends. Though the \$3 million net gain was relatively small, it was far better than its \$122.3 million net loss in the year-ago third quarter.

“We’re confident we have stripped away many of the distractions we had when we took over,” Welch added.

The new YRC management team has reason to be somewhat pleased, if not proud of the turnaround they’re engineering at both long-haul YRC Freight and its three regional subsidiaries—Holland, New Penn, and Reddaway—

LTL

Financial outlook for YRC improves in third quarter earnings results

OVERLAND PARK, Kan.—YRC Worldwide’s path to profitability has been paved with a re-emphasis on less-than-truckload (LTL) freight, which for more than 80 years has been the company’s backbone. The result is that financially ailing YRC Worldwide, which has lost in excess of \$2.6 billion in the last five years, looks a lot less financially ailing today.

YRC posted sharply improved third quarter operating results in the 15th month under new CEO James L. Welch, reporting that it eked out a \$3 million net profit in the quarter on \$1.24 billion revenue. Perhaps more impressively, YRC Worldwide reported an operating profit of \$27.3 million on

top of a \$15.5 million operating profit in the second quarter. This news marks the first time in four years that YRC, the second-largest LTL carrier behind FedEx Freight, has posted two straight quarters of operating profit.

“While encouraged by improving results, I am far from satisfied,” said Welch, a 29-year veteran of previous YRC companies. Welch reiterated the company’s renewed emphasis on LTL freight, a sharp departure from the vision of the departed CEO, Bill Zollars, who strayed into such areas as foreign operations in China and third-party logistics.

Along with James Rogers, its new president of YRC Freight, the company

which Welch labeled “excellent companies.”

Those three regional companies posted a combined operating ratio (OR) of 93.5. Except for industry profit leader Old Dominion Freight Line (85.1), that is the best OR posted by any publicly held regional LTL carrier during the less-than-robust third quarter the ended September 30. For the first nine months, YRC regional posted a combined 95.1 OR.

David Ross, the respected trucking analyst for Stiefel Nicolaus, credits Welch and the new YRC management team with “getting tough” with low-paying shippers who have enjoyed rock-bottom rates from YRC the past five years. “Those days appear to be over,” Ross said.

For the last several quarters, Ross said that he’s been waiting for YRC Freight to “get tough” with some of its large national accounts and get rates up. In the third quarter, there was evidence YRC was doing just that. It enjoyed a 3.4 percent year-over-year yield increase at the expense of losing some business, as tonnage declined 4.6 percent per day year over year. But yields rose, and YRC was able to report a slight positive operating margin.

“YRC Regional was the rock star,”



Ross said in a note to investors. “We still believe, however, that capex and pension payments are the critical issues facing the company, and we do not know where the money will come from to pay for new equipment and pay its retirees.”

—John Schulz, Contributing Editor

and trailers. What’s more, IANA said that domestic containers have substantial room to gain share in most U.S. regions.

Making the domestic gains even more impressive is that the third quarter showed growth at a time when there were myriad warning signs about the economy, including prolonged economic uncertainty on a political level, cautious consumer spending, high unemployment, and slower manufacturing output. Third quarter loads also eclipsed the 1.4 million mark for the first time.

“Domestic containers continue to grow in double digits...this is the fourth quarter in a row,” said IANA President and CEO Joni Casey. “If the housing market starts to pick up as it appears it is finally doing, this trend should continue well into next year.” Casey said that the same general factors are contributing to this growth—truck competitive rail service, fluctuating fuel prices, continuing shortages of truck drivers, more stringent regulatory environment on motor carriers, and over-the-road capacity issues.

She added that domestic intermodal continues to benefit from increasing buy-in, as shippers transition to intermodal from straight over-the-road movements. “Once they are making that switch they are staying with it,” said Casey.

While international volumes were up, IANA said the slow growth rate, which was down from the second quarter’s 3.9 percent annual boost, was largely due to lighter port volumes because shippers have been reluctant to bring in more cargo resulting in higher inventories.

As an example, IANA noted that the Ports of Los Angeles and Long Beach posted a 0.4 percent decline in third quarter container imports, while international intermodal volumes in the Southwest dropped 6.3 percent during the quarter.

“International volumes softened in the third quarter probably based on earlier bumps in volume increases that resulted in higher inventories,” said Casey. “Some stakeholders have predicted another spike in October and

INTERMODAL

Domestic intermodal leads the way for third quarter growth, reports IANA

CALVERTON, Md.—Despite an uncertain economy, intermodal volumes remain on a steady path, according to the most recent edition of the Intermodal Market Trends & Statistics report from the Intermodal Association of North America (IANA).

Second quarter intermodal loadings—at 3,768,155—were up 3.2 percent annually, which was less than the second quarter’s 5.2 percent annual growth gain but topping the 2.9 percent annual improvement in the first quarter.

For the quarter, three of the four major intermodal equipment catego-

ries tracked by IANA showed growth and were paced by domestic containers, which posted an 11.2 percent annual hike. All domestic equipment was up 5.8 percent, and international containers were up 0.9 percent. The lone category on the decline for the quarter was trailers, which dropped 10.7 percent.

In its analysis of the report, IANA pointed out that domestic containers were responsible for nearly all of the quarter’s growth. It added that the growth is likely coming from an increase in market share as more freight is shifted from over-the-road trucking



November, but this remains to be seen. Total intermodal traffic volumes should end the year with a 4 percent to 6 percent increase.”

Another reason for the slower quarterly growth rate on the international intermodal side, explained Casey, was that many shippers had diminished inventories coming off of last year that may have led to inventories being replenished earlier the following year.

On top of that was shipper concern

over the potential East and Gulf Coast labor strike, which was given a three-month reprieve in early October for ports and labor organizations to work out their differences.

Many analysts have told *Logistics Management* that even with a stagnant economy and flattening trucking volumes, it stands to reason that intermodal is in a pretty good spot when it comes to its future performance prospects.

—Jeff Berman, *Group News Editor*

SUPPLY CHAIN SOFTWARE

RedPrairie to acquire JDA for roughly \$1.9 billion

ALPHARETTA, Ga.—Supply chain and logistics software and technology providers RedPrairie and JDA Software announced in November that the two companies and its affiliates have entered into a definitive merger agreement.

Officials from RedPrairie and JDA said that RedPrairie will acquire all outstanding shares of JDA stock for \$45 per share, which they said represents a 33 percent premium to JDA's stock price as of October 26. The total value of the transaction is roughly \$1.9 billion and is expected to close by the end of this month.

JDA CEO Hamish Brewer is expected to lead the combined

company as CEO, and RedPrairie CEO Michael Mayoras will serve on the board of the combined company.

RedPrairie and JDA officials said that the combined entity will “offer a broad portfolio of solutions and services to manage global supply chains—from raw materials, to finished products, into the hands of customers—through any channel.”

Industry experts said that there are strong synergies between the two companies as RedPrairie has a strong retail presence, especially inside the four walls of the retail store, due in part to its acquisition of BlueCube Software that focuses on retail site and headquarters operations.

JDA has a strong set of retail supply chain planning applications, including inventory optimization, demand planning, and network optimization. Some of that was core to JDA and some as a result of its acquisitions of Manugistics and i2. JDA also has a strong set of transportation/logistics applications, but what they don't have is warehouse management, which RedPrairie brings to the table.

An industry source estimated that combined revenues will be in the \$1 billion to \$1.2 billion range, which would make them the largest best of breed provider of supply chain management software. The source added that they will be as big as Oracle's supply chain management practice, but not as big as SAP's.

RedPrairie's Mayoras said that this acquisition creates a “fantastic blend of organizations that both have been working for a long time to improve in supply chain science and extend the idea of supply chain management throughout the organization.”

JDA has maintained a strong retail heritage over the last 25 years and expanded beyond retail with a focus on the end-to-end supply chain with acquisitions of Manugistics in 2006 and i2 in 2010, said Brewer. “Our customer base today is very well-balanced between retail and manufacturing, as well as distribution companies and targeted transportation services,” he said.

Ian Hobkirk, president of Commonwealth Supply Chain Advisors, said that RedPrairie should be able to present itself as a credible third option to the ERP versus the fragmented best-of-breed debate. “They'll be a super best-of-breed,” said Hobkirk, “that can manage the entire supply chain with a single interface back to the ERP.”

Hobkirk also noted that retailers could benefit significantly from this deal as many are already using JDA applications for things like demand planning, merchandising, and store replenishment. “These applications would, in theory, be much more closely linked with execution applications like warehouse management, transportation management, and store operations for greater responsiveness to changes in the demand plan,” he said.

—Jeff Berman, *Group News Editor*

The news that shaped the year in logistics and transportation

Read full text versions of the the top stories at logisticsmgmt.com/top2012news

1. CSA challenges are not going away

The fine print, execution, and enforcement of CSA is irking trucking industry leaders and officials. CSA, which stands for "Compliance, Safety, Accountability," was designed to weed out as many as 5 percent of the nation's 3 million or so long-haul truck drivers that the feds believe are involved in an disproportionately high number of truck accidents and fatalities.

2. YRCW showing signs of improvement

LTL carrier YRC Worldwide, which has lost in excess of \$2.6 billion in the last five years, posted sharply improved third quarter operating results in the 15th month under new CEO James L. Welch. YRC Worldwide reported a third quarter operating profit of \$27.3 million on top of a \$15.5 million operating profit in the second quarter.

3. UPS remains focused with planned acquisition of TNT Express

Despite a fair share of stops and starts in the acquisition process—many of which stem from competition concerns within Europe—logistics and transportation bellwether UPS is committed to bringing Netherlands-based TNT NV, a provider of mail and courier services and the fourth largest global parcel operator, into the Big Brown Family.



4. USPS reports record-breaking loss

Even with continued gains in its Shipping Services segment, the financial outlook for the United States Postal Service (USPS) remains dim, with the announcement that it has incurred a record net loss of \$15.9 billion for fiscal year 2012, compared to a \$5.1 billion loss in fiscal year 2011.

5. ATA chief raises call for federal gas tax hike

Even though there's now a new transportation bill, funding remains an issue. American Trucking Associations (ATA) President and CEO Bill Graves says raising the federal gas tax, which has not been raised in nearly 20 years, is an obvious way to help foot the bill.

6. MAP-21 is signed into law

After 30 months of continuing resolutions, a two-year, \$118 billion transportation bill for the nation's



transportation projects (MAP-21/Moving Ahead for Progress in the 21st Century) was signed into law in July.

7. White House ready to step on the (natural) gas

In a January State of the Union address, President Barack Obama said the White House will take steps to develop the country's natural gas supply that can last roughly 100 years and could create up to 600,000 jobs by the end of this decade, as well as power trucks and factories that are cheaper and cleaner.



8. FedEx rolls out cost reduction plans

In October, the company unveiled its goal of annual profitability improvement of \$1.7 billion over the next three years, with the majority of benefits to be achieved by fiscal 2015.

9. The new Peak Season?

Peak Season as we once knew it might be a thing of the past, with shippers keeping a closer eye on inventory and ports seeing the majority of imports coming in July instead of August.

10. RedPrairie to acquire JDA

Supply chain and logistics software and technology providers RedPrairie and JDA Software announced that the two companies and its affiliates have entered into a definitive merger agreement. The total value of the transaction is roughly \$1.9 billion and it is expected to close by the end of this year.

11. DOT rolls out Freight Policy Council

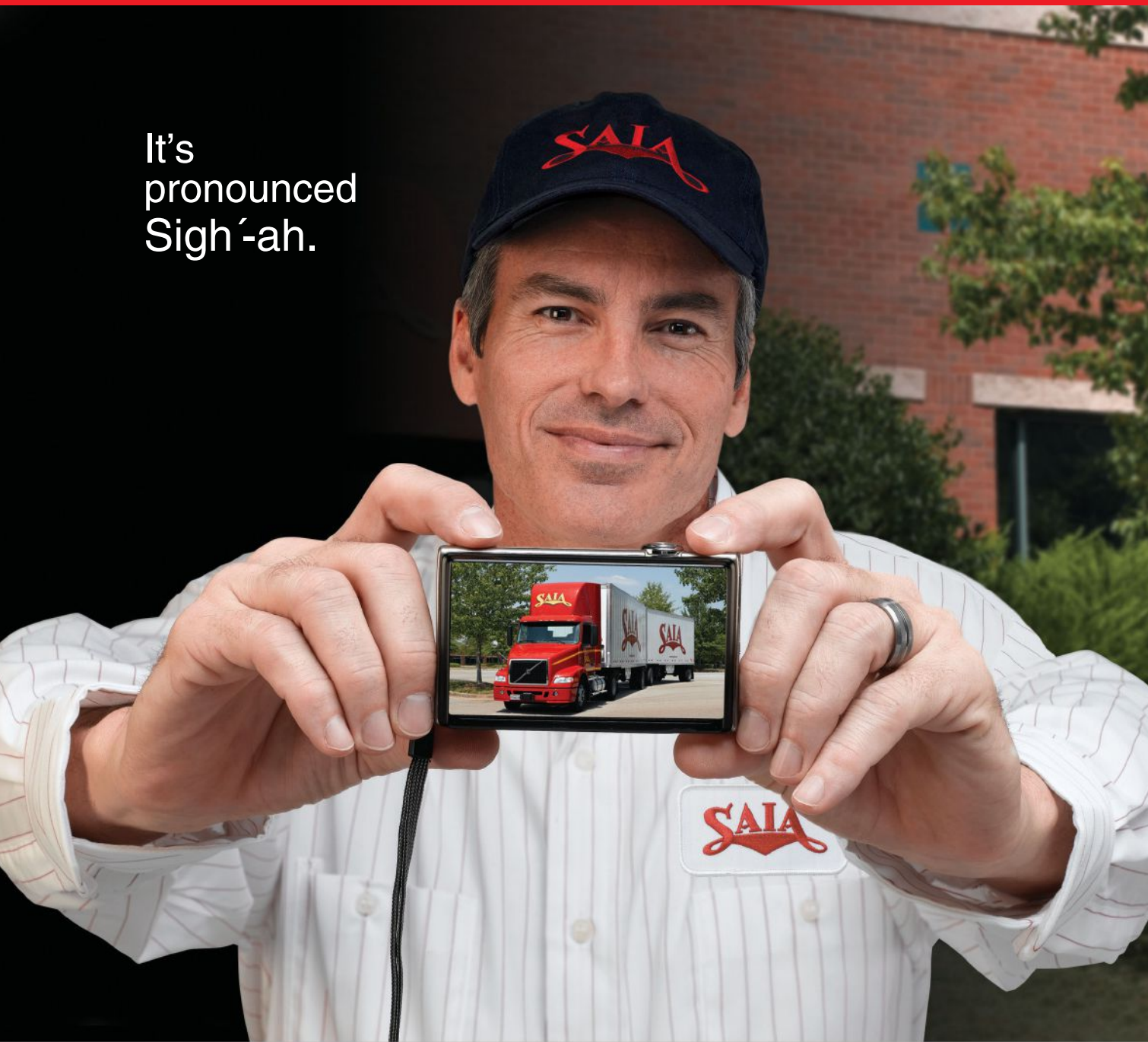
Department of Transportation Secretary Ray LaHood introduced the Freight Policy Council, an effort focused on national domestic freight initiatives that will focus on improving the condition and performance of the national freight network to better ensure the ability of the U.S. to compete in the global economy.

12. EU puts a freeze on emissions trading scheme

The European Union (EU) said it will implement a one-year "freeze" on its costly emissions trading scheme (ETS) that would impose new emissions taxes on U.S. air carriers flying into and out of the EU.

To read all the articles go to logisticsmgmt.com/top2012news

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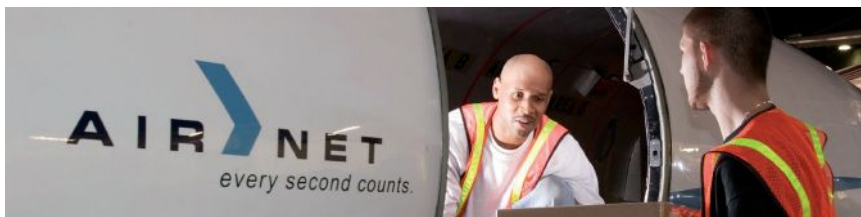
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600 Industrial Park Dr.
P. O. Box 34
Hartsville, TN 37074
615-374-4466
800-374-4468
Fax: 615-374-4374

Pan American Express, Inc.

4848 Riverside Dr.
Laredo, TX 78041
419-724-9606
888-426-4349
Fax: 419-724-9608
Web: www.panamex-zero.com

Pitt Ohio Express

15 27th St.
Pittsburgh, PA 15222
412-232-3015
800-366-7488
Fax: 412-232-0944
Web: www.pittohio.com

Prime Inc.

P.O. Box 4208
Springfield, MO 65808
417-866-0001
800-848-4560
Fax: 417-866-3790
Web: www.primeinc.com

Propak Corporation

Propak Logistics, LLC.
P.O. Box 11708
Fort Smith, AR 72917
479-478-7800
877-919-1600
Fax: 479-478-7801
Web: www.propak.com

Quality Carriers, Inc.

4041 Park Oaks Blvd
Suite 200
Tampa, FL 33610
813-569-7286
800-282-2031
Fax: 813-569-1601
Web: www.qualitydistribution.com

R+L Carriers

600 Gillam Road
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800-543-5589
Fax: 937-655-5051
Web: www.rlcarriers.com

Reddaway

16277 S.E. 130th Ave.
Clackamas, OR 97015
888-420-8960
Email: sales@reddawayregional.com
Web: www.reddawayregional.com

Roehl Transport, Inc.

1916 E. 29th St
P.O. Box 750
Marshfield, WI 54449
715-387-3795
Fax: 715-387-8870
Web: www.roehl.Net

Ruan Transport Corporation

666 Grand Ave.
3200 Ruan Center
Des Moines, IA 50309
515-245-2500
866-782-6669
Fax: 515-245-2684
Web: www.ruan.com

Ryder

11690 NW 105th Street
Miami, FL 33178
888-887-9337
Web: www.ryder.com

Saia Inc.

11465 Johns Creek Pkwy.
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Duluth, GA 30097-1572
770-232-4074
800-765-7242
Fax: 770-232-4064
Web: www.saia.com

Schilli Transportation Services, Inc.

3535 Brady Lane
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765-448-3400
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Fax: 765-449-9976
Web: www.schilli.com

Schneider National Bulk Carriers, Inc.

Div. of Schneider National, Inc.
PO Box 2700
Green Bay, WI 54306-2700
920-592-5100
800-558-6767
Fax: 920-403-9890
Web: www.schneider.com

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3101 S. Packerland Dr.
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Web: www.schneider.com

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Fax: 803-794-8131
Web: www.sefl.com

Stevens Transport, Inc.

P.O. Box 279010
Dallas, TX 75227-9010
972-216-9000
800-233-9369
Fax: 972-289-2187
Web: www.stevenstransport.com

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630-573-2555
800-654-7707
Fax: 630-573-2570
Web: www.superior-carriers.com

Swift Transportation

2200 S. 75th Ave.
Phoenix, AZ 85043
602-269-9700
800-800-2200
Web: www.swifttrans.com

Team Transportation, Inc.

P. O. Box 668
Winnsboro, TX 75494
800-527-1168

Fax: 903-342-3764
Web: www.teamwww.com

Texas Cartage

Warehouse, Inc.
12344 E. N.W. Hwy.
Dallas, TX 75228
214-320-3200
Fax: 214-320-9103
Web: www.texcar.com

Transport Corporation of America, Inc.

1715 Yankee Doodle Road
Eagan, MN 55121
651-686-2500
Fax: 651-686-2566
Web: www.transportamerica.com

Tri-State Motor Transit Co.

P.O. Box 113
8141 E. 7th St.
Joplin, MO 64802
800-621-8768
Fax: 417-621-8768
Web: www.tsmtco.com

Trimac

Gateway 11, Suite 800
15333 John F Kennedy Blvd.
Houston, TX 77032
281-985-0000
Fax: 281-449-4888
Web: www.trimac.com

Trinity Transport, Inc.

50 Fallon Ave.
PO BOX 1620
Seaford, DE 19973
302-253-3900
800-846-3400
Fax: 302-253-0253
Web: www.trinitytransport.com

U.S. Cargo and Courier Service

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Web: www.vctrucking.com

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Altoona, PA 16603
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Web: www.wardtrucking.com

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13530 Rosecrans Ave.
Santa Fe Springs, CA 90670
855-469-3237
877-624-2700
Fax: 562-921-5522
Web: www.weberdistribution.com

Werner Enterprises Inc.

14507 Frontier Road
Omaha, NE 68138
402-895-6640, 800-228-2240
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PO Box 9800
Champaign, IL 61826
937.652.4704
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Web: www.worldwidelogisticsolutions.com/

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913-696-6100
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Dorval, QC H9P 2V6
Canada
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Fax: 514-631-4403
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253-926-5000
800-642-6664
Fax: 253-926-5000
E-mail: AFFQuotesTAC@americanfast.com
Web: www.americanfast.com

Anderson Trucking Service, Inc.

725 Opportunity Drive
St. Cloud, MN 56301
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Aspen Distribution, Inc.

10875 E. 40th Ave.
Denver, CO 80239
303-371-2511
Fax: 303-576-9254
Web: www.aspendistribution.com

ATS International Services, Inc.

725 Opportunity Drive
St. Cloud, MN 56301
320-255-7400, 866-854-2747
Fax: 320-255-7478
Email: intlsales@atsinc.com
Web: www.atsisi.com

Averitt Express

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Web: www.bnsf.com

BNSF Logistics, LLC

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Suite A202
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Fax: 479-587-3095
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952-683-2800
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Ste. 500
Calgary, AB T2P 4Z4
Canada

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Fax: 403-205-9013
Web: www.cpr.ca

Cargo International Logistics Inc.

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Web: www.cargoagents.net

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Fax: 727-585-1316
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Lemont, IL 60439
630-243-0200
800-845-5588
Fax: 630-243-0250
Web: www.cpqcs.com

Comtrak Logistics

5660 Universal Dr.
Memphis, TN 38118
901-541-8000
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Web: www.hubgroup.com/comtrak

Cornerstone Systems

3250 Players Club Parkway
Memphis, TN 38125
901-842-1045
800-278-7677
Fax: 901-842-0671
Web: www.cornerstonesystems.com

The CrossGlobe Group

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Newport News, VA 23607
757-244-8169
Web:
www.crossglobegroup.com

CSX Intermodal

(Div. of CSX Corporation)
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Jacksonville, FL 32202
904-356-9000
Fax: 904-633-1075
Web: www.CSXi.com

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Web: www.kencotrans.com

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800-872-9400
Web: www.landstar.com

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800-395-3000
Fax: 715-926-5609
Web: www.marten.com

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1855 Gateway Blvd.
Concord, CA 94520
510-628-4000
800-4-MATSON
Web: www.matson.com

Megatrux, Inc.

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Rancho Cucamonga, CA 91730
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Fax: 909-652-5017
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Fax: 402-896-2201
Web: www.nebraskawarehouse.com

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Eagan, MN 55121
651-256-1000
800-325-7886
Fax: 651-256-1012
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Nexus Distribution Corporation

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Suite 100
Arlington Heights, IL 60005
847-590-6200
800-536-5220
Fax: 847-590-6300
Web:
www.nexusdistribution.com

NFI Intermodal

Cherry Hill Office
1515 Burnt Mill Road
Cherry Hill, NJ 08003
Vineland Office
71 West Park Avenue
Vineland, NJ 08360
877-NFI-3777
Web: www.nfiindustries.com

Norfolk Southern Corp.

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Norfolk, VA 23510
855-667-3655
800-635-5768
Web: www.nscorp.com

OHL

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Fax: 615-377-3977
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Pacer

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Web: www.pacer.com

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Web:
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800-558-6767
Fax: 920-592-2974
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Web: www.seastarline.com

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Ste. D2
Lancaster, PA 17601-1292
717-285-2795
888-737-3449
Fax: 717-285-2705
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Fax: 214-376-4675
Web: www.swfreight.com

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Fax: 908-709-4412
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Fax: 214-320-9103
Web: www.texcar.com

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Omaha, NE 68179
402-544-6000
800-877-0328
Web: www.transentric.com

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302-253-3935
800-846-3400
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Triple Crown Services Co.

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Fort Wayne, IN 46825
260-416-3600
800-756-7433
Fax: 260-416-3771
Web: www.triplecrownsvc.com

TRN Logistics, LLC

107 Gauntt Street
Burlington, NJ 08016
609-239-5200
Fax: 609-239-5400
web: www.trnlogistics.com

Twin Modal, Inc.

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Roseville, MN 55113
651-697-8800
800-366-8946
Fax: 651-697-8895
Web: www.twinmodal.com

Maritime Services

This section contains information on ocean shipping service providers serving North America.



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Web: www.atsinc.com

APL

16220 N. Scottsdale Road
Suite 300
Scottsdale, AZ 85254
602-586-4800
Fax: 602-586-4861
Web: www.apl.com

Atlantic Container Line (ACL)

50 Cardinal Dr.
Westfield, NJ 07090
908-518-5300
Fax: 908-668-5392
Web: www.aclcargo.com

ATS International Services, Inc.

725 Opportunity Drive
St Cloud, MN 56301
320-255-7400
800-328-2307
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Averitt Express

1415 Neal St.
P.O. Box 3166
Cookeville, TN 38502
931-526-3306
800-AVERITT
Fax: 931-520-5603
Web: www.averittexpress.com

BDP International, Inc.

510 Walnut St.
Philadelphia, PA 19106
215-629-8900
Fax: 215-629-8940
Web: www.bdpinternational.com

Bermuda Container Line

1210 Corbin Street
Elizabeth, NJ 07201
908-352-6266
Fax: 973-242-6286
Web: www.bcl.bm

W.J. Byrnes & Co.

PO Box 280205
San Francisco, CA 94128
415-421-2068
Fax: 650-266-8300
Web: www.byrnesnet.com

C.H. Robinson

Phoenix International Freight Services, Ltd.[®]
1501 N. Mittel Blvd., Suite B
Wood Dale, IL 60191 USA
630-766-4445 or
800-959-9590
Fax: 630766-6395
Web: www.chrobinson.com

Cargo International Logistics Inc.

Midwest Division
28 E. Jackson Blvd.,
10 Floor #M633
Chicago, IL 60604
888-253-3458
Fax: 888-253-9155
Web: www.cargoagents.net



Catapult International

13632 W. 95th Street
Lenexa, KS 66215
913-232-2389
E-mail: growth@gocatapult.com
Web: www.gocatapult.com

Products/Services: Catapult QMS is a Global Freight Pricing Tool that provides a web-based, user-friendly platform that houses all of your Ocean, Air, and Ground rates in one system. Our focus is simple: To provide easy-to-use and reliable freight costing solutions for global companies. Search FCL, LCL, and Air rates, calculate "chargeable" weight, view transit times, email quotes to customers, request rates from providers, and more. Ocean contract management is our specialty. Catapult will read and analyze your contracts, enter them into a database and keep rates/surcharges accurate and up to date. Contact Catapult today!

CCNI

c/o Norton Lilly International
50 Cragwood Road
South Plainfield, NJ 07080
800-223-2264
Fax: 908-412-3439
Web: www.ccni.cl

CEVA Logistics

10751 Deerwood Park Blvd.
Suite 200
Jacksonville, FL 32256
888-564-4789
904-928-1400
Web: www.cevalogistics.com

China Shipping North America

11 Philips Pkwy.
Montvale, NJ 07645
201-505-6900
888-712-7811
Fax: 201-505-6900
Web: www.chinashippingna.com

CMA/CGM

5701 Lake Wright Dr.
Norfolk, VA 23502-1868
757-961-2100
Fax: 757-961-2151
Web: www.cma-cgm.com

COSCO North America

100 Spear Street,
San Francisco, CA 94105
415-778-7888
800-242-7354
Fax: 415-882-9286
Web: www.cosco-usa.com

Crowley Liner Services

9487 Regency Square Blvd.
Jacksonville, FL 32225
904-727-2200
800-CROWLEY
Fax: 904-727-2501
Web: www.crowley.com

CSAV

99 Wood Avenue South
9th Floor
Iselin, NJ 08830
732-635-2600
Fax: 732-635-2601
Web: www.csav.com

Damco

P.O. Box 885
7 Giralda Farms
Madison Ave.
Madison, NJ 07940
973-514-5126
Email: mark.byrne@damco.com
Web: www.damco.com

DB Schenker

150 Albany Ave.
Freeport, NY 11520
516-377-3000
800-225-5229
E-mail: info2@dbschenker.com
Web: www.dbschenkerusa.com

DHL Global Forwarding

1200 South Pine Island Road
Suite 140-145
Plantation, FL 33324
954-888-7000
800-426-5962
Web: www.dhl-dgf.com

Elite International Transportation

15333 JFK Blvd.
6th Floor
Houston, TX 77032
281-775-2100
800-284-7822
Fax: 281-775-2190
Web: www.eliteint.com

Evergreen America Corporation

One Evertrust Plaza
Jersey City, NJ 07302
201-761-3000
Fax: 201-761-3010
Web: www.evergreen-marine.com

FedEx Trade Networks

6075 Poplar Avenue
Suite 400
Memphis, TN 38119
716-879-1075
800-249-2953
Web: www.ftn.fedex.com

Fesco Agencies N.A.

1000 2nd Ave, Suite 1310
Seattle, WA, 98104
206-583-0860

Email: sales@fesco-na.com

Web: www.fesco.com
Great White Fleet (US) Ltd.
250 E 5th St # 2600,
Cincinnati, OH 45202
888-724-5493
513-784-8000
Web: www.greatwhitefleet.com

Hanjin

80 E. Rte. 4, Ste. 490
Paramus, NJ 07652-2655
201-291-4600
Fax: 201-291-9393
Web: www.hanjin.com

Hapag-Lloyd (America) Inc.

399 Hoes Ln.
Piscataway, NJ 08854
732-562-1800
800-223-4443
Fax: 732-885-3745
Web: www.hapag-lloyd.com

Horizon Lines

4064 Colony Road
Suite 200
Charlotte, NC 28211
877-678-7400
Web: www.horizonlines.com

Hyundai Merchant Marine

222 W. Las Colinas Ridge
Suite 700 Irving, TX 75039
972-501-1100
877-7-HYUNDAI
Web: www.hmm21.com/

Independent Container Line

5620 Cox Road
Glen Allen, VA 23060
804-222-2220
800-525-4499
Fax: 804-236-5150
Web: www.icl-ltd.com

Italia Marittima America

4 Gatehall Dr., 2nd Floor
Parsippany, NJ 07054
973-267-5034
Fax: 973-540-8675
Web: www.italiamarittima.it

K Line America, Inc.

8730 Stony Point Pkwy.
Suite 400
Richmond, VA 23235
804-560-3600
800-609-3221
Fax: 804-560-3348
Web: www.kline.com

Kenneth Clark Company, Inc.

10264 Baltimore Natl. Pike
Ellicott City, MD 21042
410-480-2582
800-999-3450
Fax: 410-465-7397
Web: www.kennethclark.com

Kuehne + Nagel

10 Exchange Place
19th Floor
Jersey City, NJ 07302
201-413-5500
Fax: 201-413-5777
Web: www.kn-portal.com

Landstar

13410 Sutton Park Drive, South
Jacksonville, Florida 32224
800-872-9400
904-398-9400
Web: www.landstar.com



Lynden

18000 International Blvd
Suite 800
Seattle, WA 98188
206-241-8778
888-596-3361
Fax: 206-243-8415
E-mail: information@lynden.com
Web: www.lynden.com

Products/Services: 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, and worldwide, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing.

Maritime Services

The combined capabilities of the Lynden companies includes truckload and less-than-truckload transportation, scheduled and charter barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.

Maersk Inc.

2 Giralda Farms, Madison Ave.
P.O. Box 880
Madison, NJ 07940-0880
973-514-5000
800-321-8807
Fax: 973-514-5410
Web: www.maersk.com

Matson Navigation Co., Inc.

555 12th St.
Oakland, CA 94607
510-628-4000
800-462-8766
Fax: 800-553-2933
Web: www.matson.com

Megatrux, Inc.

Megatrux Express
9449 8th Street
Rancho Cucamonga, CA 91730
800-544-8831
900-652-5050
Fax: 909-652-5017
Web: www.megatrux.com

MOL (America) Inc.

2300 Clayton Road
Suite 1500
Concord, CA 94520
92972-257-7100
Fax: 925-688-2670
Web: www.MOLpower.com

MSC (USA) Inc.

420 5th Ave., 8th Fl.
New York, NY 10018-2702
212-764-4800
Fax: 212-764-8592
Web: www.msccva.ch

NEMF World Transport

Div. Shevell Group
1-71 North Avenue East
Elizabeth, NJ 07201
908-965-0100
800-445-3250
Fax: 908-965-0795
Web: www.nemf.com/world

NYK Line

(North America) Inc.
North America Corporate HQ
300 Lighting Way, 5th Floor
Secaucus, NJ 07094
201-330-3000
888-NYK-SHIP
Fax: 888-695-7322
Web: www.nykline.com

OHL

7101 Executive Center Drive
Suite 333
Brentwood, TN 37027
615-401-6400
877-401-6400
Fax: 615-377-3977
Web: www.ohl.com

OOCL (USA) Inc.

North American Headquarters
2633 Camino Ramon, Ste. 400
San Ramon, CA 94583
925-358-6625
888-388-6625
Web: www.oocl.com

Pilot Freight Services

314 N. Middletown Rd.
PO Box 97
Lima, PA 19037-0097
610-891-8100
800-HI-PILOT
Fax: 610-565-6685
Web: www.pilotdelivers.com

Rickmers-Linie (America) Inc.

350 Glenborough Dr., Ste. 180
Houston, TX 77067
281-453-7500
Fax: 281-453-7501
Web: www.rickmers.net
Email: houston@rickmers.net
Web: www.rickmers-linie.de

Safmarine Inc.

Div. A.P. Moller-Maersk
Giralda Farms, Bldg. #7
Madison, NJ 07940
973-490-3400
Fax: 973-443-4390
Web: www.safmarine.com

Sea Star Line

10550 Deerwood Park Blvd.
Ste. 509
Jacksonville, FL 32256
904-855-1260
877-775-7447
Fax: 904-724-3011
Web: www.seastarline.com

Seaboard Marine, Ltd.

8001 N.W. 79th Ave.
Miami, FL 33166
305-863-4444
Fax: 305-863-4400
Web: www.seaboardmarine.com

Sonoma CRM, Inc.

88 Valle Vista #7103
Vallejo, CA 94590
707-328-1887

Team Ocean Services, Inc.

P.O.Box 668
Winnsboro, TX 75494
903-342-0985
800-527-1168
Fax: 903-342-3764
Web: www.teamoceanservices.com

Totem Ocean Trailer Express Inc.

32001 32nd Avenue South
Suite 200
Federal Way, WA 98001
800-426-0074
Fax: 253-449-8225
Web: www.totemocean.com

Trailer Bridge, Inc.

10405 New Berlin Rd. E.
Jacksonville, FL 32226
904-751-7100
800-727-3859
Fax: 904-751-7444
Web: www.trailerbridge.com

Trinity Transport, Inc.

1201 Bridgeville Highway
Seaford, DE 19973
800-846-3400
Fax: 302-253-1200
Web: www.trinitytransport.com

United Arab Shipping Company (UASC)

511 South Avenue
Cranford, NJ 07016
908-272-0050
Fax: 908-272-9221
Web: www.uasc.net

Wallenius Wilhelmsen Logistics

P.O. Box 1232
Woodcliff Lake, NJ 07677
201-307-1300
Fax: 201-307-0069
Web: www.2wglobal.com

Wan Hai Lines (America) Ltd.

2510 W. Dunlap Ave.
Suite 425
Phoenix, AZ 85021
602-567-9100
Fax: 602-567-9101
Web: www.wanhaiusa.com

Waterman Steamship Corp.

1 Whitehall Street
19th Floor
New York, New York 10004
212-747-8550
888-972-5274
Fax: 212-747-8558
Web: www.watermansteamship.com

Yang Ming Line

Newport Office Tower
525 Washington Blvd.
Jersey City, NJ 07310
201-420-5804
Fax: 201-420-6732
Web: www.yml.com.tw

Zim Container Service

5801 Lake Wright Dr.
Norfolk, VA 23502
757-228-1300
Fax: 757-228-1400
Web: www.zim.com

It's all about performance.

GLOBAL

OPERATIONS

KPI	TARGET	APR. - JUN. 2012
Vessel On-Time Performance (East-West, North-South, Intra Asia)	100% Asia-U.S. West Coast	85%
	100% Asia-U.S. East Coast	93%
	100% Transatlantic	100%
	100% Asia-Europe	96%
	100% Asia-Mediterranean	66%
	100% Asia-ECSA (CSW)	77%
	100% Asia-Mexico/WCSA (CWL)	100%
	100% Intra Asia (CHS, HS3, CBE, CBW)	99%

SAFETY

KPI	TARGET	JAN. - SEP. 2012
Long-Time Operational Stoppage	0	4

ENVIRONMENTAL

KPI	TARGET**	FY2011 vs. FY2010
Carbon Dioxide (CO ₂) Emissions per TEU-Mile	↓1% Annually	↓2.1%
Nitrogen Oxide (NO _x) Emissions per TEU-Mile	↓1% Annually	↓2.1%
Sulfur Oxide (SO _x) Emissions per TEU-Mile	↓1% Annually	↑2.6%

REGIONAL

OPERATIONS

KPI	TARGET	SEP. 2012
In-Terminal Truck Turn Time	<30 min. Jacksonville / Los Angeles / Oakland	17.0 / 33.3 / 22.0 min.
Missed Vessel Connections Due to Rail Errors	Less Than 1% for U.S. to Asia Export	0.3%

KPI	TARGET	JUL. - SEP. 2012
Intermodal Transit On-Time Performance	90% Asia Origin to U.S. Inland Destination	81%

CUSTOMER SERVICE

KPI	TARGET	SEP. 2012
Lost Calls	Less Than 2%	0.99%
Phone Wait Time	Less Than 20 seconds	13 seconds
Export B/L Documentation Completion Rate	98% Complete 24-hrs After Vessel ETD	99.17%
Documentation Accuracy	99.50% U.S. to Asia / Asia to U.S.	99.62% / 96.69%

EDI

KPI	TARGET	SEP. 2012
Message Processing Without Failure	90%	99%
EDI Uptime	99%	99%
Customer Setup Time	Within 72-hrs	48-hrs
Customer Scorecard Compliance	95%	99%

You can't improve what you don't measure. We've identified these Key Performance Indicators* as ones you'd find important. For reliable, dependable service – Count On MOL. [Discover our whole story at CountOnMOL.com.](http://CountOnMOL.com)

*Global KPIs are international; regional KPIs are North American.

**MOL has also established a target to reduce CO₂, NO_x and SO_x emissions by 10% by FY2015 vs. FY2009.

Count On MOL.



Major North American Ports

Included in this section are state-by-state listings of the major ports and port authorities in North America.

USA

ALASKA

Port of Cordova

P.O. Box 1210
Cordova, Alaska 99574
907-424-6400
Fax: 907-424-6446
Web: www.cityofcordova.net

Whittier Port Authority Commission

PO Box 639
Whittier, Alaska 99693
907-472-2327
Fax: 907-472-2472

CALIFORNIA

MegatruX, Inc.

MegatruX Express
9449 8th Street
Rancho Cucamonga,
California 91730
800-544-8831
900-652-5050
Fax: 909-652-5017
Web: www.megatruX.com

Port of Long Beach

925 Harbor Plaza
Long Beach, CA 90802
562-283-7000
562-283-7820
Fax: 562-901-1735
Web: www.polb.com

Port of Los Angeles

425 S Palos Verdes St.
PO Box 151
San Pedro, California

907-33-0151
310-732-7678
Fax: 310-831-4896
Web: www.portoflosangeles.org

Port of Oakland

Executive Office
P.O. Box 2064
Oakland, California 94604
510-627-1353
Fax: 510-839-5104
Web: www.portofoakland.com

Port of Sacramento

3251 Beacon Blvd., Ste. 210
P.O. Box 980070
West Sacramento, California
95798-0070
916-371-8000
Fax: 916-372-4802
Web: www.portofsacramento.com

Port of San Francisco

Pier 1
San Francisco, California
94111
415-274-0400
Fax: 415-274-0528
Web: www.sfport.com

FLORIDA

Canaveral Port Authority

445 Challenger Rd.
P.O. Box 267
Cape Canaveral, FL 32920
321-783-7831
Fax: 321-783-4651
Web: www.portcanaveral.org

Jacksonville Port Authority

P.O. Box 3005
Jacksonville, Florida 32206
904-357-3000
800-874-8050
Fax: 904-357-3060
Web: www.jaxport.com

Manatee County Port Authority

300 Tampa Bay Way
Palmetto, Florida
34221-6608
941-722-6621
Fax: 941-729-1463
Web: www.portmanatee.com

Port Everglades

1850 Eller Dr.
Ft. Lauderdale, Florida 33316
954-523-8713
Fax: 954-525-1910
Web: www.porteverglades.net

Port of Miami

1015 N. America Way
2nd Fl.
Miami, Florida 33132
305-371-7678
Fax: 305-347-4843
Web: www.miamidade.gov/portofmiami

Tampa Port Authority

1101 Channelside Drive
Tampa, Florida 33602
813-905-7678
800-741-2297
Fax: 813-905-5109
Web: www.tampaport.com

GEORGIA

Georgia Ports Authority

P.O. Box 2406
950 West River Street
Savannah, GA
912-964-3925
800-342-8012
Fax: 912-966-3615
Web: www.gaports.com

HAWAII

Hawaii Dept. of Transportation

79 S Nimitz Hwy.
Honolulu, Hawaii
96813-4898
808-587-1930
Fax: 808-587-1984
Web: www.hawaii.gov/dot

LOUISIANA

Plaquemines Port, Harbor & Terminal District

Edna Lafrance Office Bldg.
124 Edna Lafrance Rd.
Braithwaite, Louisiana
504-296-5660
504-682-7920
Fax: 504-682-0649
Web: www.portofplaquemines.com

Port of New Orleans

Executive Div.
1350 Port of New Orleans Place
New Orleans, Louisiana
70130
504-522-2551
800-776-6652

Fax: 504-524-4156
Web: www.portno.com

Port of South Louisiana

Executive Division
171 Belle Terre Blvd
PO Box 909
LaPlace, Louisiana
70069-0909
985-652-9278
888-SLA-PORT
Fax: 985-652-9518
Web: www.portsl.com

MARYLAND

Maryland Port Administration

401 East Pratt St., 19th Floor
Baltimore, Maryland 21202
410-385-4480
800-638-7519
Fax: 410-385-4485
Web: www.marylandports.com

MASSACHUSETTS

Massachusetts Port Authority

Maritime
One Harborside Dr.
Ste. 200F
Boston, Massachusetts
02128-2909
617-586-5000
800-294-2791
Fax: 617-946-4466
Web: www.massport.com

MISSISSIPPI

Mississippi State Port Authority at Gulfport

P.O. Box 40 2510 14th
Street #1450
Gulfport, MS 39501
228-865-4300
Fax: 228-248-0027
Web: www.shipmspa.com

Port of Pascagoula

P.O. BOX 70
Pascagoula, MS
39568-0070
228-762-4041
Fax: 228-762-7476
Web:
www.portofpascagoula.com

NEW JERSEY

Port Elizabeth Terminal & Warehouse

201-A Export Street
Port Newark, NJ 07114
973-491-0600
Fax: 973-491-0055
Web: www.judgeorg.com

Port of Hamburg

960 Holmdel Road,
Building li, Suite 201.
Holmdel, New Jersey 07733
732-817-1222
Fax: 732-817-9422

NEW YORK

The Port Authority of New
York & New Jersey
Strategic Analysis
& Industry Relations
225 Park Ave. S., 11th Floor
New York, NY 10003-1604
212-435-4251
Fax: 212-435-4204
Web: www.panynj.com

NORTH CAROLINA

North Carolina State Ports Authority

PO Box 9002
Wilmington, North Carolina
28402
910-763-1621
Fax: 910-763-6440
Web: www.ncports.com

OREGON

Oregon International Port of Coos Bay

125 Central Ave., Suite 300
PO Box 1215
Coos Bay, Oregon
97420-0311
541-267-7678
Fax: 541-269-1475
Web: www.portofcoosbay.com

PORT OF PORTLAND

Marine Marketing
P.O. Box 3529
Portland, OR 97208-3529
503-415-6000
800-547-8411
Fax: 503-944-7250
Web: www.portofportland.com

SOUTH CAROLINA

South Carolina State Ports Authority

Port of Charleston
P.O. Box 22287
Charleston, South Carolina
29413-2287
843-723-8651
800-845-7106
Fax: 843-577-8127
Web: www.scspsa.com

TENNESSEE

OHL

7101 Executive Center Drive
Suite 333
Brentwood, Tennessee
37027
615-401-6400
877-401-6400
Fax: 615-377-3977
Web: www.ohl.com

TEXAS

Port of Corpus Christi

PO Box 1541
Corpus Christi, Texas 78403
361-882-5633
800-580-7110
Fax: 361-882-7110
Web: www.portofcorpuschristi.com

Port of Galveston

P.O. Box 328
123 Rosenberg Ave.
Galveston, Texas 77553
409-765-9321
Fax: 409-766-6171
Web: www.portofgalveston.com

Port of Houston Authority

PO Box 2562
Houston, Texas 77252
713-670-2400
Fax: 713-670-2429
Web: www.portofhouston.com

VIRGINIA

The CrossGlobe Group
2500-D Warwick Blvd
Newport News, VA 23607
757-244-8169
Fax: 757-244-4751
Web: www.crossglobegroup.com

Port of Richmond

5000 Deepwater
Terminal Rd.
Richmond, Virginia 23234
804-726-3092
Fax: 804-726-3094
Web: www.portofrichmond.com

Major North American Ports

Virginia Port Authority

600 World Trade Ctr.
Norfolk, Virginia 23510
757-683-8000
800-446-8098
Fax: 757-683-2897
Web: www.portofvirginia.com

WASHINGTON

Port of Grays Harbor

PO Box 660
111 S. Wooding St.
Aberdeen, WA 98520
360-533-9528
Fax: 360-533-9505
Web: www.portofgraysharbor.com

Port of Kalama

380 W. Marine Dr.
Kalama, Washington 98625
360-673-2325
Fax: 360-673-5017
Web: www.portofkalama.com

Port of Longview

10 Port Way
P.O. Box 1258
Longview, Washington
98632
360-425-3305
Fax: 360-425-8650
Web: www.portoflongview.com

Port of Olympia

915 Washington St. NE
Olympia, Washington 98501
360-528-8000
Fax: 360-528-8090
Web: www.portolympia.com

Port of Seattle

2711 Alaskan Way, Pier 69
P.O. Box 1209 (98111)
Seattle, Washington 98121
206-728-3000
Fax: 206-728-3280
Web: www.portseattle.org

Port of Tacoma

P.O. Box 1837
Tacoma, Washington
98401-1837
253-383-5841
Fax: 253-593-4534
Web: www.portoftacoma.com

Port of Vancouver USA (WA)

3103 N.W. Lower River Rd.
Vancouver, Washington
98660
360-693-3611
Fax: 360-735-1565
Web: www.portvanusa.com

CANADA

BRITISH COLUMBIA

Port Metro Vancouver

100 The Pointe
999 Canada Pl.
Vancouver, British Columbia
V6C 3T4
Canada
604-665-9000
Fax: 866-284-4271
Web: www.portmetrovancover.com

Port of Vancouver

1900-200 Granville St.
Suite 1900
Vancouver, British
Columbia V6C 2P9
Canada
604-665-9000
Fax: 604-665-9007
Web: www.portvancouver.com

NOVA SCOTIA

Halifax Port Authority

Business Development &
Customer Relations Dept.
1215 Marginal Rd.
P.O. Box 336
Halifax, Nova Scotia B3J 2P6
Canada
902-426-8222
Fax: 902-426-7335
Web: www.portofhalifax.ca

ONTARIO

Hamilton Port Authority

605 James St., N.
Hamilton, Ontario L8L 1K1
Canada
905-525-4330
800-263-2131
Fax: 905-525-7258
Web: www.hamiltonport.ca

Thunder Bay Port Authority

100 Main St.
Thunder Bay, Ontario
P7B-6R9
Canada
807-345-6400
Fax: 807-345-9058
Web: www.portofthunderbay.ca

QUEBEC

Montreal Port Authority

Port of Montreal Building
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Third-Party Services

This section includes asset-based and non-asset-based third-party logistics service providers.



Last Mile Delivery And
Logistics Solutions

3PD Last-Mile Delivery

1851 West Oak Parkway
Atlanta, GA 30062
866-373-7874
E-mail: sales@3PD.com
Web: www.3PD.com

3PD is one of North America's largest and most focused providers of last-mile heavy goods delivery and logistics. It makes thousands of furniture and bedding deliveries each day for some of North America's largest furniture retailers and manufacturers via nearly 500 locations, 2,100 world-class delivery teams and several industry-leading systems and customer service processes.

4SIGHT Supply Chain Group

140 E. Ridgewood Ave.
Paramus, NJ 07652
201-940-7311
E-mail: greg.puckett@go4sight.com
Web: www.go4sight.com

Products/Services: 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 18 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received

multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at in4mation@go4sight.com or call 201-940-7311.



a2b Fulfillment, Inc.

150 Stewart Parkway
Greensboro, GA 30642
866-843-3827 x 113
Fax: 706-454-0197
E-mail: allison@2bf.com
Web: www.a2bf.com

Products/Services: a2b Fulfillment, Inc. is an innovative 3PL provider of distribution support services including Warehousing, Order Fulfillment, Canadian Fulfillment, Discounted Shipping, e-Commerce, Logistics, Contact Center and Value-Add services such as Kitting, Assembly, QC - Rework, and Reverse Logistics. We leverage low cost structure, state-of-the art distribution systems, modern and expansive warehouse facilities, carrier relationships and overall logistics expertise to deliver best-of-breed service to our customers. a2b offers flexible storage solutions. Order Fulfillment programs support B2B and D2C distribution. Each fulfillment platform is complimented with aggressive transportation rates including FTL, LTL, and Small Parcel. We utilize transportation resources to ship goods cost-effectively to coincide best with your time-in-transit requirements.

Allen Distribution

670 Allen Road
Carlisle, PA 17015
717-258-3040
888-222-6943
Fax: 717-258-4743
E-mail: info@allendistribution.com

Web: www.allendistribution.com

Products/Services: A privately owned and operated 3PL headquartered in Carlisle, Pennsylvania. We offer over 24 years experience specializing in warehouse/distribution, asset based transportation, box/rail car service, and value added services. We currently operate over 3 million square feet of warehouse space in Carlisle PA, York PA, Allentown PA and Stockton CA. Our business model allows you to share space, share labor, share equipment and ultimately share cost. It is our thought that you have to pay for what you use. Our culture today is the same as it was 24 years ago where our employees and customers come first.



Alliance Shippers Inc.

Corporate Office:
516 Sylvan Avenue
Englewood Cliffs, NJ 07632
800-222-0451
Fax: 201-227-1212
E-mail: info@alliance.com
Web: www.alliance.com

Products/Services: The Perfect Shipment Program

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- International Transportation Service
- Logistics Solutions
- Complete Protective Service
- Warehousing and Distribution

Services

- Dedicated Fleet
- Box Car Service
- Equipment Management
- Carrier Management and Selection
- Accessorial Management

APL Logistics Limited

456 Alexandra Road #06-00
NOL Building
Singapore 119962
65 6371 5266

Web: www.aplogistics.com/wps/portal/apl

Products/Services: APL Logistics designs and operates global supply chains that deliver products to everywhere you need them. Our innovative end-to-end solutions use data connectivity for greater visibility and control. APL Logistics provides the resources necessary to support your supply chain. Services include shipment consolidation and deconsolidation, global freight forwarding and customs management, regional warehousing and distribution networks and IT solutions that increase supply chain performance and reduce costs.

BNSF Logistics

4700 S. Thompson
Springdale, AR 72764
866-722-9678

Web: www.bnsflogistics.com

Products/Services: LTL, Dry Van, Refrigeration, Flatbed, Over-size, Overweight, Rail/Truck Optimization, Rail Shipment Management, Railcar Transload Service, Specialized Equipment, Project Logistics, Intermodal, Domestic Air, Freight Forwarding, Flexitank Capabilities, International: Air/Ocean Freight, customs clearance, freight forwarding.



Cardinal Logistics Management Corporation

5333 Davidson Hwy
Concord, NC 28027
704-786-6125
Fax: 704-788-6618
E-mail: info@cardlog.com
Web: www.cardlog.com

Products/Services: Cardinal is a leading third-party logistics provider focused on Dedicated Contract Carriage, Final Mile Delivery and Logistics Management services to multiple industries, including construction and building materials, JIT manufacturing support, retail, automotive aftermarket, food and beverage, and bulk transport. Cardinal's logistics experts work directly with clients to optimize their supply chains by developing and implementing customized transportation solutions including specialized equipment and handling, and integrated technology. The Cardinal Team has the knowledge, tools and real-world experience to find the most efficient and cost-effective means to move products along the supply chain. To learn more about Cardinal Logistics Management Corporation, visit www.cardlog.com

CT Logistics

12487 Plaza Drive
Cleveland, OH 44130
216-267-2000
E-mail: sales@ctlogistics.com
Web: info.ctlogistics.com

Products/Services: Since 1923, CT Logistics (CT) has provided the optimum transportation audit services. Currently processing in over 80 countries and in 14 languages, our services provide the finest manual or automated audit, customer service, carrier interaction, reporting features and customization possible. Using the domestic and global features and resources of FreightRater, CT's proprietary

freight rating and processing software, CT offers freight bill pre-audit and post-audit services, payment options, and customized management information. Services

- Pre-Audit ALL MODES
- Post-Audit
- FreightRater Shipper & Carrier Software
- Loss and Damage Claims Service

In an environment where expertise in transportation, cost-containment provides a competitive advantage, CT delivers.

Fidelitone Logistics

1260 Karl Court
Wauconda, IL 60084
847-487-3300
800-475-0917
E-mail: sales@fidelitone.com
Web: www.fidelitone.com

Products/Services: Alternate Sourcing, Asset Recovery, Container Management, Contract Warehousing, Cross Docking, Drayage Service, Freight Management, Inventory Management/Forecasting, Kitting, Last Mile Delivery, Light Assembly, Order Management, Parts Logistics, Pick & Pack, Pooled Distribution, Regional Warehousing, Returns Management, Vendor Management, White Glove Delivery.



Inmar
2601 Pilgrim Court
Winston Salem, NC 27106
855-815-2646
Fax: 336-770-1939
E-mail: solutions@inmar.com
Web: www.inmar.com

Products/Services: Inmar is a technology company that operates collaborative commerce networks and makes them intelligent. Retail, healthcare and manufacturing clients choose Inmar's networks to simplify and securely manage their complex

transactions with trading partners so they can focus on their core business.

Supported by a continuous investment in technology, Inmar move dollars, information and goods between trading partners cost effectively to improve revenue and manage risk.

• Supply chain network improves supply chain and handling returns, enhances sustainability and manages risk.

• Promotion network enables manufacturers and retailers to securely manage digital and paper promotions.

• Healthcare network manages complex healthcare returns and recalls, pharmacy receivables and contract management.



Landstar System, Inc.

13410 Sutton Park Drive South
Jacksonville, FL 32224
877-696-4507
E-mail: solutions@landstar.com
Web: www.landstar.com

Products/Services: Providing supply chain solutions and complete global & domestic transportation and logistics services including: truckload, LTL, heavy haul/specialized, expedited, intermodal, global air and ocean services, freight optimization, complete shipment visibility, and carrier selection and management services. Landstar customers have access to more than 36,000 transportation capacity providers.

Description: Landstar, a safety-first non-asset based company, offers complete transportation and logistics services, including truckload, LTL, heavy haul/specialized, expedited, intermodal, global air and ocean services. Landstar's supply chain management solutions utilize leading-edge technology offering

global shipment visibility, bidding & shipping tools, carrier selection & management, event management and freight optimization.

LMS Logistics

1 CityPlace, Suite 415
St Louis, MO 63141
800-355-2153
E-mail: info@lmslogistics.com
Web: www.lmslogistics.com

Products/Services: LMS

Logistics is a non-asset-based 3PL that specializes in customized supply chain solutions that drive operational success for manufacturers and retailers. Since our inception in 1996, we have thrived within the highly competitive logistics industry to become the provider of choice for countless shippers from mid-sized manufacturers to Fortune 50 corporations. LMS Logistics leverages supply chain expertise, proprietary technology, and operational know-how to create results-oriented solutions that are unique to each client.

Logistics Insight Corporation (LINC)

12755 E. 9 Mile Road
Warren, MI 48089
586-467-1500
888-334-5462
Web: www.4Linc.com

Products/Services: Logistics Insight Corporation (LINC) is a leading provider of custom-developed third-party logistics solutions that allow customers and clients to reduce costs and manage their global supply chains more efficiently. We offer a comprehensive suite of supply chain logistics services including value-added, transportation, and specialized services. Our services include crossdocks, consolidations, sequencing, sub-assembly, kitting, repacking, returnable container management, and much more.

Third-Party Services



Lynden

18000 International Blvd
Suite 800
Seattle, WA 98188
206-241-8778
888-596-3361
Fax: 206-243-8415
E-mail: information@lynden.com
Web: www.lynden.com

Products/Services: 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, and worldwide, 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, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.



MIQ Logistics

11501 Outlook Street
Suite 500
Overland Park, KS 66211
913-696-7100
866-972-9272
Fax: 913-696-7501
E-mail: contact_us@miq.com
Web: www.miq.com

Products/Services: Air & Ocean International Freight Forwarding, Customs Brokerage and Clearance, Global Trade Management, Contract Logistics, Transportation Management, Truckload Brokerage, Value-added Services, Project Logistics, Warehouse Management & Fulfillment, Supply Chain Management, NVOCC, Distribution Services, Origin Services, Supply Chain Visibility, Logistics services.

Description: MIQ Logistics is a global logistics company headquartered in Overland Park, Kan., and with offices in North America, Asia, Europe and Latin America. MIQ Logistics enables companies to improve their transportation network and overall supply chain efficiency by offering flexible logistics solutions supported by Web-native technology and global logistics management capabilities.



NFI

1515 Burnt Mill Road
Cherry Hill, NJ 08003
866-219-7450
E-mail: ContactUs@NFIindustries.com
Web: www.NFIindustries.com

Products/Services: NFI is a fully integrated supply chain solutions provider offering logistics, distribution, warehousing, intermodal, real estate, and solar services across the U.S. and Canada. Headquartered in New Jersey, NFI owns facilities, nationwide and globally, and more than 2,000 tractors and 7,000 trailers. Privately held by one family since its inception in 1932, NFI operates more than 23 million square feet of contract and public warehouse and distribution space, and generates \$1 billion in revenue annually. NFI is a partner of the EPA SmartWay program, which dedicates efforts to increasing energy efficiency and reducing the the freight industry's environmental impact.

Description: NFI is a fully integrated supply chain solutions provider offering logistics, distribution, warehousing, intermodal, and real estate services across the U.S. and Canada. Headquartered in New Jersey, NFI owns 2,000+ tractors, 7,000+ trailers, operates 23+ million square feet of warehouse and distribution space, and generates \$1+ billion in revenue annually.

NVC Logistics Group

One Pond Rd
Rockleigh, NJ 07647
201-767-0911
Web: www.nvclogistics.com

Products/Services: NVC provides value-added logistics, white glove transportation and warehousing services, nationwide. Our core competency is handling high-value, oversized products and our specialty is "white glove" home delivery. With over 35 years experience, our range of services include: White Glove Deliveries, Strategic Warehousing, Asset Recovery, Relocation/Liquidation Logistics, Warranty Exchange, Final Mile and Distribution Services. We have a nationwide footprint, with service to every zip code within the continental U.S. Asset-based facilities are located in the major markets of New York, Chicago and LA.

ORBIS Corporation

1055 Corporate Center Drive
Oconomowoc, WI 53066
262-560-5000
800-890-7292
Fax: 920-751-2478
E-mail: info@orbiscorporation.com
Web: www.orbiscorporation.com

Products/Services: Plastic reusable packaging products and services improve the flow of product all along the supply chain, to reduce costs. ORBIS helps world-class customers move their product faster, easier, safer and more cost-effectively with plastic reusable containers, pallets and protective dunnage. ORBIS uses proven expertise, industry-leading knowledge, innovation, superior products and supply chain services (pooling, cleaning and logistics) to implement plastic reusable packaging systems. To learn more, contact ORBIS, a subsidiary of Menasha Corporation, at 888-307-2185 or visit www.orbiscorporation.com.

PartnerShip LLC

29077 Clemens Rd.
Cleveland, OH 44145
800-599-2902
Fax: 800-439-8913
E-mail: sales@PartnerShip.com
Web: www.PartnerShip.com

Products/Services: PartnerShip is a leading provider of shipping solutions to small and medium businesses nationwide. We have over 20 years of experience developing and managing LTL freight, small package, trade-show, and specialized shipping programs for over 100 association groups and thousands of individual businesses. Founded in 1989 as subsidiary of NACS, Inc., today we have offices in Cleveland, Ohio and Irvine, California. Visit www.partership.com for more details.



PLS Logistics Services

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Building 110
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724-814-5100
Fax: 724-814-5200
E-mail: marketing@plslogistics.com
Web: www.plslogistics.com

Products/Services: Outsourced Logistics Management, Inbound Logistics Management, Freight Brokerage Services, Supply Chain Consulting, First-Class Transportation Management System, Extensive Carrier Network, Flatbed, Truckload/Van, LTL, Rail, Barge, Multi-Modal.

Port Logistics Group

National Sales Office
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Clifton, NJ 07014
973-249-1230
Fax: 973-249-7324
E-mail: info@portlogisticsgroup.com
Web: www.PortLogisticsGroup.com

Products/Services: Gateway logistics, warehousing, distribution, port drayage, national transportation, inventory management, order fulfillment, transloading, cross-docking, value-added services, GOH processing, brokerage, store delivery, eCommerce fulfillment, pick and pack, domestic vendor consolidation, short-term or long-term storage, last-mile transportation, dedicated delivery fleets, warehouse management systems, RF scan-

Third-Party Services

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Indianapolis, IN 46241
317-240-4100
888-776-8726
Fax: 317-240-4101
E-mail: marketing@protrans.com
Web: www.protrans.com

Products/Services: With nearly 600 employees and over \$170 million in annual revenue, ProTrans is dedicated to providing supply chain management solutions that optimize customers' time, money and resources. From its origins in freight consolidation, ProTrans has strategically evolved into a full-spectrum logistics technology, inventive processes and a committed team of experienced customer support professionals. Headquartered in Indianapolis, IN, ProTrans has been selected twice as Ernst & Young's Entrepreneur of the Year and has been recognized once again in 2012 as one of Inc. Magazine's Fastest-Growing Companies. Visit the ProTrans website at www.protrans.com.



Ryder Supply Chain Solutions

11690 NW 105th Street
Miami, FL 33178
888-887-9337
Web: www.RyderSCS.com

Products/Services: Ryder Supply Chain Solutions is an end-to-end supply chain partner with nearly 80 years of experience helping companies in North America, the UK and Asia transform their supply chains. Ryder provides a full range of services, from optimizing day-to-day logistics operations to synchronizing the supply of parts and finished goods with customer demand. As supply chains become more complex, Ryder leverages five strengths to deliver the best in supply chain execution: know-how, lean methodologies, a proven track record, deep expertise in key industries

and a breadth of resources. At Ryder, we understand that when it comes to logistics, Execution is Everything.

Description: Ryder Supply Chain Solutions is an end-to-end logistics partner committed to helping companies transform their supply chains and achieve peak performance by delivering the best in operational execution. Ryder develops supply chain strategies and manages and executes scalable logistics operations. When it comes to logistics, Execution is Everything.



Saddle Creek Logistics Services

3010 Saddle Creek Road
Lakeland, FL 33801
863-665-0966
888-878-1177
Fax: 863-666-8295

E-mail: sales@sclogistics.com
Web: www.sclogistics.com

Products/Services: Saddle Creek Logistics Services is a nationwide 3PL providing integrated warehousing, transportation, packaging and fulfillment services. Our strategic, turnkey logistics solutions help leading companies to increase supply chain efficiency, streamline their businesses and manage costs. With 31 locations nationwide, more than 14 million square feet of space, and over 2,000 associates, we have the resources and expertise to help you meet customer demands and accommodate business growth.

Description: At Saddle Creek Logistics Services, we leverage our warehousing, transportation, packaging and fulfillment capabilities to give you a competitive edge. With our integrated solutions, you can increase speed to market, accommodate fluctuations, control supply chain costs and improve service to your customers. That's our integrated advantage.

Suddath Global Logistics

815 S. Main Street
Jacksonville, FL 32207
904-858-1234
800-288-7833

Fax: 904-858-1244
E-mail: truede@suddath.com
Web: suddath.com

Products/Services: Suddath Global Logistics, a wholly owned subsidiary of The Suddath Companies, is a 3PL single source provider offering flexible and customer based solutions for all supply chain needs. Services include but are not limited to global logistics management, international freight forwarding, domestic transportation, warehousing, distribution and fulfillment services. Formed in 1919, Suddath is a \$380 million global, diversified transportation company with 19 locations across the country and more than 2.5 million square feet of warehouse space. Longevity, financial strength, stability and a global geographic footprint provide a foundation for unparalleled services and flexibility within the asset-based corporate structure of Suddath.

Transportation Insight

328 First Ave. NW
Hickory, NC 28601
828-485-5000
877-226-9950
Fax: 828-322-2843

E-mail: marketing@t-insight.com
www.transportationinsight.com

Products/Services: Service Needs Assessment, Carrier Sourcing, Warehousing, International Transportation, Freight Cost Analysis and Benchmarking, Contract and Rate Administration, Freight Bill Audit and Payment, Consolidated Electronic Billing, General Ledger Coding, Freight Refunds for Service Provider Failures, Freight Accruals, Transportation Management System (TMS), Automated Freight Rate Quoting, Claims Management, Customized Business Intelligence, Electronic Data Exchange (EDI), Enterprise-Wide Visibility, Control & Accountability, Fuel Surcharge and Accessorial Monitoring, Best Practice Implementations, KPI Measurement, Network Optimization, Process Standardization and Automation, Route/Mode Optimization, Shipment Aggregation, Supply Chain Modeling, Trend Analysis, Vendor Routing Management, Outsourced Execution, LEAN Consulting and

Supply Chain Sourcing of Indirect Materials.

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Zoyto

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Houston, TX 77073
713-300-3000
800-GoZoyto
Web: www.Zoyto.com

Products/Services: Zoyto is uniquely positioned to provide operational process solutions for the Business-to-Business and Business-to-Consumer sectors. The company delivers customized, U.S.-based outsourcing solutions including product fulfillment, distribution, order processing, returns management, software development, IT support, supply chain management, inventory management, customized e-commerce, call center solutions, kitting and assembly, and payment processing.

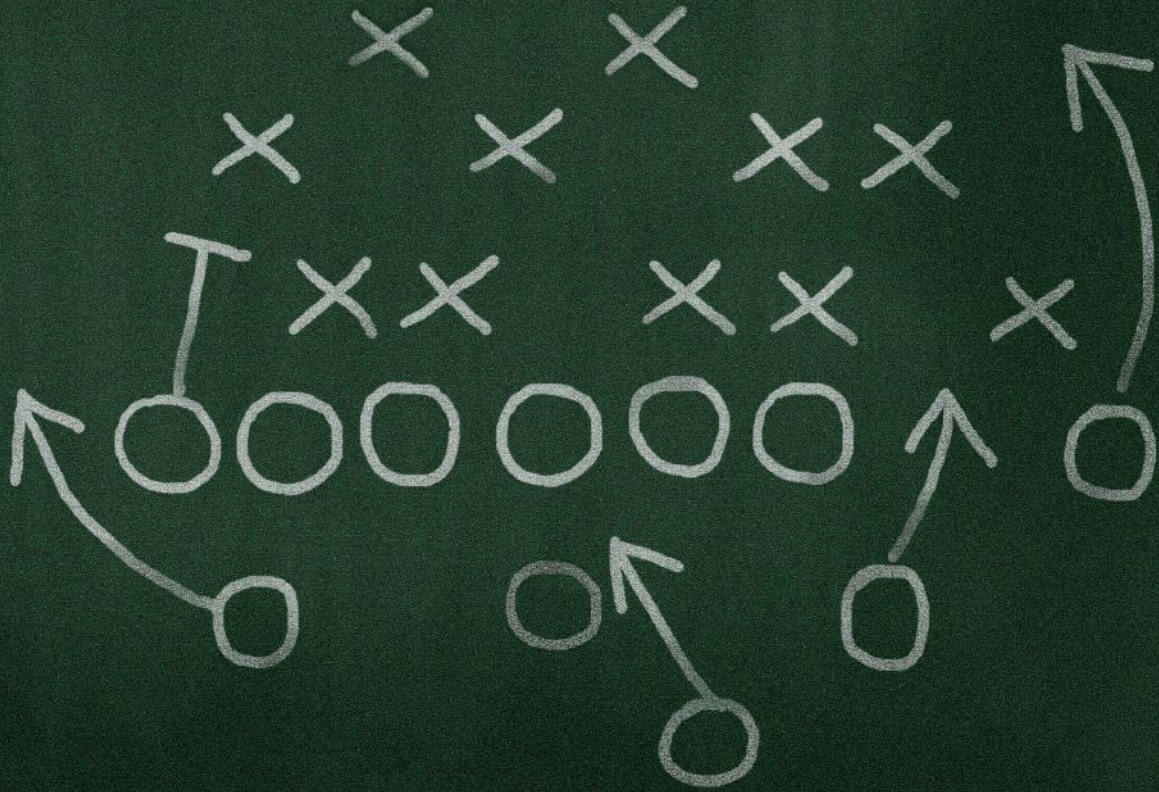
The company's commitment is to deliver "perfect orders" for its clients by providing guaranteed service levels, flexibility and responsiveness. Zoyto's solutions bridge technology and operational gaps, enabling its clients to focus resources on their core business competencies.

Zoyto is in Houston, TX. To learn more call 1.866.GoZoyto or visit www.zoyto.com.

4 Way Logistics, Inc.

2303 Camino Ramon
Suite 102
P.O. Box 128
San Ramon, CA 94583
925-830-8900, 800-282-4990
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Web: www.4way.com

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Landstar is a leader in tailored supply chain solutions and safe, reliable transportation logistics services. That's the Landstar Way.



Visit us at www.landstar.com.
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Third-Party Services



Last Mile Delivery And
Logistics Solutions

3PD Last-Mile Delivery

1851 West Oak Parkway
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866-373-7874
E-mail: sales@3PD.com
Web: www.3PD.com

3PD is one of North America's largest and most focused providers of last-mile heavy goods delivery and logistics. It makes thousands of furniture and bedding deliveries each day for some of North America's largest furniture retailers and manufacturers via nearly 500 locations, 2,100 world-class delivery teams and several industry-leading systems and customer service processes.

4SIGHT Supply Chain Group

140 E. Ridgewood Ave.
Paramus, NJ 07652
201-940-7311
E-mail: greg.puckett@go4sight.com
Web: www.go4sight.com

Products/Services: 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 18 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at in4mation@go4sight.com or call 201-940-7311.



a2b Fulfillment, Inc.
150 Stewart Parkway

Greensboro, GA 30642
866-843-3827 x 113
Fax: 706-454-0197
E-mail: allison@2bf.com
Web: www.a2bf.com

Products/Services: a2b Fulfillment, Inc. is an innovative 3PL provider of distribution support services including Warehousing, Order Fulfillment, Canadian Fulfillment, Discounted Shipping, e-Commerce, Logistics, Contact Center and Value-Add services such as Kitting, Assembly, QC - Rework, and Reverse Logistics. We leverage low cost structure, state-of-the art distribution systems, modern and expansive warehouse facilities, carrier relationships and overall logistics expertise to deliver best-of-breed service to our customers. a2b offers flexible storage solutions. Order Fulfillment programs support B2B and D2C distribution. Each fulfillment platform is complimented with aggressive transportation rates including FTL, LTL, and Small Parcel. We utilize transportation resources to ship goods cost-effectively to coincide best with your time-in-transit requirements.

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203-787-5746
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Dorval, Quebec H9P 2V6
Canada
514-631-6663
Fax: 514-631-4403
Web: www.actionago.com

A.N. Deringer, Inc.

64 North Main St.
St. Albans, VT 05478
802-524-8110
800-448-8108
Fax: 802-328-2307
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Access Business Group

Access Logistics
7575 Fulton St. E.
55-1E
Ada, MI 49355

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800-879-2732
Fax: 616-787-1940
Web: www.
accessbusinessgroup.com

Acme Distribution Centers

18101 E. Colfax Ave.
Aurora, CO 80011
303-340-2100
Fax: 303-340-2424
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3701 Yale St.
Houston, TX 77018
713-699-3515
866-830-4737
Fax: 713-694-7510
Web: www.adamsdist.com

ADP Logistics

P.O. Box 564
West Chester, PA 19381
610-696-5800, 800-523-5020
Fax: 610-696-3768
Web: www.aduiepyle.com

Affiliated Warehouse Companies, Inc.

P.O. Box 295
54 Village Court
Hazlet, NJ 07730
Fax: 732-739-4154
Web: www.awco.com

AFMS Logistics Management Group

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Portland, OR 97223
503-246-3521
800-246-3521
Fax: 503-246-9244
Web: www.afms.com

AFS Logistics, LLC.

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Fax: 318- 797-3628
Web: www.afs.net

Agility

240 Commerce
Irvine, CA 92602
714-617-6300
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email: americas@agilitylogistics.com
Web: www.agilitylogistics.com

AIT Worldwide

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800-323-6649
Fax: 630-766-0205
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Allen Distribution

670 Allen Road
Carlisle, PA 17015
717-258-3400
888-222-6943
Fax: 717-258-4743
E-mail: info@alldistribution.com
Web: www.alldistribution.com

Products/Services: A privately owned and operated 3PL headquartered in Carlisle, Pennsylvania. We offer over 24 years experience specializing in warehouse/distribution, asset based transportation, box/rail car service, and value added services. We currently operate over 3 million square feet of warehouse space in Carlisle PA, York PA, Allentown PA and Stockton CA. Our business model allows you to share space, share labor, share equipment and ultimately share cost. It is our thought that you have to pay for what you use. Our culture today is the same as it was 24 years ago where our employees and customers come first.

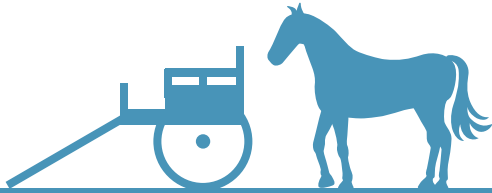


Alliance Shippers Inc.

Corporate Office:
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Berkeley, IL 60163
708-547-7676
Fax: 708-547-8565
Web: www.neillcartage.com

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1185A North Service Road East
Oakville, ON L6H 1A7 Canada
905.338.4810
905.338.4000
Fax: 905 842 8689
Web: www.lakesidelogistics.com

Landair

1110 Myers St.
Greeneville, TN 37743
888-526-3247
Fax: 423-783-1345
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Web: www.landair.com



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13410 Sutton Park Drive South
Jacksonville, FL 32224
877-696-4507
E-mail: solutions@landstar.com
Web: www.landstar.com

Products/Services: Providing supply chain solutions and complete global & domestic transportation and logistics services including: truckload, LTL, heavy haul/specialized, expedited, intermodal, global air and ocean services, freight optimization, complete shipment visibility, and carrier selection and management services. Landstar customers have access to more than 36,000 transportation capacity providers.

Description: Landstar, a safety-first non-asset based company, offers complete transportation and logistics services, including truckload, LTL, heavy haul/specialized, expedited, intermodal, global air and ocean

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215-855-8460
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Web: www.lansdalewarehouse.com

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90 S Newtown Street Road
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Newtown Square, PA 19073
610-359-1500
Fax: 610-359-1350
Web: www.leadingedgelogistics.com

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Providers (LXP)
641 Alpha Dr.
Pittsburgh, PA 15238
412-406-5800
Fax: 412-406-5835
Web: www.leveragedexecution.com

Lewis Storage Co., Inc.

3009 Thurston Ave.
Greensboro, NC 27406
336-275-8458
Fax: 336-370-9303
Web: www.lewisstorage.com

LMS Logistics

1 CityPlace, Suite 415
St Louis, MO 63141
800-355-2153
E-mail: info@lmslogistics.com
Web: www.lmslogistics.com
Products/Services: LMS Logistics is a non-asset-based 3PL that specializes in customized supply chain solutions that drive operational success for manufacturers and retailers. Since our inception in 1996, we have thrived within the highly competitive logistics industry to become the provider of choice for countless shippers from mid-sized manufacturers to Fortune 50 corporations. LMS Logistics leverages supply chain expertise, proprietary technology, and

operational know-how to create results-oriented solutions that are unique to each client.

Logistics Insight Corporation (LINC)

12755 E. 9 Mile Road
Warren, MI 48089
586-467-1500
888-334-5462
Web: www.4Linc.com

Products/Services: Logistics Insight Corporation (LINC) is a leading provider of custom-developed third-party logistics solutions that allow customers and clients to reduce costs and manage their global supply chains more efficiently. We offer a comprehensive suite of supply chain logistics services including value-added, transportation, and specialized services. Our services include crossdocks, consolidations, sequencing, sub-assembly, kitting, repacking, returnable container management, and much more.

LTD Management

1230 Pottstown Pike, Ste. 6
Glenmoore, PA 19343
610-458-3636
Fax: 610-458-8039
Web: www.ltdmgmt.com

LTD Supply Chain

3 Black Horse Circle
Ste. 7
Allentown, PA
610-614-1814
Web: www.ltdsupplychain.com



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Seattle, WA 98188
206-241-8778
888-596-3361
Fax: 206-243-8415
E-mail: information@lynden.com
Web: www.lynden.com
Products/Services: 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, and worldwide, 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, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.

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Lancaster Ave.
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859-252-1776
Fax: 859-252-1777
Web: www.mestorage.com

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800-372-0433
Fax: 201-433-1414

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Concord, CA 94520
800-4MATSON
800-462-8766
Web: www.matson.com

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Megatrux Express
9449 8th Street
Rancho Cucamonga, CA 91730
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800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

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San Mateo, CA 94403-2512
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 Web: www.menlowworldwide.com

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 East Mountain Corporate Ctr.
 Wilkes-Barre, PA 18702
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 Fax: 570-823-0300
 Web: www.mericle.com/logistics

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 800-338-7177
 Fax: 901-794-7430
 Web: www.meritex.com

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6920 N.E. Executive Dr.
 Kansas City, MO 64120
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 Fax: 816-231-7797
 Web: www.metroparkwarehouses.com



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11501 Outlook Street
 Suite 500
 Overland Park, KS 66211
 913-696-7100, 866-972-9272
 Fax: 913-696-7501
 E-mail: contact_us@miq.com
 Web: www.miq.com

Products/Services: Air & Ocean International Freight Forwarding, Customs Brokerage and Clearance, Global Trade Management, Contract Logistics, Transportation Management, Truckload Brokerage, Value-added Services, Project Logistics, Warehouse Management & Fulfillment, Supply Chain Management, NVOCC, Distribu-

tion Services, Origin Services, Supply Chain Visibility, Logistics services.

Description: MIQ Logistics is a global logistics company headquartered in Overland Park, Kan., and with offices in North America, Asia, Europe and Latin America. MIQ Logistics enables companies to improve their transportation network and overall supply chain efficiency by offering flexible logistics solutions supported by Web-native technology and global logistics management capabilities.

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 972-447-0075
 Fax: 972-447-0090
 E-mail: info@modetransportation.com
 Web: www.modetransportation.com

Murphy Warehouse Company

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 Minneapolis, MN 55414
 612-623-1200
 Fax: 612-623-9108
 Web: www.murphywarehouse.com

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 Fax: 630-261-6860
 Web: www.nalworldwide.com

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 954-564-1928
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National Material Handling Products Inc.

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 800-676-5161
 Fax: 414-258-6820
 Web: www.materialhandlingproducts.com

National RetailSystems, Inc.

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 Hasbrouk Hts, NJ 07604
 800-669-2574
 Web: www.nrsonline.com

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 Omaha, NE 68138
 402-896-2200
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 Web: www.nebraskawarehouse.com

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 High Point, NC 27265
 336-232-4100
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 Inverness IL 60067-4732
 847-963-0007
 Fax: 847-963-0079
 Web: www.nextgeneration.com

Nexus Distribution Corporation

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 Arlington Heights, IL 60005
 847-590-6200
 Fax: 847-590-6300
 Web: www.nexusdistribution.com



NFI

1515 Burnt Mill Road
 Cherry Hill, NJ 08003
 866-219-7450
 E-mail: ContactUs@NFIindustries.com
 Web: www.NFIindustries.com

Products/Services: NFI is a fully integrated supply chain solutions provider offering logistics, distribution, warehousing, intermodal, real estate, and solar services across the U.S. and Canada. Headquartered in New Jersey, NFI owns facilities, nationwide and globally, and more than 2,000 tractors and 7,000 trailers. Privately held by one family since its inception in 1932, NFI operates more than 23 million square feet of contract and pub-

lic warehouse and distribution space, and generates \$1 billion in revenue annually. NFI is a partner of the EPA SmartWay program, which dedicates efforts to increasing energy efficiency and reducing the the freight industry's environmental impact.

Description: NFI is a fully integrated supply chain solutions provider offering logistics, distribution, warehousing, intermodal, and real estate services across the U.S. and Canada. Headquartered in New Jersey, NFI owns 2,000+ tractors, 7,000+ trailers, operates 23+ million square feet of warehouse and distribution space, and generates \$1+ billion in revenue annually.

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 Web: www.nobledistributioneast.com

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Corporate Headquarters
 4500 Southgate Place
 Suite 300
 Chantilly, VA 20151
 703-964-9500
 Fax: 703-964-9111
 Web: www.nonstopdelivery.com

North American Logistics Services, LLC

7550 W 2nd CT
 Hialeah, FL 33014
 305-455 1150
 Fax: 305-825 9955
 Web: www.nalogistics.com

North American Warehousing Co.

6800 W. 68th Street
 Bedford Park, IL 60638
 708-594-5380
 Fax: 708-496-1549
 Web: www.nawarehouse.com

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Fax: 812-944-9840
Web: www.nclworldwide.com

Norvanco International, Inc.

4301 West Valley Highway
Suite #100
Sumner, WA 98390
Tel: 253-987-4031
Fax: 253-987-4015
Web: www.norvanco.com

NVC Logistics Group

One Pond Rd
Rockleigh, NJ 07647
201-767-0911
Web: www.nvclogistics.com

Products/Services: NVC provides value-added logistics, white glove transportation and warehousing services, nationwide. Our core competency is handling high-value, oversized products

and our specialty is "white glove" home delivery. With over 35 years experience, our range of services include: White Glove Deliveries, Strategic Warehousing, Asset Recovery, Relocation/Liquidation Logistics, Warranty Exchange, Final Mile and Distribution Services. We have a nationwide footprint, with service to every zip code within the continental U.S. Asset-based facilities are located in the major markets of New York, Chicago and LA.

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Web: www.na.nyklogistics.com

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Milwaukee, WI 53225
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Web: www.obymedc.com

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Web: www.odysseylogistics.com

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866-487-7481
Fax: 203.448.3910
Web: www.odysseylogistics.com/overland

OHL

7101 Executive Center Drive
Suite 333
Brentwood, TN 37027
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877-401-6400
Fax: 615-377-3977
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800-938-3109
503-736-5900
Web: www.oialoglobal.com

ORBIS Corporation

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Oconomowoc, WI 53066
262-560-5000
800.890.7292
Fax: 920-751-2478
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Web: www.orbiscorporation.com

Products/Services: Plastic reusable packaging products and services improve the flow of product all along the supply chain, to reduce costs. ORBIS helps world-class customers move their product faster, easier, safer and more cost-effectively with plastic reusable containers, pallets and protective dunnage. ORBIS uses proven expertise, industry-leading knowledge, innovation, superior products and

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technology...

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happen.



Third-Party Services

supply chain services (pooling, cleaning and logistics) to implement plastic reusable packaging systems. To learn more, contact ORBIS, a subsidiary of Menasha Corporation, at 888-307-2185 or visit www.orbiscorporation.com.

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Fax: 410-644-2224
Web: www.overflo.com/

Ozburn-Hessey Logistics

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Suite 333
Brentwood, TN 37027
615-401-6400
877-401-6400
Fax: 615-377-3977
Web: www.ohl.com

Pan American Express, Inc.

4848 Riverside Dr.
Laredo, TX 78041

956-723-4848
866-472-6263
Fax: 956-723-9979
Web: www.panamex-zero.com

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Suite A106
Englewood, CO 80112
720-941-7400
866-941-7400
Fax: 720-941-7524
Web: www.paradigmlog.com

Paramount Storage Ltd.

10 Hutchings St.
Winnipeg, MB R2X 2X1
Canada
204-632-0025
Fax: 204-632-6367
Web: www.paramountstorage.com

PartnerShip LLC

29077 Clemens Rd.
Cleveland, OH 44145
800-599-2902

Fax: 800-439-8913
E-mail: sales@PartnerShip.com
Web: www.PartnerShip.com

Products/Services: PartnerShip is a leading provider of shipping solutions to small and medium businesses nationwide. We have over 20 years of experience developing and managing LTL freight, small package, trade-show, and specialized shipping programs for over 100 association groups and thousands of individual businesses. Founded in 1989 as subsidiary of NACS, Inc., today we have offices in Cleveland, Ohio and Irvine, California. Visit www.partership.com for more details.

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Penske Logistics

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Route 10 Green Hills
Reading, PA 19603
United States
800-529-6531
Fax: 610-775-2449
Web: www.penskelogistics.com

PFSweb

Priority Fulfillment Services Inc.
505 Millennium Drive
Allen, TX 75013
972-881-2900
800-920-4959
Web: www.pfsweb.com

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724-814-5100
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Web: www.plslogistics.com

Products/Services: Outsourced Logistics Management, Inbound Logistics Management, Freight Brokerage Services, Supply Chain Consulting, First-Class Transportation Management System, Extensive Carrier Network, Flatbed, Truckload/Van, LTL, Rail, Barge, Multi-Modal

Port Logistics Group

National Sales Office
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Clifton, NJ 07014
973-249-1230
Fax: 973-249-7324
E-mail: info@portlogisticsgroup.com
Web: www.PortLogisticsGroup.com

Products/Services: Gateway logistics, warehousing, distribution, port drayage, national transportation, inventory management, order fulfillment, transloading, cross-docking, value-added services, GOH processing, brokerage, store delivery, eCommerce fulfillment, pick and pack, domestic vendor consolidation, short-term or long-term storage, last-mile transportation, dedicated delivery fleets, warehouse management systems, RF scanning, RFID capable, bar code labeling. Over 4 million square feet in and around major North American ports.

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781-326-3553
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Propak Logistics, LLC.
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Fort Smith, AR 72917
479-478-7800
877-919-1600
Fax: 479-478-7801
Web: www.propak.com

ProTrans International, Inc.

8311 N Perimeter Road
Indianapolis, IN 46241
317-240-4100
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Fax: 317-240-4101
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Web: www.protrans.com

Products/Services: With nearly 600 employees and over \$170 million in annual revenue, ProTrans is dedicated to providing supply chain management solutions that optimize customers' time, money and resources. From its origins in freight consolidation, ProTrans has strategically evolved into a full-spectrum logistics technology, inventive processes and a committed team of experienced customer support professionals. Headquartered in Indianapolis, IN, ProTrans has been selected twice as Ernst & Young's Entrepreneur of the Year and has been recognized once again in 2012 as one of Inc. Magazine's Fastest-Growing Companies. Visit the ProTrans website at www.protrans.com.

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Fax: 787-890-7960
Web: www.prsd.com

Purolator USA Inc.

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516-681-3749
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Ste. 100
Dallas, TX 75211
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Fax: 214-623-9644
Web: www.qualitylogistics.com

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Emeryville, CA 94608-1014
510-547-3611
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Web: www.warehousedistribution.com

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6600 College Blvd., Ste. 310
Overland Park, KS 66211
913-491-0050
800-899-7090
Fax: 913-491-0054
Web: www.rrlx.com

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Corpus Christi, TX 78408
361-884-5595
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Web: www.raywestwarehouses.com

Regal Logistics

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Fife, Washington 98424
866-300-5580
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Web: www.regallogistics.com

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800-445-7976
908-272-0126
Fax: 908-272-1276
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888-824-7365
Fax: 303-674-3803
Web: www.rmxglobal.com

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562-420-9594
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RSI Logistics, Inc.

2419 Science Parkway,
Okemos, Michigan 48864
517-349-7713
Fax: 517-349-7154
Web: www.rsilogistics.com

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3200 Ruan Center
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Des Moines, IA 50309
866-782-6669
Fax: 515-245-2684
Web: www.ruan.com



Ryder Supply Chain Solutions

11690 NW 105th Street
Miami, FL 33178
888-887-9337
888-887-9337
Web: www.RyderSCS.com

Products/Services: Ryder Supply Chain Solutions is an end-to-end supply chain partner with nearly 80 years of experience helping companies in North America, the UK and Asia transform their supply chains. Ryder provides a full range of services, from optimizing day-to-day logistics operations to synchronizing the supply of parts and finished goods with customer demand. As supply chains become more complex, Ryder leverages five strengths to deliver the best in supply chain execution: know-how, lean methodologies, a proven track record, deep expertise in key industries and a breadth of resources. At Ryder, we understand that when it comes to logistics, Execution is Everything.

Description: Ryder Supply Chain Solutions is an end-to-end logistics partner committed to helping companies transform their supply chains and achieve peak performance by delivering the best in operational execution. Ryder develops supply chain strategies and manages and executes scalable logistics operations. When it comes to logistics, Execution is Everything.



Saddle Creek Logistics Services

3010 Saddle Creek Road
Lakeland, FL 33801
863-665-0966
888-878-1177
Fax: 863-666-8295
E-mail: sales@sclogistics.com
Web: www.sclogistics.com

Products/Services: Saddle Creek Logistics Services is a nationwide 3PL providing integrated warehousing, transportation, packaging and fulfillment services. Our strategic, turnkey logistics solutions help leading companies to increase supply chain efficiency, streamline their businesses and manage costs. With 31 locations nationwide, more than 14 million square feet of space, and over 2,000 associates, we have the resources and expertise to help you meet customer demands and accommodate business growth.

Description: At Saddle Creek Logistics Services, we leverage our warehousing, transportation, packaging and fulfillment capabilities to give you a competitive edge. With our integrated solutions, you can increase speed to market, accommodate fluctuations, control supply chain costs and improve service to your customers. That's our integrated advantage.

Satellite Logistics Group

12621 Featherwood, Suite 390
Houston, TX 77034-4902
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877-795-7540
Fax: 281-902-5501
Web: www.slg.com

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800-947-0007
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Web: www.sdallc.com

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Ste. 509
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Fax: 904-724-3011
Web: www.seastarline.com

Sentry Transport Services, LLC

1200 Corporate Blvd., Suite D-2
Lancaster, PA 17601-1292

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Fax: 717-285-2705
Web: www.sentrytran.com

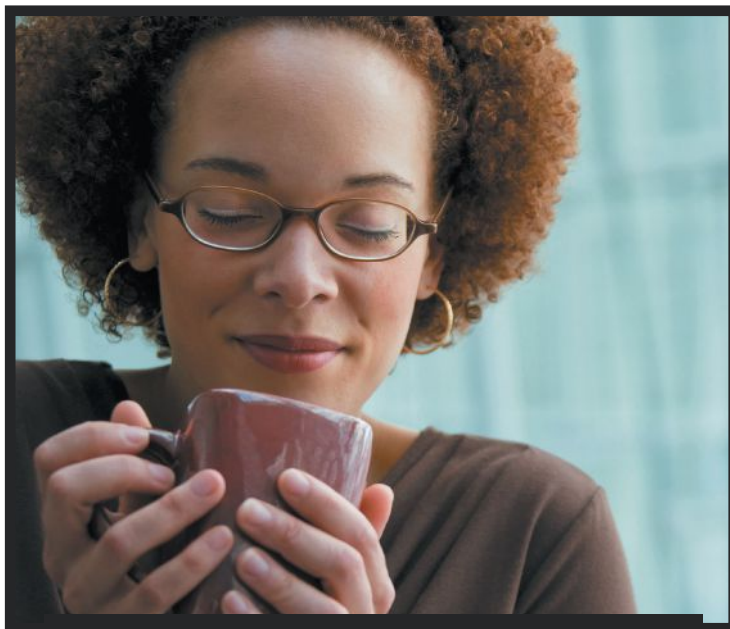
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305 26th Avenue West
Building # 16
Birmingham, AL 35204
800-467-7429

Fax: 205-328-1865
Web: www.shawwarehouse.com

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Suddath Global Logistics

815 S. Main Street
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800-288-7833
Fax: 904-858-1244
E-mail: truede@suddath.com
Web: suddath.com

Products/Services: Suddath Global Logistics, a wholly owned subsidiary of The Suddath Companies, is a 3PL single source provider offering flexible and customer based solutions for all supply chain needs. Services include but are not limited to global logistics management, international freight forwarding, domestic transportation, warehousing, distribution and fulfillment services. Formed in 1919, Suddath is a \$380 million global, diversified transportation company with 19 locations across the country and more than 2.5 million square feet of warehouse space. Longevity, financial strength, stability and a global geographic footprint provide a foundation for unparalleled services and flexibility within the asset-based corporate structure of Suddath.

Summit International Logistics

4338 Janitrol Rd.
Columbus, OH 43228
614-278-9716
877-282-7387
Fax: 614-278-9719
Web: summitlogistics.com

Sunland Distribution, Inc.

255 Blackhawk Road
Greenville, SC 29611
Toll free: 800 295-0081
Fax: 864 295-6616
Web: www.sunlanddistribution.com

Sunteck Transport Group

6413 Congress Avenue
Suite 260
Boca Raton, FL 33487

800-759-7910
Fax: 561-994-8033
Email: russ.dixon@suntecktransport.net
Web: www.suntecktransportgroup.com

Target Logistics Services NOW Mainfreight USA

1400 Glenn Curtiss Street
Carson, CA 90746
310-900-1974
Fax: 310-900-1982
Web: mainfreightusa.us/

Taylor Distributing Co.

2875 E. Sharon Rd.
Cincinnati, OH 45241
513-773-2111
800-486-0015
Fax: 513-773-2131
Web: www.tayloristributing.com

Taylor Warehouse Co.

2875 E. Sharon Rd.
Cincinnati, OH 45241
513-773-2100
800-486-0015
Fax: 513-773-2131
Web: www.tayloristributing.com

TBB Global Logistics

802 Far Hills Drive
New Freedom, PA 17349
800-937-8224
Fax: 717-227-5043
Web: www.tbbgl.com

Team Worldwide

P. O. Box 668
Winnsboro, TX 75494
800-527-1168
Fax: 903-342-3764
Web: www.teamwww.com

Technical Transportation, Inc.

1701 West Northwest Hwy
Suite 100
Grapevine, TX 76051
800-852-8726 tel
817-488-0306 fax
Web: www.techtrans.com

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Web: www.techtrans.com

TEKLYNX

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Suite U12
Whitefish Bay, WI 53217
414-837-4800
Fax: 414-837-4801
Web: www.teklynx.com

Texas Carriage Warehouse, Inc.

12344 E. Northwest Highway
Dallas, Texas 75228
214-320-3200
214-320-9103
Web: www.texcar.com

Texas Star Warehouse & Distribution Inc.

5200 E. Grand Avenue
Suite 400
Dallas, Texas 75223-2216
214-821-1999
Fax: 214-821-1033
Web: www.texasstarwhse.com

Torus Freight Systems

45 A West Wilmot St.
Suite #213
Richmond Hill, Ontario
Canada
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905-771-7111
800-463-3102
Fax: 905-771-7339
Web: www.torusfreight.com

Total Control Logistics

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Suite 116-156
Memphis, TN 38119
901-248-3644
Web: www.tclogistix.com

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Memphis, TN 38119
901-248-3644
Web: www.tclogistix.com

Total Logistic Control

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Miami Florida 33178
1-888-793-3702
Email: info@totallogistic.com
Web: www.totallogistic.com

Trailer Fleet Services-GE

GE Equipment Services
426 West Lancaster Ave.
Devon, PA 19333
610-648-6800
800-333-2030

Fax: 610-648-6397
Web: www.trailerservices.com

Transervice Logistics Inc.

5 Dakota Drive
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11042-1188
800-645-8018
Web: www.transervice.com

Transfreight

4123 Olympic Blvd.
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888-890-0400
Web: www.transfreight.com

TransGroup Worldwide Logistics

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206-244-0330
800-444-0294
Fax: 206-244-7463
Web: www.transgroup.com

TransLogistics, Inc.

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321 N. Furnace Street
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Birdsboro, PA 19508
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888-983-3012
Fax: 610-404-1605
Web: translogisticsinc.com

Transolutions, Inc.

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Scottsdale, AZ 85255
480-473-2453
Fax: 480-473-2454
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Transplace

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Frisco, TX 75034
866-413-9266
Fax: 479-770-7844
Web: www.transplace.com

Transportation Insight

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713-439-1010
Web: www.transportexpressusa.com

TranzAct Technologies Inc.

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4th Floor
Elmhurst, IL 60126
630-833-0890
Web: www.tranzact.com

Trinity Transport, Inc.

1201 Bridgeville Highway
PO BOX 1620
Seaford, DE 19973
302-253-3935
800-846-3400
Fax: 302-253-1200
Web: www.trinitytransport.com

Trinity Warehousing Services, Inc.

841 Gibson Street
Kalamazoo, MI 49001
269-345-4546
Fax: 269-345-0537
Web: trinitywarehousing.com

TSi Logistics

285 Country Club Drive
Stockbridge, GA 30281
770-474-1555
Web: www.tsilogistics.com

Tucker Company Inc.

900 Dudley Avenue
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800-229-7780
856-317-9600
Fax: 856-317-9699
Web: www.tuckerco.com

Unigroup Worldwide

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855-605-8080
636-305-4040
Web: www.unigrouplogistics.com

Union Storage & Transfer Co.

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Fargo, ND 58108
701-282-4321
800-437-8027
Fax: 701-277-1244
Web: www.unionstorage.com

United Facilities, Inc.

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Peoria IL, 61651
866-699-7271
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Web: www.unifac.com

Universal Truckload Services, Inc.

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Warren, MI 48089
586-920-0100
800-233-9445
Fax: 586-920-0258
Web: www.goutsi.com

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Downers Grove, IL 60515
866-409-9759
Fax: 314-993-5682
Web: www.unysonlogistics.com

Van Brunt Port Jersey Warehouse, Inc.

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Elizabeth, NJ 07201-2003
908-282-7080
Fax: 908-282-7097
Web: www.vanbruntwarehouse.com

VASCOR, Ltd.

100 Farmers Bank Drive
Suite 300
Georgetown, KY 40324
502-868-0277
Web: www.vascorltd.com

Versant Supply Chain

4105 South Mendenhall
Memphis, TN 38115
901-542-0610
877-367-5288
901-542-6067
E-mail: info@versantsc.com
Web: www.versantsc.com

Vimich Traffic Logistics Inc.

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Tecumseh, Ontario
N8N 1M3, Canada
800-284-1045
Fax: 1-519-735-4309
Web: www.vimich.com

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Storage Company
2225 Young Dr.
P.O. Box 1110
Lexington, KY 40588
859-266-1136
Fax: 859-266-8939
Web: www.wtyoung.com

Warehouse Associates, LP

1200 East Kibby St
Lima, Ohio 45801
419-228-6225
Fax: 419-228-8025
Web: www.whalp.com

Warehouse Specialists Inc.

1160 N. Mayflower Drive
Appleton, WI 54913-9656
920-731-3115
800-999-2545, ext 3115
Fax: 920-830-5199
Web: www.wsinc.com

Weber Distribution

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(855-469-3237)
Fax: 562-921-5522
Web: www.weberdistribution.com

Werner Global Logistics

P.O. Box 45308
14507 Frontier Road
Omaha, NE 68138
402-895-6640
866-620-8281
Fax: 402-894-3686
E-mail: werner@werner.com
Web: www.werner.com

WOW Logistics

3040 W. Wisconsin Ave.
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920-734-9924

800-236-3565
Fax: 920-734-2697
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Zoyto

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Houston, TX 77073
713-300-3000
800-GoZoyto
Web: www.Zoyto.com

Products/Services: Zoyto is uniquely positioned to provide operational process solutions for the Business-to-Business and Business-to-Consumer sectors. The company delivers customized, U.S.-based outsourcing solutions including product fulfillment, distribution, order processing, returns management, software development, IT support, supply chain management, inventory management, customized e-commerce, call center solutions, kitting and assembly, and payment processing.

The company's commitment is to deliver "perfect orders" for its clients by providing guaranteed service levels, flexibility and responsiveness. Zoyto's solutions bridge technology and operational gaps, enabling its clients to focus resources on their core business competencies.

Zoyto is in Houston, TX. To learn more call 1.866.GoZoyto or visit www.zoyto.com.

Logistics Technology

The following companies offer software or services designed specifically for logistics applications.

4SIGHT Supply Chain Group

140 E. Ridgewood Ave.
Paramus, NJ 07652
201-940-7311
Email: greg.puckett@go4sight.com
Web: www.go4sight.com

Products/Services: 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 18 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at in4mation@go4sight.com or call 201-940-7311.

Acuitive Solutions

11035 Golf Links Drive, #77045
Charlotte, NC 28271
704-847-4997
Email: info@AcuitiveSolutions.com
Web: www.AcuitiveSolutions.com

Products/Services: Acuitive Solutions is a privately held supply chain software/solutions company that has quietly and methodically grown to become a leading provider of web-hosted, global transportation manage-

ment solutions (TMS). Work-process tools and solutions serve leading companies in the home center, premium fashion, specialty and direct retail, home and office decor and apparel markets. Our customers include Avon Products, Home Depot, Jo-Ann Stores, PVH, Ralph Lauren, and Pier 1 Imports. Visit www.AcuitiveSolutions.com.

- 2011 Supply Chain Distinction Award WINNER - Best Collaborative Practice category
- 2011 Supply Chain Innovation of the Year Award - Finalist
- 100 Great Supply Chain Partners - 2011

Akoya

3108 State Route 59
Suite 124-117
Naperville, IL 60564
224-612-5110
866-408-3020
Fax: 224-612-5152
Email: akoyasales@akoyainc.com
Web: www.akoyainc.com

Products/Services: Akoya is a web-based suite of supply-chain intelligence applications that mines the intelligence existing in your engineering drawings and your purchasing history. It then analyzes this data, providing you with meaningful information and visuals that can help you make proactive, insightful supply chain decisions.

Akoya goes beyond typical costing applications or activity based costing calculators. Its powerful algorithms pull all of your parts data together in one place so you see global views across all the raw materials and parts you purchase.

Amber Road

One Meadowlands Plaza
East Rutherford, NJ 07073
201-935-8588
Fax: 201-935-5187
Solutions@AmberRoad.com
Web: www.AmberRoad.com
Products/Services: Amber Road is the leader in Global Trade Management software. We provide a single, on-demand platform that plans and executes all aspects of global trade. By enabling companies to take a holistic, integrated approach to global trade, Amber Road accelerates the movement of goods across international borders, improves customer service and reduces global supply chain costs.

Amber Road includes deep functional capabilities across all areas of global trade compliance, supply chain visibility, global transportation management, and supplier management. Underpinning all of these solutions is Global Knowledge, the most comprehensive, intelligent repository of global trade content available anywhere.

Cadre Technologies, Inc.

7900 East Union Avenue
Suite 1007
Denver, CO 80237
303-217-7037
866-252-2373
Fax: 303-217-7050
Email: sales@cadretech.com
Web: www.cadretech.com

Products/Services: Cadence Fulfillment System features warehouse management system, order management and multi-carrier parcel shipping. System is built for 3rd party logistics, eCommerce fulfillment, distri-

bution and retail distribution. Cadence is a total platform for logistics from order capture via EDI and direct ERP interface; warehouse management including all functions from product receipt, inventory management, picking, and shipping; and multi-carrier parcel shipping including LTL. Cadence is built on the Microsoft platform including Windows Server and SQL Server. It provides real-time warehouse operations via advanced barcode scanning. Also, LogiView, a SaaS visibility and execution system for shippers, logistics service companies and distributors.

Catapult International

13632 W. 95th Street
Lenexa, KS 66215
913-232-2389
Email: growth@gocatapult.com
Web: www.gocatapult.com

Products/Services: Catapult QMS is a Global Freight Pricing Tool that provides a web-based, user-friendly platform that houses all of your Ocean, Air, and Ground rates in one system. Our focus is simple: To provide easy-to-use and reliable freight costing solutions for global companies. Search FCL, LCL, and Air rates, calculate "chargeable" weight, view transit times, email quotes to customers, request rates from providers, and more. Ocean contract management is our specialty. Catapult will read and analyze your contracts, enter them into a database and keep rates/surcharges accurate and up to date. Contact Catapult today!

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Memphis, TN 38137
901-766-1500
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Email: solutions@ctsi-global.com
Web: www.ctsi-global.com

Products/Services: For over 5775 years, CTSI-Global has provided supply chain management expertise and technology. CTSI-Global is a valuable resource to our clients by helping them manage and control all aspects of their supply chains—physical, informational and financial—within one global database.

CTSI-Global provides solutions, services and customized transportation management applications that give clients more control, improved efficiencies and a cost effective process to result in greater savings.

eCustoms

Peace Bridge Plaza
Buffalo, NY 14213
716-881-2590
877-ECUSTOM (328-7866)
Email: Ahille@ecustoms.com
Web: www.ecustoms.com

Products/Services: eCustoms' solutions and services span the entire spectrum of trade compliance, including import documentation and ABI submissions (ABI certified and ACH capable), NAFTA certificates, export documentation (AES certified), Restricted and Denied Party Screening, DDTC/BIS Export License applications and management, as well as tariff classification (HS codes) and new initiatives such as the ACE (Automated Commercial Environment) program for U.S. importers.



Epicor Software Corporation

4120 Dublin Blvd
Dublin, CA 94568
925-361-9900
800-999-1809

Email: info@epicor.com
Web: www.epicor.com

Products/Services: Provider of ERP software that streamlines enterprise-wide customer relationship management (CRM), order/inventory management, supply/demand chain, visibility/supply chain event management and warehouse management.

Epicor is a global leader providing ERP software solutions to the midmarket and divisions of Global 1000 companies. Epicor's distribution solutions incorporate customer and supplier relationship management, financial accounting, inventory management, order fulfillment and warehouse management capabilities, with low total cost of ownership and an attractive return on investment.

Description: Epicor is a global leader providing ERP software solutions to the midmarket and divisions of Global 1000 companies. Epicor's distribution solutions incorporate customer and supplier relationship management, financial accounting, inventory management, order fulfillment and warehouse management capabilities, with low total cost of ownership and an attractive return on investment.



Infor

641 Avenue of the Americas
New York, NY 10011
800-260-2640
Email: info@infor.com
Web: www.infor.com

Products/Services: Infor Supply Chain Execution combines transportation management, warehouse management, labor management, and 3PL Billing into a single application on a unified database to reduce the complexity of warehousing and logistics management and clarify daily decision making.

Description: Infor is the third

largest provider of enterprise applications and services, helping 70,000 customers in 194 countries improve operations, drive growth, and quickly adapt to changes in business demands. Infor offers deep industry-specific applications and suites using ground-breaking technology and flexible deployment options.

Logility

470 E Paces Ferry Road NE
Atlanta, GA 30305
800-762-5207

Email: info@logility.com
Web: www.logility.com

Products/Services: With more than 1,250 customers worldwide, Logility is a leading provider of collaborative, best-of-breed supply chain solutions that help small, medium, large and Fortune 1000 companies realize substantial bottom-line results in record time. Logility Voyager Solutions is a complete supply chain management solution that features a performance monitoring architecture and provides supply chain visibility; demand, inventory and replenishment planning; Sales and Operations Planning (S&OP); supply and inventory optimization; manufacturing planning and scheduling; transportation planning and management; and warehouse management.

Manhattan Associates

2300 Windy Ridge Parkway
Atlanta, GA 30317
770-955-7070
800-661-4972
Email: information@manh.com
Web: www.manh.com

Products/Services: Manhattan Associates continues to deliver on its 21-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide. The Manhattan SCOPE portfolio, leverages the industry's only Supply Chain Process Platform, providing a shared foundation for collecting, managing, distributing and acting on information and events that flow through the

supply chain, from planning to execution.

Description: Manhattan Associates continues to deliver on its 21-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide. The Manhattan SCOPE portfolio, leverages the industry's first and only Supply Chain Process Platform to enable companies to accomplish tasks shared across its supply chain optimization network.



Motion Industries

1605 Alton Road
Birmingham, AL 35210
205-956-1122
800-526-9328
Fax: 205-957-5290

Email: mkssupport@motion-ind.com

Web: www.motionindustries.com

Products/Services: A leading industrial maintenance, repair and operation (MRO) replacement parts distributor of bearings, power transmission, electrical & industrial automation, hydraulic & industrial hose, hydraulic & pneumatic components, industrial & safety supply products, and material handling.

Motion Industries has over 500 operations including ten distribution centers throughout North America and serves more than 150,000 MRO and OEM customers from the food and beverage, pulp and paper, iron and steel, chemical, mining and aggregate, petrochemical, automotive, wood and lumber, and pharmaceutical industries. In addition, Motion Industries offers customers cost-saving programs such as asset and repair tracking, storeroom and replenishment tracking, and productivity savings tracking.

Open Sky Group

1421 East Broad Street #305
Fuquay-Varina, OH 27526
919-346-4500

866-359-4437

Fax: 919-800-3404

Email: marketing@

theopenskygroup.com

Web: www.openskygroup.com

Products/Services: Services for RedPrairie Software including New Implementations of WMS, TMS and LMS; Software Upgrades for WMS, TMS and LMS; Replenishment & Slotting Optimization; MHE and ERP Integration and Parcel Systems Implementation.

The Raymond Corporation

20 South Canal Street

Greene, NY 13778

607-656-2311

800-235-7200

Fax: 607-656-9005

Email: Raymond@raymondcorp.com

Web: www.raymondcorp.com

Products/Services: The Raymond Corporation is a global provider of unmatched material handling technology, expertise and support to increase productivity and cost-efficiency. Designed with ecological and economical benefits in mind, Raymond lift trucks are engineered to achieve higher performance and increase efficiency. Raymond offers a full line of manual and electric lift trucks including pallet trucks, walkie stackers, counterbalanced trucks, reach trucks, orderpickers and turret trucks and the iWAREHOUSE fleet optimization system to manage lift truck fleets and warehouses. Additionally, flexible automation solutions and industry-leading consultation from Raymond further enhance warehouse processes and streamline material handling practices.

RedPrairie

3905 Brookside Parkway

Alpharetta, GA 30022

877-733-7724

Email: info@redprairie.com

Web: redprairie.com

Products/Services: RedPrairie's best-of-breed supply chain solutions put commerce in motion for the world's leading companies. Installed in over

60,000 customer sites across more than 50 countries, RedPrairie solutions help ensure flawless execution, visibility and collaboration between manufacturers, distributors, retailers and consumers to enable the consistent flow of goods from raw materials to finished products. The comprehensive and collaborative portfolio of RedPrairie supply chain solutions includes Warehouse Management, Transportation Management, Workforce Management, and Visibility & Performance Management. RedPrairie is prepared to meet its customers' current and future demands with multiple delivery options, flexible architecture, and 24/7 technical and customer support.

TZA

3880 Salem Lake Drive

Long Grove, IL 60047

847-540-6543

800-229-3450

Fax: 847-540-9988

Email: info@tza.com

Web: www.tza.com

Products/Services: TZA is a technology, consulting, and engineering company specializing in the optimization of labor performance and operational effectiveness across the entire supply chain, resulting in workforce productivity gains of 10% to 30% and operational cost savings of 6% to 15%. TZA Labor Management Solutions include Lean Best Practices, Engineered Labor Standards, ProTrack LMS software, Organizational Development and Contract Labor Services. Our Supply Chain Consulting services include Operational Assessment, Lean Transformation, Transportation & Logistics, Strategic Network Planning, Material Handling Integration, Facility Design, and Slotting Optimization.

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Fax: 650-827-1560

Web: www.actuate.com

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140 E. Ridgewood Ave.

Paramus, NJ 07652

201-940-7311

Email: greg.puckett@go4sight.com

Web: www.go4sight.com

Products/Services: 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 18 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at in4mation@go4sight.com or call 201-940-7311.

Acuitive Solutions

11035 Golf Links Drive, #77045

Charlotte, NC 28271

704-847-4997

Email: info@AcuitiveSolutions.com

Web: www.AcuitiveSolutions.com

Products/Services: Acuitive Solutions is a privately held supply chain software/solutions

company that has quietly and methodically grown to become a leading provider of web-hosted, global transportation management solutions (TMS). Work-process tools and solutions serve leading companies in the home center, premium fashion, specialty and direct retail, home and office decor and apparel markets. Our customers include Avon Products, Home Depot, Jo-Ann Stores, PVH, Ralph Lauren, and Pier 1 Imports. Visit www.AcuitiveSolutions.com

- 2011 Supply Chain Distinction Award WINNER - Best Collaborative Practice category

- 2011 Supply Chain Innovation of the Year Award - Finalist

- 100 Great Supply Chain Partners - 2011

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Web: www.agiworldwide.com

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866-390-9447

Fax: 650-780-9948

Web: www.agistix.com

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Roswell, Georgia 30075

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Airtrax Inc

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Fax: 609-567-7895

Web: www.airtrax.com

Akoya

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Naperville, IL 60564

224-612-5110

866-408-3020

Fax: 224-612-5152

Email: akoyasales@akoyainc.com
Web: www.akoyainc.com

Products/Services: Akoya is a web-based suite of supply-chain intelligence applications that mines the intelligence existing in your engineering drawings and your purchasing history. It then analyzes this data, providing you with meaningful information and visuals that can help you make proactive, insightful supply chain decisions.

Akoya goes beyond typical costing applications or activity based costing calculators. Its powerful algorithms pull all of your parts data together in one place so you see global views across all the raw materials and parts you purchase.

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Web: www.pcmiler.com

Amber Road

One Meadowlands Plaza
East Rutherford, NJ 07073
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Fax: 201 935 5187
Email: Solutions@AmberRoad.com
Web: www.AmberRoad.com

Products/Services: Amber Road is the leader in Global Trade Management software. We provide a single, on-demand platform that plans and executes all aspects of global trade. By enabling companies to take a holistic, integrated approach to global trade, Amber Road accelerates the movement of goods across international borders, improves customer service and reduces global supply chain costs.

Amber Road includes deep functional capabilities across all areas of global trade compliance, supply chain visibility, global transportation management, and

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AML

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Euless, TX 76040
817-571-9015
Fax: 817-571-6176
Web: www.amltd.com

Analysis Inc.

6844 W. 111th Street
Worth, IL 60482
708-361-2880
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Associated Warehouses, Inc.

1740 W. Katella Ave.
Suite M
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Web: www.barcode-solutions.com

Ryder

11690 NW 105th Street
Miami Florida 33178
305-500-3726
888-887-9337
Web: www.ryder.com

SAP America, Inc.

3999 West Chester Pike
Newtown Square, PA 19073
610-661-1000
Fax: 650-849-4200
Web: www.sap.com/scm

SAS Institute Inc.

100 SAS Campus Drive
Cary, NC 27513-2414
919-677-8000
Fax: 919-677-4444
Web: www.sas.com

SATO America, Inc.

10350-A Nations Ford Road
Charlotte, NC 28273
704-644-1650
888-871-8741
Fax: 704-644-1662
Email: satosales@satoamerica.com
Web: www.satoamerica.com

Savi Technology

10350-A Nations Ford Road
Charlotte, NC 28273
704-644-1650
Fax: 704-644-1662
Web: www.satoamerica.com
Web: www.savi.com

ScanData Systems, Inc.

9701 Brodie Lane
Bldg. 104
Austin, Texas 78748
512-358-1585
Web: www.scandata.com

Schaefer Systems International, Inc.

P.O. Box 7009
Charlotte, NC 28241
704-944-4500
Fax: 704-588-1862
Web: www.ssi-schaefer.us

Sea Star Line

10550 Deerwood Park
Boulevard
Suite 509
Jacksonville, FL 32256
904-855-1260
Toll Free: 877-SSL-SHIP
Web: www.seastarline.com

ShipLogix

641 Avenue of the Americas
New York, NY 10011
Phone 646-336-1700
866-244-5479
Fax: 206-441-9067
Web: www.shiplogix.com

SICK, Inc.

6900 W. 110th St.
Minneapolis, MN 55438
800-325-7425
952-941-9287
E-mail: info@sick.com
Web: www.sickusa.com

SkyBitz, Inc.

2121 Cooperative Way
Suite 550
Herndon, Virginia 20171 USA
703-478-3340
877-275-9248
Fax: 703-478-3301
Web: www.skybitz.com

SmartTurn

201 Mission Street, Suite #1400
San Francisco, CA 94105
Sales: 1-888-667-4758
415-685-4200
Fax: 1-415-685-4201
Email: info@smartturn.com
Web: www.smartturn.com

SMC3

500 Westpark Drive
Peachtree City, GA 30269
800-845-8090
770-486-5800
Fax: 770-486-7649

Sprint

6391 Sprint Pkwy
Overland Park, KS 66251
800-927-2199
Web: www.sprint.com

Stratum Global, Inc.

2329 West Main Street
Suite 302
Littleton, CO 80120
303-730-7343
Fax: 303-730-7344
Web: www.stratumglobal.com

Swisslog

Swisslog Holding AG
Webereiweg 3
5033 Buchs, Switzerland

+41 62 837 9537

Fax: +41 62 837 9510

Email: info@swisslog.com

Web: www.swisslog.com

Symbol Technologies, Inc.

1303 East Algonquin Road
Schaumburg, Illinois 60196 USA
847-576-5000
Web: www.symbol.com

TAGSYS

1006 W. 9th Avenue
Suite 30
King of Prussia, PA 19406
847-882-4800
Web: www.tagsysrfid.com

TECSYS, Inc.

1 Place Alexis Nihon
Suite 800
Montreal, Quebec
Canada H3Z 3B8
800-922-8649
514-866-0001
Fax: 514-866-1805
Web: www.tecsys.com

Texas Cartage Warehouse, Inc.

12344 E. Northwest Highway
Dallas, Texas 75228
214-320-3200
214-320-9103
E-mail: sales@texcar.com
Web: www.texcar.com

TGW Systems

6870 Grand Haven Road
Spring Lake, MI 49456-9652
231-798-4547
Fax: 231-798-8322
E-mail: usinfo@tgw-group.com
Web: www.tgw-ermanco.com

Tharo Systems, Inc.

2866 Nationwide Parkway
PO Box 798
Brunswick, Ohio 44212-0798
Fax: 330-225-0099
Web: www.tharo.com

TOPS Engineering Corp.

275 W Campbell Road
Suite 600
Richardson, Texas 75080
Sales Inquiries
972-739-8677
Fax: 972-739-9478

E-mail: info@topsend.com
 Web: www.topsend.com

TradeBeam

Two Waters Park Drive
 Suite 100
 San Mateo, CA 94403-1148
 888-311-1415 (toll free US/
 Canada) or +1-650-653-4800
 Web: www.tradebeam.com

Transcore

General Inquiries, Services
 or Products
 8158 Adams Drive, Bldg. 200
 Hummelstown, PA 17036
 800-923-4824
 214-461-6435

Transite Tehnology, Inc.

1008 Bullard Court
 Suite 100
 Raleigh, N.C. 27615
 Web: www.transite.com

TransLogistics, Inc.

321 N. Furnace Street
 Suite 300
 Birdsboro, PA 19508
 610-404-1610
 Toll-free: 888-983-3012
 Fax: 610-404-1605
 Web: translogisticsinc.com

Transolutions, Inc.

22015 N. Calle Royale
 Scottsdale, AZ 85255
 480-473-2453
 Fax: 480-473-2454
 E-mail: sales@transolutionsinc.com
 Web: www.transolutionsinc.com

Transpack Software Systems, Inc.

PO Box 816
 Spring House, PA 19477
 215-540-8800
 E-mail: info@transpack.com
 Web: www.transpack.com

Transplace

3010 Gaylord Parkway
 Suite 200
 Frisco, TX 75034
 66-413-9266
 Web: www.transplace.com

Transport Security, Inc.

820 South Pine Street
 Waconia, Minnesota 55387
 800-328-3442
 952-442-5625
 Web: www.transportsecurity.com

TranSystems

10 South 5th St
 Minneapolis, MN 55402
 612-372-3015
 Fax: 612-372-5809
 E-mail: supplychain@transystems.com
 Web: www.transystems.com

TranzAct Technologies Inc.

360 West Butterfield Road
 4th Floor
 Elmhurst, IL 60126
 630- 833-0890
 Web: www.tranzact.com

TrenStar, Inc.

5613 DTC Parkway, Ste. 1100
 Greenwood Village, CO 80111
 303-220-1133
 Fax: 303-220-4755
 Web: www.trenstar.com

Trinity Transport, Inc.

50 Fallon Ave
 P.O. Box 1620
 Seaford, DE 19973
 302-253-3935
 800-846-3400
 Fax: 302-253-1200
 Web: www.trinitytransport.com

TSi Logistics

PO Box 2000
 Stockbridge, GA 30281
 770-474-1555
 E-mail: sales@tsilogistics.com
 Web: www.tsilogistics.com

TZA

3880 Salem Lake Drive
 Long Grove, IL 60047
 847-540-6543
 800-229-3450
 Fax: 847-540-9988
 E-mail: info@tza.com
 Web: www.tza.com

Products/Services: TZA is a technology, consulting, and engineering company specializing in the optimization of labor performance and operational effectiveness across the entire supply chain, resulting in workforce productivity gains of 10% to 30% and operational cost savings of 6% to 15%. TZA Labor Management Solutions include Lean Best Practices, Engineered Labor Standards, ProTrack LMS software, Organizational Development and Contract Labor Services. Our Supply Chain Consulting services include Operational Assessment, Lean Transformation, Transportation & Logistics, Strategic Network Planning, Material Handling Integration, Facility Design, and Slotting Optimization.

Universal Truckload Services, Inc.

12755 E. Nine Mile Road
 Warren, MI 48089
 800-233-9445
 586-920-0100
 Fax: 586- 920-0258
 Web: www.goutsi.com

Varsity Logistics

1111 Bayhill Drive, Suite 210
 San Bruno, CA 94066
 650-392-7979
 800-438-SHIP (7447)
 Fax: 650-392-7988
 Web: www.varsitylogistics.com

Verizon Wireless

295 N. Maple Ave.
 Basking Ridge, NJ 07920
 908-696-2000
 866-899-2862

Web: www.verizonwireless.com/distribution

Videojet Technologies Inc.

1500 Mittel Blvd.
 Wood Dale, IL 60191
 630-860-7300
 800-843-3610
 Fax: 630-616-3657
 Web: www.videojet.com

Videx, Inc.

1105 NE Circle Blvd.,
 Corvallis, OR 97330
 541-738-5500
 Fax: 541-738-5501
 Web: www.videx.com

WAM Systems

Corporate Headquarters
 600 W Germantown Pike
 Ste. 230
 Plymouth Meeting, PA 19462
 484-530-4380
 800-358-8305
 Fax: 484-530-4854
 Email: info@wamsystems.com
 Web: wamsystems.com

Worldwide Chain Store

547 W. Jackson
 Suite 920
 Chicago, IL 60661
 888-514-9972
 Web: www.wchainstores.com

XpressRate

255 W. 36th Street, 8th Floor
 New York, NY 10018
 855-517-3777
 Web: www.xpressrate.com
Products/Services: Get international shipping rates within seconds! XpressRate.com is a marketplace of several providers of ocean FCL, LCL, and Air rates all in one system. It's free. Attention Transportation Managers: No more waiting 2-3 days for quotes. Visit www.XpressRate.com to book your next shipment.

Industry Organizations

This section lists organizations and associations of interest to logistics professionals.

AIM Global

One Landmark North
20399 Route 19, Suite 203
Cranberry Township, PA 16066
724-742-4470
Fax: 724-742-4476
Web: www.aimglobal.org

Air Transport Association of America, Inc.

1301 Pennsylvania Ave., NW,
Suite 1100
Washington, DC 20004
202.626.4000
Fax: 202-626-4181
Web: www.airlines.org

American Association of Exporters and Importers (AAEI)

1050 17th Street, NW
Suite 810
Washington, DC 20036
202-857-8009
Fax: 202-857-7843
Web: www.aaei.org

American Association of Port Authorities

1010 Duke Street,
Alexandria, VA 22314-3589
703.684.5700
Fax: 703.684.6321
Web: www.aapa-ports.org

American Moving and Storage Association (AMSA)

1611 Duke Street
Alexandria, VA 22314-3406
888-849-AMSA (2672)
Fax 703-683-7527
Web: www.moving.org

American Short Line Railroad Association

50 F Street, N.W.
Suite 7020
Washington, DC 20001
202-628-4500
Fax: 202-628-6430
Web: www.aslrra.org

American Society of Transportation & Logistics, Inc.

PO Box 3363,
Warrenton, VA 20188
202-580-7270
Fax: 202-962-3939
Web: www.astl.org

American Trucking Associations, Inc. (ATA)

950 North Glebe Road,
Suite 210
Arlington, VA 22203-4181
703-838-1700
Fax: 703-684-5718
Web: www.truckline.com

APICS-The Association for Operations Management

8430 West Bryn Mawr Avenue
Suite 1000
Chicago, IL 60631, USA
800-444-2742
773-867-1777
Fax: 773-639-3000
Web: www.apics.org

CAN/AM Border Trade Alliance

P.O. Box 929
Lewiston, New York 14092
Phone/Fax: 716-754-8824
Web: www.canambta.org

Canadian Association of Importers & Exporters Inc.

P.O. Box 189
Don Mills, Ontario M3C 2S2
10 St. Mary Street, Suite 200
Toronto, Ontario M4Y 1P9
416-595-5333
Web: www.iecanada.com

Canadian Industrial Transportation Association

580 Terry Fox Drive, Suite 405
Ottawa, ON K2L 4C2
613-599-6671
Fax: 613-599-1295
Web: www.cita-acti.ca

Canadian International Freight Forwarders Association, Inc.

170 Attwell Drive, Suite 480
Toronto, Ontario M9W 5Z5
416-234-5100
Toll Free in Canada:
866-282-4332
Fax: 416-234-5152
Web: www.ciffa.com

Canadian Trucking Alliance

555 Dixon Road
Toronto, ON M9W 1H8
613-236-9426
Fax: 866-823-4076
Web: www.cantruck.com

CITT

10 King Street East, Suite 400
Toronto, ON M5C 1C3
Tel: 416-363-5696
Fax: 416-363-5698
Email: info@citt.ca
Web: www.citt.ca

Coalition of New England Companies for Trade

11 Main Street, #11, Suite 6
Southborough, MA 01772
Telephone 508-481-0424
Fax: 508-481-2161
Email: Stefanie@conect.org
Web: www.conect.org

Containerization & Intermodal Institute

732-817-9131
E-mail: info@containerization.org
Web: www.containerization.org

Council of Supply Chain Management Professionals (CSCMP)

333 East Butterfield Road
Suite 140
Lombard, Illinois 60148
630-574-0985
Web: cscmp.org

Council on Safe Transportation of Hazardous Articles (COSTHA)

7803 Hill House Court
Fairfax Station, VA 22039
518-761-0389
Fax: 518-792-7781
E-mail: mail@costha.com
Web: www.costha.com

Cowin Global USA, LLC

4211 Clubview Drive,
Fort Wayne, IN 46804
260-432-6738
800-466-6738
Fax: 260-432-2461
E-mail: info@cowinglobal.com
Web: www.cowinglobal.com

Dangerous Goods Advisory Council

1100 H. Street N.W.
Suite 740
Washington, DC 20005
202-289-4550
Fax: 202-289-4074
Email: info@dgac.org
Web: www.dgac.org

Delta Nu Alpha Transportation Fraternity, Inc.

1451 Elm Hill Pike
Suite 255
Nashville, TN 37210
615-360-6863
414-764-3063
Fax: 615-360-1891
Web: www.deltanualpha.org

EPC global Inc.

Princeton Pike Corporate Center
1009 Lenox Dr., Suite 202
Lawrenceville, NJ 08648
937-291-3300
Fax: 609-620-4613
Web: www.epcglobalinc.org

Expediting Management Association, Inc.

534 Bridlecreek Green SW

Calgary, AB T2Y 3P2
Canada
403-201-6401
Fax: 403-201-6402
Web: www.expedite.org

Express Carriers Association

9532 Liberia Avenue, #752
Manassas, VA 20110
Phone: 703-361-1058
Fax: 703-361-5274
E-mail: eca@expresscarriers.org
Web: www.expresscarriers.com

Express Delivery and Logistics Association

400 Admiral Blvd.
Kansas City, MO 64106
703-998-7121
816-221-0254
Fax: 703-998-7123
Email: info@expressassociation.org
Web: www.expressassociation.org

Garden City Group

1985 Marcus Ave
Lake Success, NY 11042
800-327-3664
Web: www.gcgin.com

Global Trade Academy

66 Witherspoon
Box 1200
Princeton, NJ 08542
609-896-2020
Fax: 609-896-2025
info@learnatgta.com
www.learnatgta.com

Inland Rivers, Ports, & Terminals, Inc.

316 Board of Trade Pl.
New Orleans, LA 70130
504-585-0715
Fax: 504-525-8197
Web: www.irpt.net

Institute for Supply Management

P.O. Box 22160
Tempe, AZ 85285-2160
480.752.6276 / 800.888.6276
480.752.7890
Web: www.ism.ws

Institute of International Container Lessors

1990 M St NW
Suite 650
Washington, DC 20036-3417

Telephone: 202-223-9800
Fax: 202-223-9810
Web: www.iicl.org

Institute of Packaging Professionals

1833 Centre Point Circle,
Suite 123
Naperville, Illinois 60563, U.S.
630-544-5050
Fax: 630-544-5055
E-mail: info@iopp.org
Web: www.iopp.org

Intermodal Association of North America

11785 Beltsville Drive
Suite 1100
Calverton, MD 20705
301-982-3400
Fax: 301-982-4815
E-mail: info@intermodal.org
Web: www.intermodal.org

The International Air Cargo Association

Physical Address: 5600 N.W.
36th Street Suite 620
Miami, FL 33122
Mailing Address: P.O. Box
661510 Miami, FL 33266-1510
786-265-7011
Fax: 786 265 7012
E-mail: secgen@tiaca.org
Web: www.tiaca.org

International Air Transport Association (IATA)

800 Place Victoria
PO Box 113
Montreal - H4Z 1M1
Quebec - Canada
514-874-0202
Fax: 514-874-9632
Web: www.iata.org

International Association of Refrigerated Warehouses

1500 King Street Suite 201
Alexandria, VA 22314-2730
703-373-4300
Fax: 703-373-4301
E-mail: email@gcca.org

International Shippers Association

5904 Richmond Highway
Suite 404
Alexandria, VA 22303
703-317-9950
Fax: 703-317-9960
Web: www.isaship.org/

International Vessel Operators Hazardous Materials, Assoc. Inc.

10 Hunter Brook Lane,
Queensbury, NY 12804
518-761-0263
Fax: 518-792-7781
Web: www.vohma.com

International Warehouse Logistics Assoc.

2800 S. River Road, Suite 260
Des Plaines, IL 60018
847-813-4699
Fax: 847-813-0115
E-mail: Email@IWLA.com
Web: www.iwla.com

The Intl. Furniture Transportation and Logistics Council, Inc.

116 Deer Meadow Lane
Chatham, MA 02633
508-945-2272
Fax: 508-945-4815
Web: www.iftlc.org

Material Handling Industry of America (MHIA)

8720 Red Oak Blvd., Suite 201
Charlotte, NC 28217-3992
704-676-1190
Fax: 704-676-1199
Web: www.mhia.org

Materials Handling and Management Society

8720 Red Oak Blvd., Suite 201
Charlotte, NC 28217-3992
Phone: 704-676-1190
Fax: 704-676-1199
Web: www.mhia.org/mhms

MegatruX, Inc.

MegatruX Express
9449 8th Street
Rancho Cucamonga, CA 91730
909-652-5050
Fax: 909-652-5017
Web: www.megatruX.com

Motion Industries, Inc.

P.O. Box 1477
Birmingham, AL
35201-1477 USA
1605 Alton Road
Birmingham, AL
35210 USA
205-956-1122
Fax: 205-951-1172
Web: www.motion-ind.com

NAFA Fleet Management Association

125 Village Boulevard
Suite 200
Princeton Forrestal Village
Princeton, NJ 08540
Telephone: 609.720.0882
Fax: 609.452.8004
E-mail: info@nafa.org
Web: www.nafa.org

NASSTRAC

9382 Oak Avenue
Waconia, MN 55387 USA
952-442-8850, ext. 208
Fax: 952-442-3941
Web: www.nasstrac.org

National Air Transportation Association, Inc.

4226 King St.
Alexandria, VA 22302
703-845-9000
Fax: 703-845-8176
Toll Free: 800-808-6282
Web: www.nata.aero

National Association of Foreign-Trade Zones

1001 Connecticut Ave, NW
Suite 350
Washington, DC 20036
202-331-1950
Fax: 202-331-1994
Web: www.naftz.org

National Customs Brokers & Forwarders Assoc. of America

1200 18th Street, NW, #901
Washington, DC 20036
202-466-0222
Fax: 202-466-0226
Web: www.ncbfaa.org

National Defense Transportation Association

50 South Pickett Street
Suite 220
Alexandria, VA 22304
703-751-5011
Fax: 703-823-8761
Web: www.ndtahq.com

The National Industrial Transportation League

1700 North Moore Street
Suite 1900
Arlington, VA 22209
Phone: 703-524-5011
Fax: 703-524-5017
E-mail: info@nitl.org
Web: www.nitl.org

Industry Organizations

National Motor Freight Traffic Association, Inc.

1001 North Fairfax Street
Suite 600
Alexandria, VA 22314
703-838-1810
866-411-6632
Fax: 703-683-1094
Web: www.nmfta.org

National Private Truck Council

950 N. Glebe Road, Suite 530
Arlington, VA 22203-4183
703-683-1300
Fax: 703-683-1217
Web: www.nptc.org

National Tank Truck Carriers, Inc.

950 North Glebe Road
Suite #520
Arlington, VA 22203-4183
703-838-1960
Fax: 703-838-8860
E-mail: nttcstaff@tanktruck.org
Web: www.tanktruck.org

National Waterways Conference, Inc.

1100 North Glebe Road
Suite 1010
Arlington, VA 22201
703-224-8007
Fax: 866-371-1390
Web: www.waterways.org

National Wooden Pallet & Container Association

1421 Prince Street, Suite 340
Alexandria, VA 22314-2805
703-519-6104
Fax: 703-519-4720
Web: www.palletcentral.com

New Jersey Economic Development Authority

PO Box 990,
Trenton, NJ 08625-0990
36 West State Street
Trenton, NJ 08625
609-858-6700
E-mail: CustomerCare@njeda.com
Web: www.njeda.com

New York/New Jersey Foreign Freight Forwarders & Brokers Association

PO Box 8217
Red Bank, NJ 07701
732-741-1936

Fax: 732-747-1161
Web: www.nynjforwarders-brokers.org/

ORBIS Corporation

1055 Corporate Center Drive
P.O. Box 389
Oconomowoc, WI 53066-0389
800-890-7292
International: 262-560-5000
In Mexico: 01-800-696-8266
E-mail: info@orbiscorporation.com
Web: www.orbiscorporation.com

Parcel Shippers Association

1420 King Street, Suite 620
Alexandria, VA 22314
571-257-7617
Fax: 571-257-7613
E-mail: psa@parcelshippers.org
Web: www.parcelshippers.org

Private Motor Truck Council of Canada

1660 North Service Road East
Suite 115
Oakville, ON L6H 7G3
905-827-0587
877-501-PMTC
Fax: 905-827-8212
E-mail: info@pmtc.ca
Web: www.pmtc.ca

Pro-Line

10 Avco Road
Haverhill, MA 01835
978-521-2600
800-739-9067
Fax: 978 374 4885
E-mail: bench@1proline.com
Web: www.1proline.com

Rack Manufacturers Institute

8720 Red Oak Blvd., Suite 201
Charlotte, NC 28217-3992
704-676-1190
Fax: 704-676-1199
Web: www.mhia.org

Ruan Transport Corporation

3200 Ruan Center
666 Grand Ave
Des Moines, IA 50309
866-782-6669
Web: www.ruan.com

SMC3

500 Westpark Drive
Peachtree City, GA 30269
800-845-8090
770-486-5800

Fax: 770-486-7649
Web: www.smc3.com

SOLE - The International Society of Logistics

14625 Baltimore Avenue
Suite 303
Laurel, Maryland 20707-4902
301-459-8446
Fax: 301-459-1522
E-mail: solehq@erols.com
Web: www.sole.org

Specialized Carriers & Rigging Association (ATA)

5870 Trinity Parkway
Suite 200
Centreville, VA 20120
703-698-0291
Fax: 571-722-1698
E-mail: info@scranet.org
Website: www.scranet.org

Supply Chain & Logistics Association Canada

7270 Woodbine Avenue
Suite 204
Markham, ON L3R 4B9
905-513-7300
866-456-1231
Fax: 905-513-1248
Web: www.sclcanada.org

Logistics Institute at Georgia Tech

765 Ferst Drive, NW
Atlanta, GA 30332-0205
404-894-2343
Fax: 404-894-6527
Web: www.tli.gatech.edu

Supply-Chain Council, Inc.

12320 Barker Cypress Rd.
Suite 600, PMB 321
Cypress, TX 77429-8329
202 962 0440
Fax: 202 540 9027
Web: www.supply-chain.org

Texas Cartage Warehouse, Inc.

12344 E. Northwest Highway
Dallas, Texas 75228
214- 320-3200
214- 320-9103
E-mail: sales@texcar.com
Web: www.texcar.com

Transportation Intermediaries Association

1625 Prince Street, Suite 200
Alexandria, Virginia 22314-2883

703-299-5700
Fax: 703-836-0123
Web: www.tianet.org

Transportation Research Board

500 Fifth Street, NW
Washington, DC 20001
202-334-2934
Fax: 202-334-2003
Web: www.trb.org

Truck Renting & Leasing Association

675 N. Washington Street
Suite 410
Alexandria, VA 22314
703-299-9120
Fax: 703-299-9115
Web: www.trala.org

Truck Trailer Manufacturers Association

8506 Wellington Rd.
Suite 101
Manassas, VA 20109
703-549-3010
Fax: 703-549-3014
Web: www.ttmanet.org

Truckload Carriers Association

555 E. Braddock Road
Alexandria, VA 22314
703-838-1950
Fax: 703-836-6610
Web: www.truckload.org

The University of Tennessee

603 Haslam Business Building
1000 Volunteer Boulevard
Knoxville, TN 37996-4160
865-974-5001
Fax: 865- 974-4989
E-mail: execed@utk.edu
Web: www.utk.edu

Warehousing Education and Research Council

1100 Jorie Boulevard, Suite 170
Oak Brook, IL 60523-4413
630-990-0001
Fax: 630-990-0256
Web: www.werc.org

World Shipping Council

1156 15th Street, NW
Suite 300
Washington, D.C. 20005
202-589-1230
Fax: 202-589-1231
Web: worldshipping.org

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FEATURES

8 The Supply Chain Top 25: Leadership in Action

The 2011 rankings of the Top 25 supply chains from Gartner Inc. are in. They include repeat winners and some new entrants.

Perhaps even more important than the actual rankings, says Gartner Research Director Debra Hofman, are the lessons that can be learned from analyzing the leaders. This year, six specific qualities stand out.

16 The Greening of Walmart's Supply Chain...Revisited

In 2007, *SCMR* ran an article on Walmart's sustainability program, focusing on eight specific initiatives being pursued. Four years later, the author of that original article, Erica Plambeck of Stanford, and colleague Lyn Denend revisit those initiatives to assess just how Walmart is doing on the sustainability front.

24 Achieving Flexibility in a Volatile World

A new global survey from PRTM confirms the importance of operational flexibility in supply chain success and identifies five levers that leaders employ to make it happen. The consultants report that the financial and performance advantages of improved flexibility can be profound. They outline five basic steps that companies can take to start realizing those benefits.

32 What's Your Mobility Index?

Mobile devices are everywhere these days. But what's the real potential of mobility in the key supply chain processes. And what's the best way to identify and tap into that potential?

Sumantra Sengupta of EVM Partners says the first step in answering these questions is to carefully determine your "Mobility Index." This article tells how it's done.

40 The Case for Infrastructure Investment: Lessons from Medco and Staples

Smart investment in supply chain infrastructure—and in particular automated materials handling and distribution systems—can pay big dividends. Medco and Staples have proven that convincingly, as these case studies demonstrate. Their stories point to seven key take-aways that supply chains professionals in any business sector can learn from.

SPECIAL SUPPLEMENT
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Meeting the New Challenges

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Euler Hermes

331-8411-5000

Web: www.eulerhermes.com

Products/Services: Provides

trade credit insurance, both domestic and export policies. Other services offered include financing of trade receivables.

HSBC Corporate Services

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JPMorgan Chase & Co.

212-270-6000

Web: www.jpmorganchase.com

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MasterCard Worldwide

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Meridian Finance Group

310-260-2130

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PowerTrack (US Bank)

800-417-1844

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PrimeRevenue

678-904-7100

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Products/Services: Provides supply chain finance solutions allowing the buying organization the ability to upload electronic output from its accounts payable system with approved payables data that a supplier can then log onto, view, then sell the receivables and receive early cash.

RBS

203-897-2700

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Products/Services: Offers an extensive range of debt financing, risk management and investment services. eCommerce services include a fully automated, high volume, multi-currency foreign exchange management system; a foreign exchange dealing platform using streaming price technology; electronic trading services and more.

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Best practices in global transportation and logistics

Top analysts gather to help logistics and supply chain professionals better understand and overcome the mounting challenges of global transportation and logistics management.

BY **BRIDGET McCREA**, CONTRIBUTING EDITOR

It's time for logistics and supply chain professionals from around the globe to settle in at their desktops, laptops, and tablets and get ready to take in the 2012 *Supply Chain Virtual Conference: Best Practices in Global Transportation and Logistics*. After logging into the virtual conference event hosted by *Logistics Management* and *Supply Chain Management Review*, attendees will experience a keynote address and three educational sessions that tackle the mounting challenges of moving and managing freight around the world.

Yossi Sheffi, Ph.D., of MIT's Center for Transportation & Logistics, kicks off the event with a keynote entitled "The Rise of Logistics Clusters." During his presentation, Sheffi discusses the emergence of logistics clusters—communities that bring together a broad range of supply chain services and deep expertise—and what they mean for today's supply chain professionals.

The first educational session is presented by Beth Peterson of BPE Global and addresses technology's role in global regulatory compliance. Peterson discusses the direct link between technology and compliance and how a pairing of the two can enable global shipments to flow more visibly and smoothly. Up next are Jeanne Dailey and Brooks Bentz, both of Accenture, who offer attendees insight into a task that ranks high on every

supply chain professional's agenda right now: cutting global logistics and transportation costs.

Boston Strategies International's David Jacoby then discusses collaborative approaches to ocean shipping during the final session. In this session, attendees learn how to negotiate the best "metric-based" service contract, which trade lanes offer the most value for shipping and sourcing, and how the Panama Canal expansion is shaping future supply chain strategies.

Here's a more detailed overview of what you'll learn by attending the full conference, now available free on-demand.

Keynote Address: The rise of logistics clusters

Defined as "communities that bring together a broad range of supply chain services and deep expertise," logistics clusters are becoming increasingly relevant as more companies become truly global.

In his keynote address, Yossi Sheffi, Ph.D., director of MIT's Center for Transportation & Logistics, discusses the emergence of logistics clusters and what they mean for today's supply chain professionals. The presentation includes highlights and insights from Sheffi's new book, *Logistics Clusters: Delivering Value and Driving Growth*.

Sheffi launches his keynote by explaining that clusters

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As logistics clusters grow, transportation costs go down; service improves; prices become stable; the transportation environment becomes competitive; there are opportunities to share labor; and there's an efficient change of providers.

exist in many industries. The British economist Alfred Marshall, for example, observed the phenomena of industrial clusters in 1920. More recently, in 1998, Michael Porter wrote about how clusters can increase productivity and the pace of innovation. Right now, Sheffi says that logistics clusters are located in Singapore, Holland, Spain, Panama (which, Sheffi notes, is attempting to become the largest logistics center for Latin America), Memphis, Tenn., and Jolliet, Ill.

Within each of those geographic regions, Sheffi says that main locations for clusters include ports, airports, consumer centers, and other "central locations." He points out that governments around the world are developing their own logistics clusters because "the larger a logistic cluster is, the more attractive it is and the larger it grows. The result is a self-reinforcing positive feedback loop."

As logistics clusters grow, transportation costs go down; transportation service improves; prices become stable; the transportation environment becomes competitive; there are opportunities to share labor, equipment, and space; and there is an efficient change of providers. "One of the most important elements of logistics clusters is that they are significant job engines," says Sheffi, who points to the fact that one out of three jobs generated in the metro Memphis area is in the logistics field.

Looking to the future, Sheffi says that logistics clusters are beneficial because they create jobs that are not "offshoreable." They also offer employment opportunities to a full range of workers, including low-skilled workers. "And," he says, "logistic services tend to promote from within and they feed multiple industries."

Session 1: Technology's role in global regulatory compliance

Complying with the rules and regulations of global trade has never been easy, and as supply chains have become more complex and global, the task has become even more challenging. In our

first educational session, Beth Peterson, president of BPE Global, presents a timely session explaining how technology can make the job of compliance easier while at the same time enabling global shipments to flow more visibly and smoothly.

In discussing the major trends and developments affecting trade compliance right now, Peterson points to a survey that was conducted in June of 2012 at an American Association of Exporters and Importers (AAEI) conference. The group asked attendees to name their top initiatives. The top responses include: the trade initiatives themselves; classification and training; export controls; and free and/or preferential trade agreements.

"A big initiative was missing: global trade compliance automation," says Peterson. When assessing their current challenges, she says respondents singled out money; resources; time; lack of knowledge of global trade compliance and the global landscape; lack of understanding by executive management; and ever-changing regulations as their biggest obstacles.

Technology Vendor Assessment 101

In her session, Beth Peterson, president of BPE Global, advises shippers to use these seven questions as a guideline when assessing new supply chain technology vendors:

1. What is the vendor's planned capability?
2. What has the vendor developed in the previous two years?
3. Was the vendor on track with what was planned on their roadmap?
4. Has the vendor switched strategies based on their biggest accounts/highest revenue opportunities?
5. Does the vendor have a user group and/or advisory board?
6. Is there an opportunity for you to benchmark with other companies who use the vendor's solution?
7. How closely does the vendor track product releases against their roadmap?

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“Nobody has yet taken out all of the excess costs in supply chains. Opportunities for improvement continue to exist.”

—*Jeanne Dailey, Accenture*

Those companies that do make the connection between technology and global trade compliance don't always make the best decisions around business case and vendor selection. For example, Peterson highlights some of the worst practices in global trade management (GTM) as follows: Looking at automation as a “cure-all” for woes of non-existent or inefficient processes; capturing hidden costs such as delays, handling and service charges, duty advancement fees, and bond charges; and allowing financial models to trump compliance requirements.

To avoid these challenges, Peterson says that a better approach includes measuring cost versus benefit; benchmarking with other companies; cleansing and protecting your data; thinking beyond borders and companies; and assembling a cross-functional team to handle the software selection, implementation, training, and other functions associated with the GTM.

Taking an initial, introspective look at the company's current processes and resources before integrating technology into the global compliance mix is equally as important. “The biggest mistake [companies] make is they implement a solution without even beginning to measure what they were doing before they implemented it,” Peterson adds.

Session 2: How to cut global logistics and transportation costs

As the global economic recovery continues to inch forward, shippers are starting to see shrinking capacity and higher rates across all transportation modes. In this session, Accenture's Jeanne Dailey, senior principal, and Brooks Bentz, partner, discuss the trend and offer attendees practical steps for gaining more control of their transportation budgets and overall operations.

According to Dailey and Bentz, various forces are affecting supply chain behavior right now. Permanent volatility is becoming the “new normal,” they say, and what used to work well for companies will not suffice in the future. Not only are supply chains more extended,

global, complex, and more demanding, but transportation costs now exceed 63 percent of total supply chain costs.

To deal with these current challenges, and those that rear their heads in the future, Dailey and Bentz say companies will need to have dynamic operations and agility. “Nobody has yet taken out all of the excess costs in supply chains,” says Dailey. “Opportunities for improvement continue to exist.”

A few of the common practices that companies are using today include conducting sourcing events for select carriers and modes; keeping a limited number of carrier contracts in place and performing limited auditing on those carriers; using decentralized and manual shipment planning and execution; and relying on a limited number of transportation management systems (TMS) and other logistics tools.

“Just how shippers operationalize their supply chain functions depends on their capabilities and chosen operating models, frequently varying by industry and geography, even within the same organization,” says Bentz. Both Bentz and Dailey point out that the roller coaster of events of the last few years left an “unprecedented change in how transportation is managed and brought havoc to logistics budgets and attention at the highest levels of organizations.”

The good news is that the decline in rates has provided much needed relief to cost pressures. “With the recession fading and volumes returning, the rate of change in transportation costs will likely revert to the increased upward pressure on rates,” says Bentz. “This rate of change and the complexity of transportation make granularity and visibility of information and the tools which enable it paramount in controlling costs and maintaining service levels.”

Session 3: Taking a collaborative approach to ocean shipping

Many companies find it difficult to collaborate effectively with third parties that are in close geographic proximity to their own hubs, let alone across the

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“What’s happened is that we have a collaborative mentality among the carriers. They realize that if they compete for market share they will trigger a price war, so everybody has been trying to avoid that.”

—David Jacoby,
Boston Strategies International

ocean miles. Despite this ongoing challenge, David Jacoby, president of Boston Strategies International, says that the “collaborative approach” to ocean carriage is worth the trouble it takes to set up such arrangements.

Designed to facilitate better communication and understanding on the high seas, collaborative ocean shipping benefits all parties and ensures a smoother, more streamlined global supply chain. And while repairing their bottom lines has become a top priority for the world’s ocean carriers, leading industry analysts contend that they’re also looking to restore customer relationships over the coming year.

To do this, carriers are now initiating their own analytics designed to measure on-time reliability to create more transparency, accountability, and comparability—and shippers are responding favorably by working these metrics into their contracts.

To introduce his session, Jacoby points out that as traffic volume continues to slow, overall imports were up

7 percent to 10 percent over the previous few months as a result of the peak. However, he adds, West Coast imports were up only 0.7 percent between January and August of 2012. The net trade balance will improve temporarily as imports fall, says Jacoby, and the growth of exports and imports “is very close to a wash, which means that the government policy was effective.”

However, spending patterns will resume a strong import trend by the third quarter of 2013, Jacoby predicts, thus keeping the trade balance structurally negative. As these and other global and domestic trends continue to affect shippers, ocean shipping movements, and rates, Jacoby says that working through the issues will require a more collaborative approach to the process.

“What’s happened is that we have kind of a collaborative mentality among the carriers,” says Jacoby. “They realize that if they compete for market share they will trigger a price war, so everybody has been trying to avoid that.” □

Global Port Tracker report points to deep European recession

The most recent edition of the *Global Port Tracker* report from Hackett Associates and the Bremen Institute of Shipping Economics and Logistics suggests that the logistics landscape in Europe will continue to be a puzzle.

Stagnant and sluggish economic conditions, including declining consumer confidence, high unemployment, and tight fiscal policy, among others, continue to paint a dark picture of the European economic outlook.

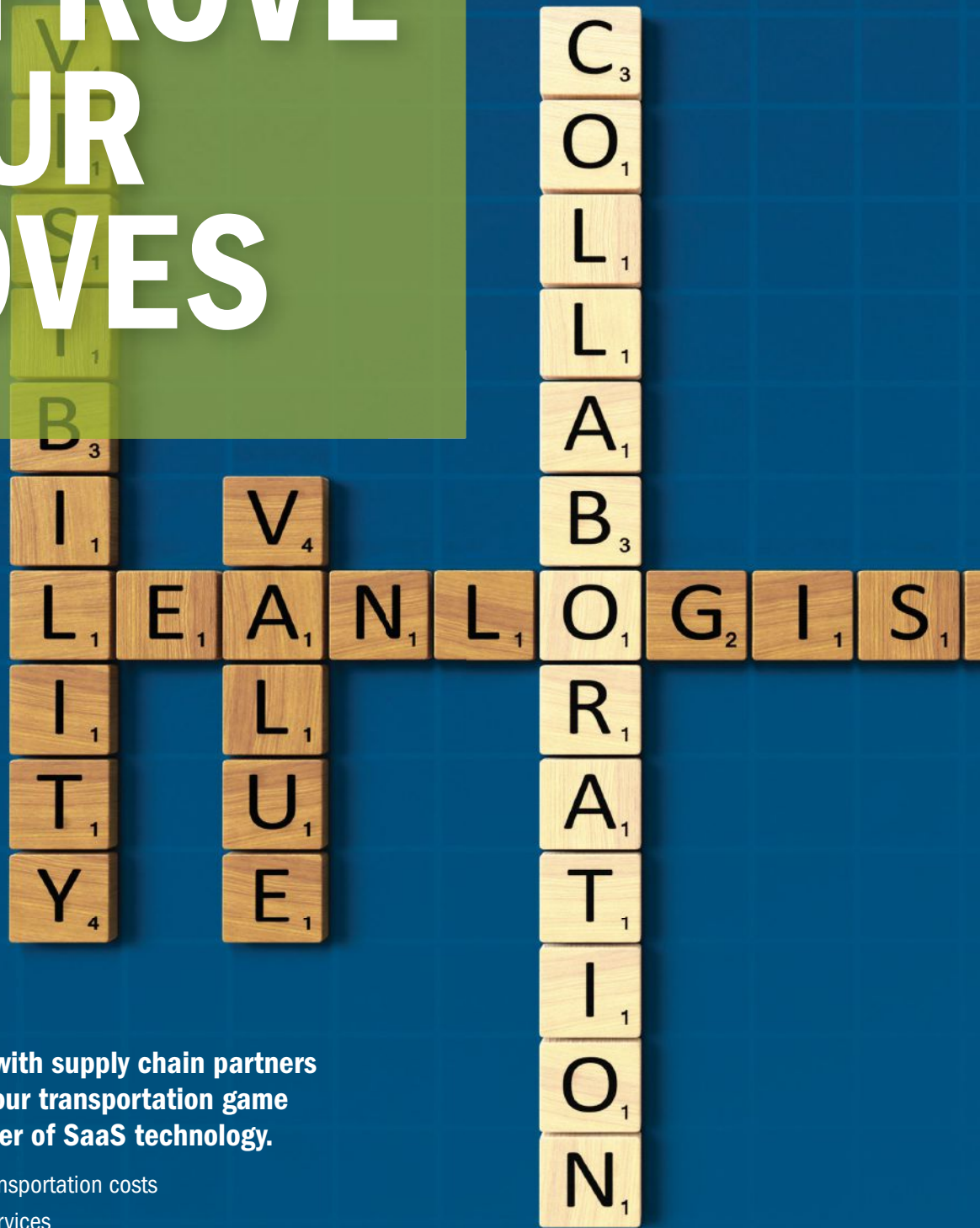
This continued weakness in the European economies confirms that the recession is here and will continue to have an impact on trade flows over the coming six months,” said Ben Hackett, president of Hackett Associates, in the report. “Looking forward into 2013 does not provide for much optimism. Our model suggests the recovery will not come before 2014.”

The report stated that total European volumes are projected to drop 9.3 percent over the next six months, compared to a 6.7 percent decline for the same period a year ago. And imports are projected to decline 11.9 percent and exports are projected to decline 4.7 percent for the same period. For all of 2012, the report expects to see a 3.9 percent in total imports.

And for the six European ports surveyed in the report, that it’s projecting imports to decline by 2.8 percent in 2012, with exports projected to grow 3.6 percent. Total handled volumes for 2012—at 39.99 million TEU—would represent a modest 0.2 percent gain.

—Jeff Berman, *Group News Editor*

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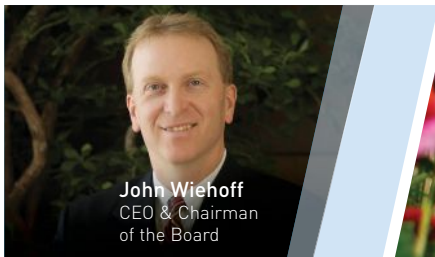


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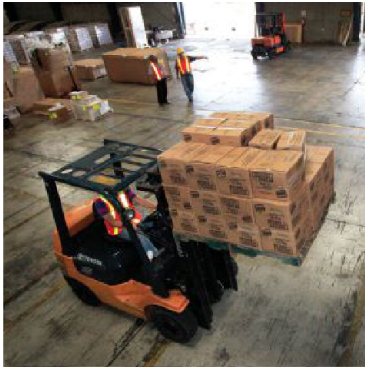
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Our asset-light Intermodal strategy is not only innovative, it's incredibly effective - a model that give customers access to a fleet of over 24,000 of our own 53-foot freight containers, and over 65,000 rail assets. This brings our customers the most flexible and reliable intermodal shipping service operating throughout North America.

HUB HIGHWAY

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 20,000+ carrier base. Our highway division can provide a personalized plan - from a single load to innovative capacity solutions for special projects.

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 2,400 drivers with 26 terminals nationwide. We retain an in-house information technology staff that ensures Comtrak's technological edge.

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.

MODE TRANSPORTATION

In 2011, Hub Group acquired Mode Transportation, an asset-light based third-party logistics company focused on delivering truck brokerage and intermodal services. Mode Transportation operates across the United States through company managed operations and a highly qualified network of independent business owners. Mode is headquartered in Dallas and is a wholly-owned subsidiary of Hub Group.



David P. Yeager
Chairman and CEO



800.964.2515 • GoGreen@hubgroup.com • hubgroup.com • twitter.com/hubgroup



Brian Lutt, CEO

Our Mission and Vision

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

- Delivering competitive advantage for our customers while delivering strong returns for our shareholders
- Providing opportunities for our employees
- Driving safety in our workplaces
- Promoting sustainability and protection of our environment

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

Jacobson Companies is "Can Do" Logistics!

What can we do for you?

We are a leading third party logistics company offering end-to-end supply chain management solutions around the globe. Jacobson operates more than 35 million square feet today, which makes us the 3rd largest 3PL warehouse provider in the United States.

Jacobson's services include:

- solutions design
- procurement services
- consolidation/origin services
- freight forwarding (ocean and air)
- international transportation (road and rail)
- customs brokerage
- deconsolidation
- contract manufacturing
- manufacturing plant support
- warehousing and distribution
- contract packaging
- staffing
- freight management
- transportation management
- dedicated contract carriage

We center these services around our company wide "Can Do" commitment to you.

Continuous Improvement

Our exceptional people are the

cornerstone of Jacobson's Can Do service. They are never satisfied with the status quo, and always looking for ways to drive cost out of the supply chain.

Deploying our management team regionally means decision-making is kept local, on-the-scene. Our team structure means good ideas can come from anywhere within the company.

Why Jacobson?

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

We provide creative and technology-forward logistics solutions to the food and beverage, chemical, consumer packaged goods, industrial/automotive, life sciences and healthcare, retail, consumer electronics and commercial durable goods industries.

Our broad reach and proven expertise give us the power to deliver smart logistics and transportation solutions around the globe. When you go with Jacobson, you quickly realize you've made the right decision. Let us show you what we can do for you. Call or visit our website today!



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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. 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 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.

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. 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. 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.

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Covers the complete logistics process from seller to buyer with all the functionality from the Magaya Commerce System, Magaya WMS, and the Magaya Cargo System.

Magaya Commerce System

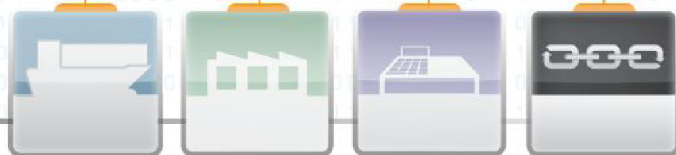
Designed for wholesalers, distributors, importers, exporters and traders. Get Inventory Control, Purchase Orders and Sales Orders processing, pickup and delivery, accounting, and a complete WMS.

Magaya Cargo System

Designed especially for the logistics industry. All shipping, warehousing, and accounting features are integrated. International trade documents and Online tracking.

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Control cargo transfer, receipt, and storage. Increase the speed and accuracy of receiving, sorting, picking and loading with wireless handheld units. Maintain up-to-the-minute records of inventory to offer customers a Just-In-Time inventory strategic advantage.



Magaya software is built on the award-winning **Magaya Network**, the B2B communication infrastructure that connects logistics companies with their origin and destination agents and provides business-to-consumer communications. Customizable to your specific needs, it connects you with other Magaya users, and transfer shipment documentation electronically with no redundant data entry. Customers have 24-hour access to their inventory and cargo status through the online tracking system and Track2Go mobile app.

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MIQ LOGISTICS



The smart solution to global integrated logistics.

MIQ Logistics is a leading provider of distribution, global and transportation services operating in Asia, Europe, North America and Latin America.

The company operates over 70 facilities around the world, and supports trade activities among 80 countries by providing international freight forwarding, customs brokerage, transportation management, truckload services, contract logistics and dedicated warehouse and fulfillment services. Through a global agent network, over 5,000 in-country logistics professionals deliver supply chain services, allowing companies to improve their bottom-line performance.

Joey Carnes, chairman and CEO, states "Our business is still very relationship-based and we believe each customer is unique and best served when we gain a deep understanding of its business. To gain this understanding, we hire the best talent in the industry to analyze each customer's particular needs and then design and implement a solution specifically developed for them with a personal commitment to exceed their expectations."

The MIQ Logistics infrastructure delivers seamless logistics services supported by expertise in global supply chain management. Transportation services enhance supply chain efficiency with network strategy design, predictive modeling, shipment optimization and execution tools. Web-native technology enables timely and accurate shipment tracking, status monitoring, event management and reporting to efficiently share information across a customer's organization.

A wide range of sophisticated global logistics services at points of origin around the world help companies achieve overall supply chain savings, while gaining better control of shipments. These services feature global freight forwarding, trade and customs compliance assistance, and value-added services such as account management, logistics engineering, and distribution bypass strategies.

Comprehensive distribution capabilities help drive lower transportation costs, sort and sequence shipments and add value to a company's supply chain. MIQ Logistics offers contract logistics, warehouse management and fulfillment, and a range of value-added services, including labeling, customized packing, light assembly and shipment consolidation.

In today's world it isn't just about providing time-tested, logistics services. It's about smart solutions.

MIQ Logistics is headquartered in Overland Park, Kansas. To find out more, visit our website at miq.com.

For Intelligent Global Solutions call +1 877 232 1845.



Joey Carnes
Chairman and CEO



John Carr
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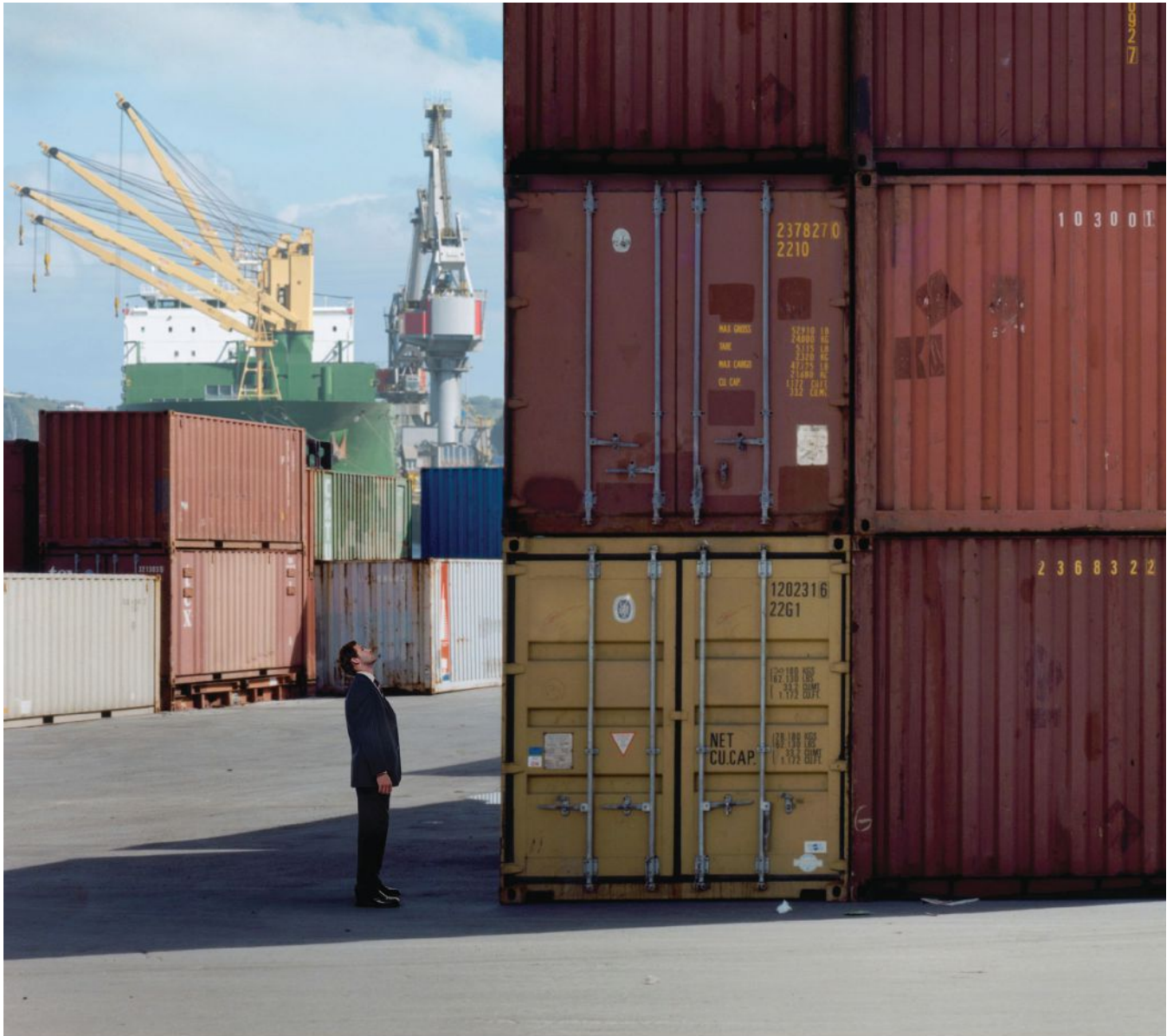


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You've stalled. There are a million units stuck in customs. Thousands more are waiting to be loaded onto trucks that aren't there. Every second wasted is money lost, money your current 3PL should be saving you. Instead of a vendor, maybe what you need is a logistics partner. Someone who thinks like you. Someone with 80 years of experience who knows how to roll up their sleeves and get the engine moving again. NFI is that partner. From the start of your supply chain to when your products are in your customer's hands, we'll transport, warehouse, and distribute your products—worry-free.

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THOMASVILLE, N.C. -BASED OLD DOMINION FREIGHT LINE INC. (NASDAQ: ODFL) IS AN LTL, NATIONAL MULTI-REGIONAL MOTOR CARRIER PROVIDING ONE-TO-FIVE DAY SERVICES AMONG SIX U.S. REGIONS AND SEAMLESS WORLDWIDE LCL AND FCL SERVICES. THROUGH ITS FOUR PRODUCT GROUPS, OD-DOMESTIC, OD-EXPEDITED, OD-GLOBAL AND OD-TECHNOLOGY, THE COMPANY OFFERS AN ARRAY OF INNOVATIVE PRODUCTS AND SERVICES THAT PROVIDE DIRECT SERVICE TO 48 STATES THROUGH ITS 216 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 COMPANY'S 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 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.

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.

With Old Dominion Household Services, even self-movers can take advantage of our 75 years of experience and shipping expertise. We deliver a trailer to your door. You load it, and then we deliver it to your new location. And unlike full-service moving companies, we only charge for the space used.

Old Dominion's Security Divider Service provides guaranteed, locked-in security for special or uncrated freight. Customers' freight is locked securely into place at its origin and remains locked until reaching its final destination.

Since 1934, Old Dominion has built a solid reputation of "Helping the World Keep Promises" with its customers by achieving, among other key metrics, one of the highest on-time delivery records and one of the lowest claims ratios in the industry.

For more information about Old Dominion, visit www.odfl.com or call (800) 432-6335.



OD-PEOPLE

OD-DOMESTIC

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Saddle Creek Logistics Services



At Saddle Creek Logistics Services, our integrated capabilities can help address today's toughest supply chain challenges. Our custom solutions draw on warehousing, transportation, packaging and fulfillment services to give you a competitive edge.

What makes our integrated logistics services stand out in the industry? The variety of capabilities we provide and how we customize those services to meet your specific business goals. While we offer the resources of a larger company, we deliver the responsiveness and personal attention of a more nimble organization.

Our seamless integration can help you to:

- **Increase speed to market.** Your products reach their destination more quickly thanks to our multi-channel solutions, streamlined service, efficient processes and strategically located facilities.
- **Accommodate fluctuations.** If you struggle with ever-changing customer needs or seasonal promotions, we can flex to meet your requirements for staffing, space, technology, and more.
- **Control supply chain costs.** Our integrated approach eliminates links in your supply chain, allowing you to reduce overhead, control inventory costs, and minimize your capital investment.
- **Improve service to customers.** Our *Whatever It Takes!* approach guarantees that we'll get the job done to the total satisfaction of your customers.
- **Focus on core competency.** You can focus on your core business, knowing that your logistics operations are the hands of an experienced, knowledgeable partner.

We invite you to see how our integrated services can help you develop a stronger, more effective supply chain.



Cliff Otto

President
Saddle Creek Logistics Services

As a third-party logistics company, we leverage our broad array of capabilities — including warehousing, transportation, packaging and fulfillment — to provide integrated solutions that support your business objectives.

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Whatever It Takes!

Saia LTL Freight



Richard D. O'Dell
President and CEO



Technology as a Tool and Quality as a Journey

At Saia LTL Freight, quality is a process. It is continually evolving and being re-defined based on expectations – ours and those of our customers – and the tools that make it possible. As technology continues to advance, we continue to implement proprietary software so that the level of quality that we are able to deliver increases as well.

Here are just a few of the ways Saia LTL Freight is using advanced technology to re-define quality and service:

On the Road: Since 2011, we have invested over \$100 million to update every tractor in our fleet. Each vehicle is now equipped with Vnomics' FleetKnowSys™ Intelligent Telematics solution that tracks realtime driver performance and truck diagnostics. All new tractors also use Bendix® Wingman Advanced technology to avoid collisions, reduce driver injuries, roll-overs and loss-of-control situations. Safety technology is making the road a safer place to be and that in turn assures that every load arrives in-tact for an on-time delivery.

For the Customers: Every Saia LTL Freight city driver is equipped with new handheld devices that provide our customers with detailed realtime data on every shipment we handle, including estimated arrival times for both pick-ups and deliveries.

Inside the Terminal: Forklifts are now using the latest tablet computer technology to communicate with dockworkers in order to speed the process and accuracy of loading. This cuts down on mis-loads, assuring the right freight gets on the right trailer. In addition we can send instructions to our dockworkers electronically which eases congestion on the dock and speeds the loading and unloading process.

With the Sales Group: Saia LTL Freight has outfitted our sales team with iPads pre-loaded with Microsoft Dynamics® Customer Relationship Management (CRM) software to help manage each account. The CRM software gives us a 360-degree view of every customer interaction and can manage up to 100,000 customer accounts systemwide.

Since 1924, Saia LTL Freight has been part of virtually every technological innovation that has shaped the distribution industry. Even more impressive than that, we have added processes and proprietary software to those advances so that the value to our customers has been increased ten-fold. In that time, we have learned to distinguish temporary fads from solutions that create lasting value. More importantly, our experience has shown us that technology is merely a tool. It is simply used to carry out a particular function. We also know that quality is not a destination. Instead, it is a mindset that, when deeply embedded, drives everything else.



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Unyson Logistics, A Hub Group Company

Donald G. Maltby, Chief Supply Chain Officer

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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.

Unyson Logistics is an award winning 3PL that specializes in customizing solutions to fit our clients' needs. We offer multi-modal capabilities that generate supply chain savings through our services, technology and industry expertise.

Simply put, our logistics managers are the best at what they do. Unyson deploys structured account management, continuous improvement programs and business intelligence that combines innovative reporting with cutting edge dashboard technology. Because we know that all of our customers have unique needs and performance measures, we provide a highly personalized approach to setting appropriate targets.

Unyson Logistics has an in-house information technology staff. With our online resources, you'll be able to streamline your entire supply chain, as well as manage your logistical needs remotely. The seamless dynamic between you, your suppliers and your customers provides the visibility and control you need for the peace of mind you deserve.





3 WAYS LOGISTICS CAN SHRINK THE WORLD.

UPS can help you benefit from the fact that 95% of today's consumers live outside the U.S. Access to them, as well as suppliers, depends on logistics. UPS is your best choice for taking advantage of new opportunities around the globe.

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VISIBLE UPS technology lets you see what's coming and going—package

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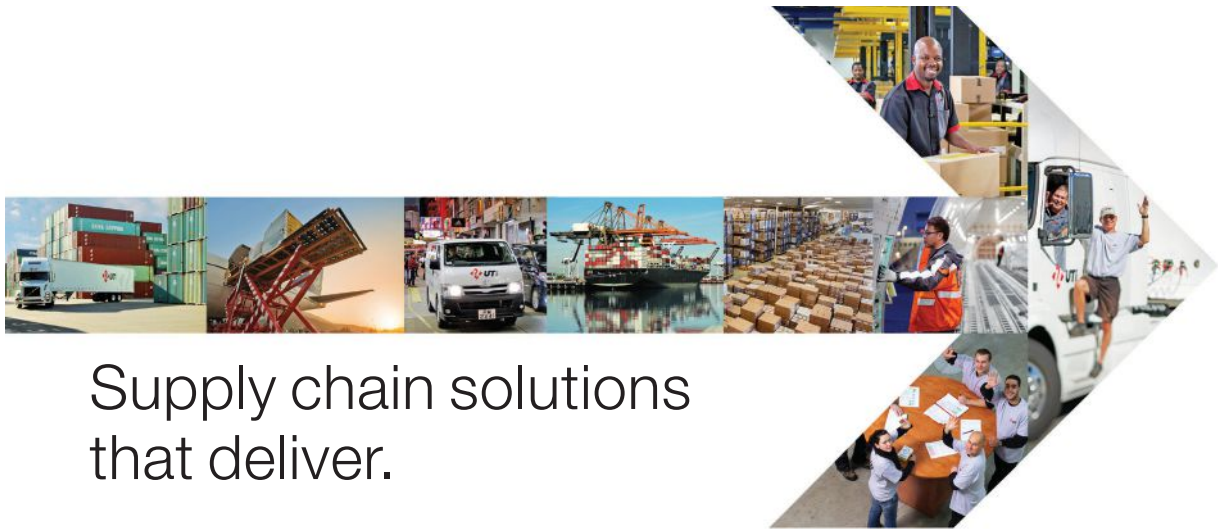
we have the technology to help you breeze through customs. With our paperless solutions, we can show you ways to reduce typical customs delays by up to 56%.

Logistics has opened up new opportunities internationally. UPS can help your company seize them, even if you are just getting started.

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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.

Our primary services include:

- Air and Ocean Freight Forwarding
- Contract Logistics
- Customs Brokerage
- Distribution
- Managed Transportation Services
- Supply Chain Analysis and Consulting

UTi FREIGHT FORWARDING

With 350+ 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 & DISTRIBUTION

Operating a global footprint of 240 logistics centers with more than 22 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.



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We began building the first national less-than-truckload (LTL) network 85 years ago. Today, YRC Freight has comprehensive coverage throughout North America with a broad portfolio of expedited and specialized solutions to deliver flexibility and reliability to your supply chain.

Comprehensive LTL Network

YRC Freight is the leader in North American LTL shipping with a comprehensive network of service centers strategically aligned to connect your supply chains throughout the United States, Mexico, and Canada. YRC Freight offers best-in-class cross-border services to and from Canada and Mexico, intra-Canada capabilities and seamless off-shore service to Alaska, Hawaii, Puerto Rico, U.S. Virgin Islands and Guam.

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YRC Freight offers one-stop access to a broad portfolio of services, including:

- Guaranteed and expedited deliveries as fast as next day and precise as one-hour windows by ground or air
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2012: Looking back and ahead

By John A. Gentle, DLP

HERE'S WHAT MY COLLEAGUES AND I SAW this year in logistics and transportation management and what we expect next year—along with some suggested actions on important issues.

Not unlike 2011, rising fuel, equipment, health care, and driver wages generally pushed over-the-road freight rates higher. While bidding did not disappear, the more prudent shippers chose to work closely with their carrier and 3PL business partners to protect capacity. While demand was occasionally tight in the first half of the year, the quest for resources in the third and fourth quarters—apart from hurricane Sandy—did not tax the system.

Jeffery Brashares, senior vice president of sales for TTS and foremost industry expert, says that intermodal continues to be the bright spot in rail growth and forecasts that it should continue into 2014, albeit at a slower pace. Service excellence, more shippers going green, box capacity, and competitive price have all helped drive this growth and have provided savvy shippers with savings opportunities this year and into the future.

Albert Saphir, principal at ABS Consulting, reports that for shippers that negotiated reasonable base rates for longer-term stability on ocean freight, not much changed on major lanes—although rates did go up and down again a few times based on a number of factors.

However, Asian ocean rates tied to spot market or low-end margin pricing did see a significant jump after the first quarter of 2012. Saphir feels that 2013 should be pretty much the same. With mixed economic forecasts, ocean carriers will try to manage available capacity, especially on refrigerated containers, to improve their ROI.

Over the past year, shippers continued to look to third party logistics providers (3PLs) to reduce headcount as well as cut fixed warehouse and transportation assets while improving service. The *2012 3PL Study*, headed up by Penn State University's John Langley, suggests that 65 percent of the shipper participants in the study increased their use of 3PLs with 86 percent success. Notably, most participants sought 3PLs for traditional operational and repetitive activities such as transportation and warehousing, freight

John A. Gentle is president of John A. Gentle & Associates, LLC, a Supply Chain consulting firm assisting shippers, carriers, 3PLs, and distribution centers in the management of their Logistical disciplines. A recipient of several industry awards, he has more than 40 years of experience in transportation, warehousing, and materials management. He can be reached at jag@RelaTranShips.

forwarding, and customs brokerage. To a lesser extent, shippers turned to 3PLs for value added services such as reverse logistics, transportation planning and management, inventory cross docking, packaging, and labeling.

Taking all of this into consideration, this is what I believe will take place in 2013:

- Logistics will be pushed to outsource both critical and non-critical areas to relieve pressure on their company's working capital.
- Domestic carriers will push rates about 5 percent to retain CSA qualified drivers and upgrade their equipment. They will be even more selective about their customers. If you think any old carrier will do, think risk mitigation...and think again.
- Least cost *ala carte* rate structure will be expanded with accessorials that are fair to both parties, and shippers will urge their sales team to offer new delivered options to clients.
- Packaging will continue to play a critical part in reducing logistics costs, such as P&G's PODS.
- Private/dedicated fleets and collaborative efforts via third parties will continue to create and maximize carrier productivity and control costs.

During the course of next year, smart shippers and 3PLs will need to monitor carrier BASICS rigorously and consistently. Supporters of the new administration will pressure CSA to eliminate the 34-hour restart and reduce HOS. While implementation would be delayed, begin looking at the impact on your backhauls and recognize where shifts in shipper networks could leave you vulnerable. Continue to support NITL, NASSTRAC, and the ATA as they push for a reasonable ruling.

Savvy shippers will also spend more time on contingency planning for extraordinary natural factors, unanticipated distribution shifts, and systems outages that have the ability to stretch and break supply chains. If you can't do this in-house, seek outside help.

The big difference between my thoughts and yours is that I get to write and lament about them. As for you, this is your livelihood. Your job is strategic, not transactional. Work hard to understand the elements that your carriers and customers value, and measure your effectiveness in meeting and exceeding their expectations. Work aggressively to make sure your customers, carriers, and your boss can't afford to operate without you. □

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