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Management UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

■ **Black Friday may have a sunny outlook.**

With total spending on the nation's busiest shopping day of the year up more than 9 percent annually at \$45 billion, there may be cause for optimism, according to the National Retail Federation (NRF). This was reflected in the fact that 8 percent more shoppers—212 million—visited stores on Black Friday, and that the average shopper spent \$365.34 compared to \$343.31 a year ago. Should these trends continue into the remainder of the holiday season and beyond, it could mean good news is ahead in the form of steadier demand for freight transportation carriers and 3PLs.

■ **Reduce debt, raise the gas tax.** A report issued by President Obama's bipartisan commission charged with reducing the national deficit—led by Alan Simpson, former Republican Senate leader, and Erskine Bowles, White House Chief of Staff under President Clinton—suggested to gradually increase the gas tax by \$0.15 to fund transportation spending beginning in 2013. The report stated that raising the gasoline tax, which has been at 18.4 cents for gasoline and 23.4 cents for diesel and has not been increased since 1993, would “dedicate funds toward fully funding the transportation trust fund and therefore eliminating the need for further general fund bailouts.” This report comes at a time when the prospect of raising the federal gasoline tax has been described as a “non-starter” multiple times as a way of increasing revenues for the Highway Trust Fund and other sources of transportation funding.

■ **Cartel price hike.** Ocean carriers comprising the Transpacific Stabilization Agreement (TSA) announced that rates would be hiked by a significant margin next year. According to cartel spokesmen, “suggested” rate increases of \$400 per 40-foot container (FEU) for cargo moving to U.S. West Coast ports and \$600 per FEU for all other cargo are likely to be imposed by May 1, 2011. “It's unfortunate that this is being done before there can be any change to the Shipping Act,” said Michael Berzon, out-going chairman of the National Industrial Transportation League's ocean cargo committee. “Carriers can

raise rates in lockstep now without any concern that such behavior represents a violation of anti-trust laws,” he added. TSA lines have further recommended full recovery of costs for other equipment sizes and improved collection of floating bunker and inland fuel charges as well as Panama Canal, Alameda Corridor, and other fixed accessorial charges.

■ **Air cargo uptick.** A slight surge in air cargo demand has some industry analysts predicting a prolonged rebound. The International Air Transport Association (IATA) announced international traffic results for October showing a 14.4 percent year-on-year increase for freight. “As we approach the end of 2010, growth is returning to a more normal pattern,” said Giovanni Bisignani, IATA's Director General and CEO. “Where we go from here is dependent on developments in the global economy.” According to Charles Clowdis, managing director of transportation for IHS Global Insight, the freight sector may have reached a “turning point.” The picture going forward is anything but clear, but for the time being, the recovery seems to be strengthening, analysts agreed.

■ **Capacity is top of mind.** In an interview with *LM* at the Transcomp expo last month, US Xpress Enterprises Co-Chairman and President Pat Quinn said shippers have “become enlightened on capacity and are concerned about it” and view it as the biggest challenge going forward. Quinn explained that in May and June there was a lack of capacity and that there does not have to be too much of an uptick in the economy for capacity to tighten. “It's hard for carriers to justify the rate of return when considering adding capacity now,” he said. And therein lies the rub, according to Quinn. “If we add a tractor and three trailers, the cost of that in 2006 was about \$130,000. If we add it today, it is \$195,000. Who is paying me that differential to do it? Nobody. As a consequence, until that rate of return pays itself off nobody is going to do it,” Quinn said.

■ **Spot market still on a strong run.** As has been the case in recent months, the spot

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continued

market continues to post impressive gains on an annual basis, according to data from the TransCore North American Freight Index. In its most recent release, TransCore reported that spot market freight availability was up 69 percent year-over-year, representing the third straight month in which spot freight hit its highest year-over-year levels since 2005, which TransCore said was a peak year for spot market volume. August and September spot market annual gains were 75 percent and 65 percent, respectively, and October's load volume was relatively flat, with a 0.9 percent sequential gain from September. While freight volumes are showing some modest signs of improvement, TransCore said that will likely result in annual spot market comparisons heading down.

■ **Near-sourcing gains traction.** Since issuing its study last summer, global consultancy IDC Manufacturing Insights contends that U.S. manufacturers are continuing their flight from low-wage outsourcing. "We've seen a definite reversal of strategy," said Simon Ellis, practice director of supply chain strategies at IDC. "Our study in July coincided with President Obama's pledge to concentrate on U.S. exports, so that may have had something to do with it." In any case, said Ellis, U.S. companies are favoring a "hybrid model" these days as they cut their reliance on low-wage nations. "As anyone can see," added Ellis, "the wage structure in many developing countries is changing, and it may not always be cheaper to pursue this way of doing business, especially when supply chain costs continue to rise."

■ **Domestic intermodal chugs along.** While various freight trends have seen numerous stops and starts in 2010, intermodal transportation is not one of them, according to the results of the third quarter Market Trends report from the Intermodal Association of North America (IANA). In the third quarter, IANA stated that intermodal loadings—at 2,995,043—were up 20.3 percent year-over-year. This was ahead of the second quarter's 2,829,971 and behind the first quarter's 3,019,310. According to the report, domestic volumes—at 1,591, 227 containers and trailers—

hit an all-time high in the third quarter, while domestic container shipments continue to outpace the overall economic recovery in conjunction with intermodal shipments gaining share over other modes of freight transportation.

■ **ATA's seasonally-adjusted tonnage up in October.** As the economy continues its slow-paced recovery, the American Trucking Associations (ATA) added a dose of optimism to the overall outlook, reporting that truck tonnage in October was up for the second straight month. The ATA's advance seasonally-adjusted (SA) For-Hire Truck Tonnage index was up 0.8 percent in October on the heels of a revised 1.8 percent September gain. The current SA index is at 109.7 (2000=100). On an annual basis, the ATA said the SA is up 6 percent compared to October 2009, which is slightly better than September's 5.3 percent annual increase. The ATA also reported that its not seasonally-adjusted index (NSA), which represents the change in tonnage actually hauled by fleets before any seasonal adjustment, hit 112.9 in October for a 0.3 percent gain from September. Compared to October 2009's 109.6 NSA, the October 2010 NSA is up 3.3 percent.

■ **YRCW chief says company intends to counter-sue ABF Freight Systems.** Less-than-truckload (LTL) services provider ABF Freight Systems (ABFS) signaled its intent to take legal action against the International Brotherhood of Teamsters, various subsidiaries of YRC Worldwide, and other entities, following a ratified labor agreement by YRCW Teamsters members. ABFS said the reason for taking legal action is on the grounds that these organizations are violating the National Master Freight Agreement that serves as the collective bargaining agreement for the majority of U.S.-based trucking employees. YRCW's agreement, which is the third one its Teamsters members have ratified going back to 2008, extends its previous agreement with the Teamsters that was slated to expire in 2013 to March 31, 2015. Some of the key components of the deal include resuming pension contributions on June 1, 2011,

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at a 25 percent contribution rate and a renewal of its expiring ABS facility, YRCW expects this deal to save the company \$350 million annually during the duration of the agreement.

■ **Hectic holidays for FedEx and UPS.** If forecasts are correct, December 13 and December 22 will be very hectic days for FedEx and UPS, respectively. FedEx reports that it expects to move more nearly 16 million packages through its express and ground networks on December 13. To put this volume into perspective, FedEx says about 8 million packages move through the FedEx system on an average day. Similarly, UPS expects its daily package volume on December 22 to spike by almost 60 percent to roughly 24 million deliveries.

■ **Green partnership.** In a unique regional act of cooperation, harbor commissioners from Los Angeles and Long Beach came together for a special joint session last month, approving a new version of the San Pedro Bay Ports Clean Air Action Plan (CAAP). The 2010 CAAP Update builds upon the success of the original act that, since being enacted in 2006, has initiated a wide range of air pollution-reducing measures for the vessels, trains, trucks, and other heavy machinery used to move approximately \$300 billion worth of freight through the port complex each year. The 2010 CAAP Update is part of the original pledge to ensure that the CAAP is a “living document” that will be adapted as needed to add new pollution-control measures. The 2010 CAAP Update sets even more aggressive goals for reducing air pollution and health risks from port operations.

■ **Bullish seaports.** America’s waterborne foreign trade in September continued its rebound from last year’s lows, noted the American Association of Port Authorities (AAPA) last month. Though down from the preceding month, the September data reported by the U.S. Census Bureau showed healthy tonnage increases from a year ago for both imports and exports. In fact, July-September was the strongest tonnage quarter of 2010. “Imports posted their seventh consecutive month of year-on-

year growth, thanks in great part to strong demand for petroleum, steel, and containerized merchandise, but remained below 2008 levels for the month and the year-to-date,” said AAPA spokesman Aaron Ellis. “Exports posted double-digit gains both from a year ago and from September 2008. In sum, cargo trade, though much improved, hasn’t yet fully recovered from the recession,” Ellis added.

■ **New air coalition.** Four organizations signed a letter of intent committing to work toward the formation of an industry advisory group facilitated by The International Air Cargo Association (TIACA) to ensure the air cargo industry has a strong, unified voice in its dealings with worldwide regulatory authorities and other bodies whose decisions directly affect air cargo. The agreement commits TIACA, the International Air Transport Association (IATA), the International Federation of Freight Forwarders Associations (FIATA), and the Global Shippers’ Forum (GSF) to work together to look at their current positions on issues such as security, customs reform, e-commerce, and the environment as well as finding common ground to best protect and promote the interests of the air cargo industry, the organizations, and customers.

■ **Ports plea for DERA.** While “the new austerity” is shaping public policy in Washington these days, there’s concern among ocean shippers that there may be a negative impact on some supply chains. This position appears to be shared by The American Association of Port Authorities (AAPA) that recently delivered a letter to Congress urging it to support S. 3973—legislation to reauthorize the Diesel Emissions Reduction Act (DERA). “Over the past five years, DERA has been invaluable in reducing emissions from older diesel engines, especially those in use at America’s ports along the Atlantic, Pacific, Gulf, and Great Lakes coasts,” said AAPA president and CEO Kurt Nagle. The legislation, introduced by Senator George Voinovich (R-Ohio), would enable the ports to fund projects with government money rather than tapping into shipping stakeholders. □

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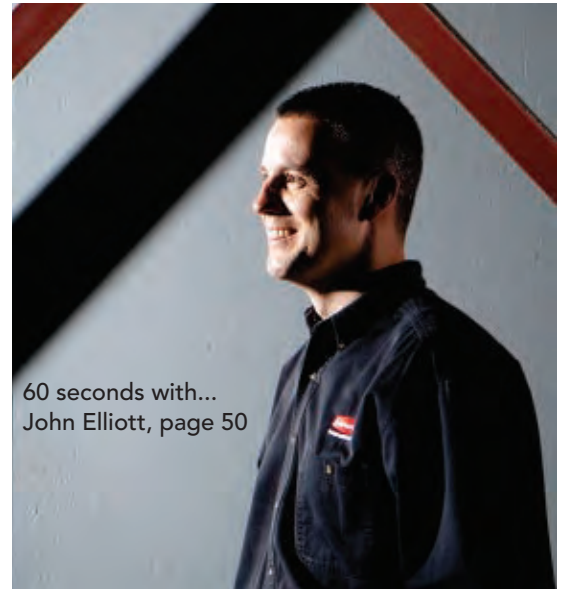
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NEWS & ANALYSIS

Markey introduces new legislation for all-cargo plane screening

Following recent terrorist attempts, the Massachusetts Representative introduced legislation requiring 100 percent screening of all cargo on cargo planes. However, the Department of Homeland Security and the Airforwardsers Association favor a risk-based, multilayered approach to new security efforts.

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Are you on the precipice?

I'VE TRADITIONALLY CHOSEN to stay clear of predictions and forecasts in our December Buyers Guide issue, but I found it too hard to pass up this year considering that many shippers may now find themselves standing at the edge of a precipice. Why do I sound so dire during this otherwise festive time of year?

As John Schulz and Jeff Berman report in our news section, and as John Gentle and Wayne Bourne suggest in their joint Sage Advice column (pages 112-113), the outlook could indeed become very grim for those shippers who did not take the extra steps over the past two years to truly understand the position in which their motor carriers found themselves.

As we've been documenting over the past 24 months on logisticsmgmt.com and in our print pages, motor carriers had been caught in an operations maelstrom as volumes dropped and predatory shippers did their best to squeeze rates until it literally hurt. "Rates were drained of any meager margins as many shippers took advantage of the capacity flip," says Bourne. "It was definitely a short-term gain."

During that period, Bourne and Gentle used our pages—and their combined 70 years of experience—to spread the gospel of "partnership," urging shippers to keep carrier viability top of mind in any rate negotiation. What good is a carrier partner to you, they asked, if he can't afford to stay in business?

Fast-forward to December 2010 and we find an ailing economy on the mend. And with that positive news rides the specter of a capacity crunch driven by a growing number of issues, including the challenge of putting equipment back on the road—and quickly—as well as a looming driver shortage that could be exacerbated depending on the outcome of unresolved hours-of-service and Comprehensive Safety Analysis (CSA 2010) regulations.

In fact, Schulz reports that in 2004, the peak of the last great time in trucking, the industry found itself about 150,000 drivers short. Next year, there could be a shortage of as many as 100,000 drivers or more. But analysts warn that any changes in hours-of-service or the new CSA 2010 could push that number up to 300,000 by 2012.

On the equipment side, carrier executives are sending out a not-so-subtle warning this holiday season. "It's hard for carriers to justify the rate of return when considering adding capacity right now," US Xpress President Pat Quinn told *LM* during a conversation at the NITL annual meeting. "If we add a tractor and three trailers in 2006 it was about \$130,000. If we add that today it is \$195,000. Who is paying me that differential to do it? Nobody. As a consequence, until that return pays itself off nobody is going to do it."

Shippers now need to look in the mirror and ask if they've heeded the "Sage Advice" of Bourne and Gentle. Have you taken the time to sit down with your motor carriers to understand their situation? Has this time forced you to understand that the shipper/carrier relationship should be strategic and not simply transactional?

And while many companies have taken a more productive, long-term approach in their carrier negotiations, others have stuck with an opportunistic, short-term approach that has only helped to winnow down the list of available carriers. It is the latter who may now find themselves on the edge of the precipice.

Michael A. Levans, Group Editorial Director

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Markey introduces new legislation for all-cargo plane screening

DHS, AfA say 100 percent screening is not the way to go; favor a multilayered approach.

By Jeff Berman, Group News Editor

WASHINGTON D.C.—Massachusetts Representative Edward D. Markey (D) introduced legislation last month requiring 100 percent screening of all cargo on cargo planes. This legislation follows the October attempts by terrorists to send explosives originating from Yemen to the United States on cargo and passenger planes.

In his bill, entitled the Air Cargo Security Act, Markey proposes:

- developing a system to screen 100 percent of cargo transported on all-cargo aircraft within three years, with half of the cargo screened within 18 months;
- establishing a system for the regular inspection of shipping facilities for shipments of air cargo transported on all-cargo planes for purposes of ensuring that appropriate security controls, systems, and protocols are well-observed; and
- entering into agreements with government authorities of foreign countries to ensure that inspections are conducted on a regular basis at shipping facilities for cargo transported in air transportation to the United States.

Air cargo security is far from new for Markey. He played a large role in drafting H.R. 1, Implementing the 9/11 Commission Recommendations Act of 2007, which required the Secretary of Homeland Security to establish a system to screen 100 percent of cargo transported on passenger aircraft

commensurate with the level of security used for unchecked baggage.

This measure, which went live on August 1, requires all air cargo to be screened at the piece level prior to transport on a passenger aircraft for flights originating in the United States, according to the Department of Homeland Security's Transportation Security Administration (TSA). Included in this endeavor is TSA's Certified Cargo Screening Program (CCSP), which enables Indirect Air Carriers (IACs), shippers, and Independent Cargo Screening Facilities (ICSFs) to screen cargo for flights originating in the U.S.

According to TSA, most shippers involved in CCSP have readily incorporated physical search into their packing/shipping operation at minimal cost without needing to invest in screening equipment.

Since the Yemem terrorists' attempt to send explosives into the U.S., the White House and the Department of Homeland Security (DHS) have issued a number of steps to augment security and tighten existing measures pertaining to U.S.-bound cargo.

These measures include banning all air cargo from Yemen, as well as Somalia, along with no high-risk cargo to be allowed in passenger aircraft. They also include prohibiting toner and ink cartridges weighing more than 16 ounces on passenger aircraft in both carry-on bags and checked bags on U.S.-bound domestic and international flights.



Homeland Security Secretary Janet Napolitano said that this ban will also apply to certain inbound international air cargo shipments. In a recent Bloomberg report, Napolitano said the screening mandate “is an easy thing to say, but it’s probably not the best way to go. Cargo is infinitely more complicated and comes in infinitely more shapes and sizes than passengers.” What’s more, she added that a law akin to H.R.1, that requires cargo screening on passenger flights, would “require some hundreds of treaties to be negotiated so that foreign governments would allow the screening.”

Airforwarders Association (AFA) Executive Director Brandon Fried shared a similar opinion when discussing air cargo security.

“We are not in favor of 100 percent screening,” said Fried. “We believe in more of a supply chain approach to perform screening like CCSP. More needs to be done to secure cargo on all-cargo aircraft. And while screening plays a role, it’s not the solution we’re looking for to be 100 percent secure. We have to use a multilayered risk-based approach that incorporates lots of different ways to screen cargo and is based on targeted, risk-based assessment.”

Fried added that screening cargo is much different than screening bags on an airplane. The main reason, he said, is that passenger cargo goes through the same type of screening device. But on the cargo side, he said that TSA has neither vetted nor certified a piece of technology that can screen a pallet that contains multiple commodities.

Another challenge for TSA cited by Fried is that other nations are not providing TSA with the visibility for their screening protocols, which prevents TSA from knowing if other nations’ screening protocols are commensurate with TSA’s own standards.

“This is a big issue and needs to be elevated beyond the level of the Department of Homeland Security,” said Fried. “We would like to see other agencies like the Department of State and Department of Commerce involved, too, and have Secretary of State Clinton go to her counterparts in other countries to make sure TSA gets the visibility it needs.”

2011 TRUCKING FORECAST

Tighter capacity coming as equipment shortages, driver restraints worsen

WASHINGTON, D.C.—A confluence of positive economic events is causing trucking industry officials and economists to predict tighter trucking capacity perhaps as soon as the second quarter of 2011.

The effects will be most noticeable in the \$290 billion truckload (TL) sector, which has more severe capacity restraints on drivers and equipment than the \$26.5 billion LTL sector, which still has overcapacity stemming from the last recession.

Industry analysts are predicting that a shortage of as many as 300,000 drivers out of the total driver pool of 3 million in all categories is certainly possible. They add that the next two years will be very strong for trucking pricing and say shippers should lock in capacity now through longer length contracts.

“If history repeats itself, trucking will have two very good years in 2011 and 2012,” said Noel Perry, an economist with Transportation Research Consulting Group. “We’re going to have a much better profitable period than we thought.”

Recently, the American Trucking Associations (ATA) Chief Economist Bob Costello told a gathering of trucking executives in Phoenix that the industry is “on the cusp of some of the best years in trucking’s history.”

Prior to this recession, the previous downturn of 2000-2001 was followed by a four-year period (2002-2006) when most trucking companies enjoyed some of the strongest pricing power they’ve had since deregulation in 1980. The collapse of \$3 billion LTL giant Consolidated Freightways in 2002 triggered it, industry executives say.

Some of those same executives are quietly hoping the next few years will be a strong period for truckload pricing. They see evidence pointing to spot equipment shortages as drivers become more scarce due to increased regulatory

emphasis on unsafe truck drivers.

Perry is forecasting 3 percent growth in Gross Domestic Product for 2011. But because major truckload carriers such as Schneider National, Werner Enterprises, and others have cut over-the-road capacity by as much as 12 percent to 15 percent during the recession, Perry said there’s no way these carriers



can ramp up with enough trucks and drivers by the time the economy kicks in gear in mid-2011.

“We’re going to have a big shortage in drivers,” Perry added.

The huge surplus in truckload that

began in 2009 is going to disappear fast. Perry is predicting a shortage of some 200,000 units in truckload capacity next year as the freight economy improves. “The reason the economy stinks right now is that the service economy is not good right now,” Perry said. “But the big story for freight is that the goods part of the economy is growing.”

Truck tonnage is growing at about twice the rate of the overall economy. But the slow growth in housing will continue to affect the freight industry. Some leading economists believe that the housing industry will not fully recover until 2012, or until some 3 million housing units are removed from the nation’s housing inventory—housing amounts to about 15 percent of the U.S. economy.

In 2004, the peak of the last great time in trucking, the industry found itself about 150,000 drivers short. Next year, there might be a shortage of as many as 100,000 drivers or more. Changes in hours of service as well as the new Comprehensive Safety Analysis (CSA) could push that number up to 300,000 by 2012.

Satish Jindel, a principal with Pittsburgh-based SJ Consulting, said he believes that contract rates might improve 5 percent to 7 percent next year. But because carriers will have to spend more for drivers, fuel, and

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equipment, carriers' actual yields may improve only 3 percent to 4 percent.

"If demand in 2011 is as sustained as in 2010, those numbers are good. If demand goes up, then rates will go up further," Jindel predicted.

He added that truckload shippers have a competitive substitution with intermodal noting that if truckload carriers raise rates too much, shippers are going to turn to intermodal. "That might be the case for shipments traveling more than 600 miles where intermodal is competitive with truckload on some lanes," said Jindel. But for shipments in the 300-mile to 400-mile range, truckload is able to justify the higher rates, shippers and carriers say.

In LTL, there is overcapacity in many fixed networks, Jindel said. But in available networks there is not much overcapacity. "If the LTL sector maintains the level of discipline in pricing it has shown in the last 3 months to 6 months they can help themselves maintain price increases and improve their operating ratio," he said.

—John D. Schulz, Contributing Editor

RESEARCH

UPS, IDC survey cites cost concerns as biggest supply chain factor

NEW YORK—A wide-ranging survey published by UPS and IDC Manufacturing Insights based on interviews with senior-level supply chain, operations, logistics, and distribution executives at 125 high-tech companies found that taking care of the bottom line is imperative when looking back at the lessons learned from the Great Recession.

When asked what the top three business priorities were during the economic downturn, 72 percent of the respondents listed cost containment, followed by improving margins at 61 percent, and improving customer experience at 39 percent.

According to Charlie Covert, vice president of customer solutions for the high-tech and industrial manufacturing sectors for UPS, in this current

economic environment it isn't surprising to see a focus on costs at the top of the list.

"As we went through the recession, we saw a lot of customers focusing on what they can do to rein costs in," said Covert. "It is encouraging that cost was first and customer service was close behind. That really points out that companies are cognizant of the need to control costs, and they cannot do it at the expense of customer service."

In one of the survey's opinion-based questions, 60 percent of respondents indicated that the White House's goal of doubling U.S. exports by 2015 may not be feasible. Many respondents maintained that the U.S. is too expensive for high-tech manufacturing, with 3 percent saying that the



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goal can be met.

To follow up on this finding, UPS CEO Scott Davis said that the U.S. is the world's largest manufacturer and that foreign trade is a job creator. He added that input from businesses about the challenges of meeting export goals is invaluable to a better understanding of the problem as well as working to remove barriers to international trade.

Survey respondents reported that the weakest link in supply chains is the lack of end-to-end visibility (48 percent), followed by unstable suppliers (44 percent), and challenges with demand planning (44 percent). Inventory management and flexibility for handling non-standard requests and orders at 38 percent and 33 percent rounded out the list of weakest links.

"These things all go hand in hand with cost structure containment



as well," said Covert. "What we see shippers doing from a cost containment standpoint is looking at service levels associated with specific modes when shipping. The ability to effectively break down how they are shipping and working with suppliers in different modes—and do it effectively—requires good demand planning and visibility to know and see where things are. If there are fluctuations in demand, shippers need to know where things are and when they are coming."

Not surprisingly, investments in IT ranked high among survey respondents. Seventy-three percent of respondents said that they plan to implement new technologies to improve efficiencies over the next two years, and 44 percent noted that they will implement supply chain spend analytics over that same period.

Reverse logistics also garnered significant feedback, with 46 percent of respondents saying meeting customer expectations was their biggest business concern regarding reverse logistics, and getting customers to follow their returns processes was cited by 22 percent.

"It was surprising to see the 22 percent figure," said Covert. "Efficient reverse logistics can remove costs. If returns are easily understood then that removes costs for shippers; and if the reverse logistics processes are done well and respect shippers' time, it can be a positive thing."

—Jeff Berman, Group News Editor

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VIRTUAL CONFERENCE SUMMARY

Best Practices in Supply Chain Productivity: People, Process, and Technology



Join leading logistics and supply chain thought leaders in this virtual conference designed to help professionals gain a better understanding of three vital, yet often overlooked, elements of logistics and supply chain management success.

By **Bridget McCrea**, Contributing Editor

Eager to tune up their supply chains and prepare their companies for the rebounding economy, logistics and supply chain professionals converged in a “virtual conference” on November 18th to participate in workshop sessions, interact with supply chain and logistics experts, and learn about the newest best practices, technologies, and services available.

Hosted by *Logistics Management* and *Supply Chain Management Review*, the conference called *Best Practices in Supply Chain Productivity: People, Process, and Technology* has officially rolled out to help managers gain a better understanding of these three vital, yet often overlooked, elements of logistics and supply chain management success: people. The conference is now available on-demand

at logisticsmgmt.com/VCbestpractices.

Hot discussion topics include labor management principles, improving global supply chain processes, and integrating technology into your supply chain operations. A keynote address and a series of four conference sessions provide tips and insights on applying the principles of best practices, technology, and labor management to improve productivity and to help employees realize their career goals.

With shippers in full recovery mode, attendees learn what steps to take in order to deal with impending challenges like rising fuel costs and the expected capacity crunch heading their way in 2011. Here's a snapshot of each session.

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Keynote Session: Want a great supply chain? Focus on your people!

AN INTERNATIONALLY RESPECTED authority on supply chain management, John Gattorna serves as keynote speaker for this virtual conference. A consultant, educator, and author of the new book *Dynamic Supply Chains*, Gattorna speaks on the value of striving for (and achieving) supply chain excellence and delivering maximum value for both customers and stakeholders. To get there, says Gattorna, shippers must focus on their most important resource: people.

“Human beings are the real engines that drive the supply chain,” says Gattorna. “Companies really need to come to grips with that in order to achieve supply chain success.” In other words, all of the technology and support structures in the world won’t help a firm achieve supply chain excellence unless the proper human resources are in place.

In this keynote address, Gattorna urges attendees to forget about tinkering with the supply chain function itself and to instead take a global look at their entire enterprise. He advises to look closely at whether the enterprise is dynamic or static, and avoid the “set it and forget it” supply chain approach. “That static approach simply isn’t good enough in an environment where consumer buying habits are constantly evolving,” he says.

With many customers exhibiting collaborative buying behavior, backed up by efficient, dynamic, and innovative strategies, now is the time to look past traditional measures (such as key performance indicators, or KPIs) and to instead use newfound tools to design dynamic supply chains. People should play a key role in that process, according to Gattorna, adding that all companies should be striving to “interpret the marketplace, and then use that information to design their supply chains.”

Gattorna then walks attendees through the various supply chain types, including those that are fully flexible, agile, lean, and focused on continuous replenishment. “None of those individual types can exist on their own,” he says, “as supply chains comprise 15 different strategic

parameters, including product mix, innovation, and pricing regimen.”

As he wraps up his address, Gattorna touches upon the need to transform the various supply chain “cultures” that exist today and uses several specific examples of how technology can enable that transformation. He also provides attendees with various recipes for success along with detailed charts of supply-side and demand-side enterprise supply chain elements.

Conference Sessions:

SESSION 1

Labor Management: Understanding your most valuable asset



ON THE HEELS OF John Gattorna’s keynote emphasizing the value of human resources comes a session focused on effective labor management strategies. In this session, Marc Bessho, manager of Capgemini’s Supply Chain Technology Practice, discusses how, in most logistics and supply chain organizations, labor represents the single largest cost component. However, he stresses that labor is often the most misunderstood; and, in turn, the most underutilized company asset.

Bessho touches upon several best practices for implementing a comprehensive labor management program, including engineered work standards tied to a labor management system (LMS) designed to boost productivity and help define career paths. Attendees learn about the fundamental benefits of a labor management program; how to use data to create incentive-based bonuses and perks; and how to improve productivity and workforce satisfaction.

“The principles of labor management have

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“The principles of labor management have been around a long time, and have proven effective, but labor management has had an image problem and is often overlooked in favor of sexier initiatives.”

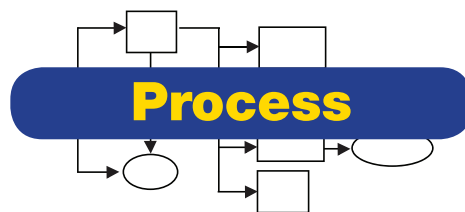
—Mark Bessho, Capgemini

been around a long time, and have proven effective,” says Bessho, “but labor management has had an image problem and is often overlooked in favor of sexier initiatives.” To help reverse that trend, Bessho takes the time to show attendees the benefits that surround effective labor management programs, including the real productivity gains that can be achieved.

Simply collecting information about the labor force and then giving feedback can result in a productivity bump, says Bessho. Such gains will “slide back” if there’s no follow up. “When a company sets productivity targets and then measures activity against them, it can expect a 5 percent to 10 percent lift in productivity,” says Bessho.

Getting to those gains requires a solid framework, the right tools, a management team that is onboard with the program, and an underlying foundation that’s focused on strategy. If one of those four points is missing or ineffective, says Bessho, the productivity gains will remain out of reach. He then walks attendees through each of the four principles, giving real-life examples of companies that have upped productivity via solid labor management.

SESSION 2 Improving global supply chain processes



THE SUPPLY CHAIN IS BECOMING increasingly global in nature and is expected to continue on that path as more and more companies look outside U.S. borders for trading partners and customers. In this conference session, a team of experts from Accenture’s global supply chain management team discuss the three game-changing issues that are forcing a radical change in supply chain behavior: infrastructure, demographics, and energy.

The analysts give attendees an up-close view of how those issues will affect supply chain operations in Asia, Europe, and the United States,

and offer practical insight into how managers can prepare now to overcome these pending barriers to success. The panelists discuss the top supply chain issues in Asia, Europe, and the U.S.; the effects of infrastructure, demographics, and energy on supply chain management; and how to change global supply chain behavior to prepare for the future.

Singapore-based Jonathon Wright discusses the challenges and complexities that supply chain managers in the Asia Pacific region are currently grappling with and addresses the value of high-performing supply chains in the global economy. He focuses on several key areas where shippers should concentrate: leveraging scale while remaining local; focusing heavily on segmentation (around customer base, different sale channels, and product); cost management; and sustainability.

Rik Vervisch then illustrates how to create a globally integrated supply chain. Using Europe as an example, he touches on key points like customer demand, supply chain quality, and infrastructure challenges, all of which play a key role in the overall success of a global logistics operation. Going forward, one of the key issues supply chain managers will have to deal with, says Vervisch, “will be how to access customers on a global scale, and in the most effective manner possible.”

Based in the U.S., Accenture’s Bill Reed gives attendees a detailed North American overview, tying his comments into the global supply chain that was discussed by the other analysts in this session. He impresses upon the audience the need for quick response to North American volatility, be it high fuels costs, natural disasters, or other issues. With the economy improving, he says, “companies are in the position to make some decisions, whether they apply today, tomorrow, or years from now.”

Reed also discusses the “dynamic” supply chain, which finds companies and outside business partners working together in an ecosystem of sorts, and helping one another respond efficiently to challenges. He impressed upon the attendees the value of supply chain analytics (rather than transactional systems) and metrics as tools for sensing worldwide abilities and capabilities within the supply chain.

“Companies have always had a view of the



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physical supply chain, but the combination of the physical chain plus the product value chain is most effective,” says Reed. “Being able to integrate new product quickly—and as part of the ecosystem—will be the secret to success.”

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SESSION 3
Technology’s role in transportation management



FEW WOULD ARGUE THE HIGH value that technology brings to the table in the realm of transportation management. Without it, logistics and supply chain professionals would still be using paper, pens, fax machines, and telephones to coordinate the movement of freight to and from customers. In this session, Adrian Gonzalez of ARC Advisory Group gives attendees an inside look at transportation management systems (TMS) trends and how they will affect shippers.

Gonzalez discusses the various technology solutions available for transportation management, the benefits that companies can expect from implementing a TMS system, and some practical tips on technology implementation to ensure a smooth start-up and long-term success. He points out that while TMS is one of the most popular supply chain management tools available on the market today, adoption remains fairly low.

“Many companies are still managing transportation with spreadsheets and faxes,” says Gonzalez. “Of companies that could benefit from a TMS, two-thirds of them are not using one. From what we’ve seen, a lot of companies wait until their transportation operations suffer a heart attack before investing in TMS.”

Gonzalez’s research also shows that early TMS adopters are revamping their systems, reassessing their current vendors, and seeking out enhanced capabilities and architectures (such as appointment

scheduling and procurement). Many are also looking at Software as a Service (SaaS) options—an area that’s been particularly hot within the TMS arena. “SaaS has gained a lot of traction in the last few years,” says Gonzalez. “We expect that trend to continue.”

Session 3 sponsored by



SESSION 4
Improving warehouse & DC operations

TECHNOLOGY HAS REVOLUTIONIZED warehouse and DC operations and has helped managers gain inventory visibility that was sorely lacking before the influx of warehouse management systems (WMS). But even though recent reports show that technology spending “inside the four walls” will increase over the next two years, a fundamental misunderstanding of the overall benefits of WMS—particularly when the systems are tied to other solutions—still remains.

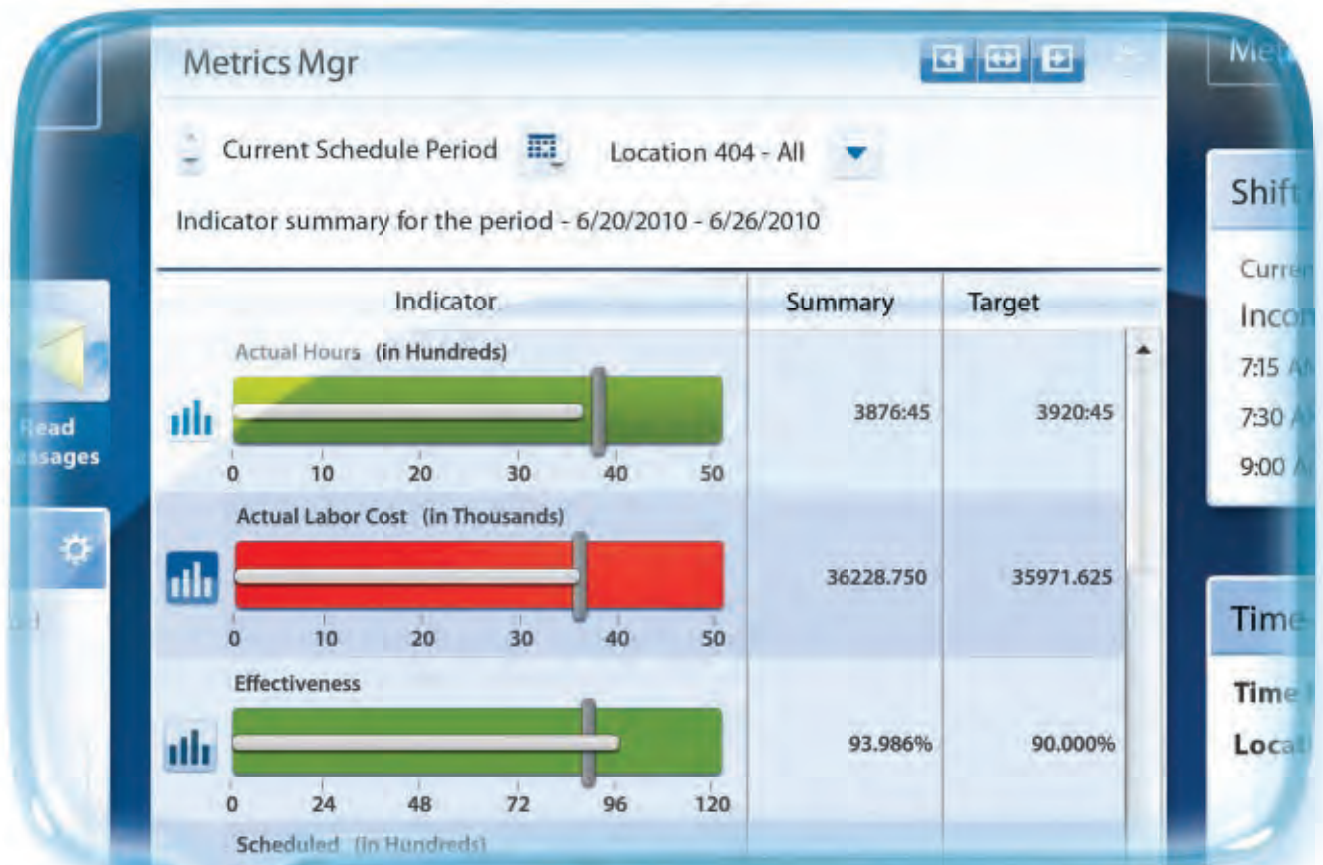
In this session, Kevin Hume, principal of supply chain information technology at Tompkins Associates, explores the many paths to creating a fully integrated warehouse management solution. Attendees learn how to assess which technologies will improve warehouse and DC processes, the benefits of tying WMS into supplemental management systems, and best practices for improving overall operations through technology.

Hume advises attendees to assess the magnitude of opportunity across four primary areas: transportation management, labor management, warehouse management, and yard management. He discusses the WMS value proposition in terms of reduced operating expenses, better managed inventory, increased capacity utilization, and improved customer service. “Reduced inventory carrying costs alone can produce 15 percent to 35 percent savings in terms of a percentage of inventory value,” says Hume.

Hume also introduces attendees to the various types of supply chain software, noting their strengths and weaknesses, discussing adoption rates and key benefits, and then touches on the current opportunities available to tie together WMS and TMS for even more dynamic results. ■

“From what we’ve seen, a lot of companies wait until their transportation operations suffer a heart attack before investing in TMS.”

—Adrian Gonzalez, ARC Advisory Group



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Web: www.damco.com

Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Management, Warehousing & Distribution.

Company Description: Damco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

Damco (FF)



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

Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Management, Warehousing & Distribution.

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customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

Damco (IC)



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

Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Management, Warehousing & Distribution.

Company Description: Damco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

DB Schenker/BAX (FF)

150 Albany
Freeport, NY 92602
516-377-3000
800-225-5229
Web: www.dbschenkerusa.com

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Air Services

DHL Global Forwarding (FF)

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

Emirates SkyCargo (A)

Cargo Bldg., 79 Rm. 202
Jamaica, NY 11430
(718)340-7500
(800)366-6845
Fax: (718)244-6881
Web: www.sky-cargo.com

EVA Airways

Corporation (A)
Cargo Management Dept./
Corp. Planning Div.
15F 376 Hsin-Nan Rd.
Sec 1, Luchu
Taoyuan Hsien, Taiwan 33801
Taiwan
+886-3-351-5670
Fax: +886-3-351-0026
Web: www.evaair.com

Expeditors (FF)

1015 3rd Ave. 12th Floor
Seattle, WA 98104
206-674-3400
800-284-7474
Fax: 206-682-9777
Web: www.expeditors.com

FedEx Custom Critical, Inc.

1475 Boettler Rd.
Uniontown, OH 44685
(234)310-4090
(800)468-8019
Fax: (234)310-4152
Web: www.customcritical.fedex.com

FedEx Express (IC)

3965 Airways
Module G
Memphis, TN 38116
(800)463-3339
Web: www.fedex.com

FedEx Trade Networks (FF)

6075 Poplar Ave.
Suite 401
Memphis, TN 38119
(800)715-4045
Web: www.fedex.com

William L. Griffin & Co. (FF)

7830 12th Ave. S.
Minneapolis, MN 55425
(952)854-2600
Fax: (952)854-2603
Web: www.griffinlogisticsco.com

Hellmann Worldwide Logistics (FF)

10450 Doral Blvd.
Doral, FL 33178
(305)594-4995
Fax: (305)597-4583
Web: www.hellman.net

Japan Airlines (A)

Bldg. 151, JFK Int'l Airport
Jamaica, NY 11430
(718)656-9801
(800)552-2746
Fax: (718)656-9646
Web: www.jalcargo.com

John S. Connor, Inc. (FF)

799 Cromwell Park Dr.
Ste. A-G
Glen Burnie, MD 21061
(410)863-0211
Fax: (410)863-1377
Web: www.jsconnor.com

Karr, Ellis & Co. Inc. (FF)

1975 Linden Blvd., Ste. 205
Elmont, NY 11003
347-632-1500
Fax: 516-285-4131
Web: www.karrellis.com

Kenneth Clark Company, Inc.

10264 Baltimore Natl. Pike
Ellicott City, MD 21042
410-465-5116
800-999-3450
Fax: 410-465-7397
Web: www.kennethclark.com

Kintetsu World Express (U.S.A.), Inc. (FF)

U.S.A. - Headquarters
100 Jericho Quadrangle
Suite 326
Jericho, NY 11753
(516)933-7100
(800)275-4045
Fax: (516)933-7731
Web: www.kwe.com

Kitty Hawk Cargo (A)

P.O. Box 612787
DFW Int'l Airport, TX 75261
(972)456-2200

(800)486-3780
Fax: (260)479-2166
Web: www.khcargo.com

KLM Cargo (A)

Cargo Building 261
JFK International Airport
Jamaica, NY 11430
(800)556-9000
Fax: (718)632-8209
Web: www.klmcargo.com

Korean Air (A)

6101 W. Imperial Hwy.
Los Angeles, CA 90045
(213)484-1900
(800)421-5822
Fax: (213)417-3051
Web: http://cargo.koreanair.com

Kuehne + Nagel (FF)

10 Exchange Place
19th Fl.
Jersey City, NJ 07302
(201)413-5500
Fax: (201)413-5777
Web: www.kuehne-nagel.com

Lan Cargo (A)

6500 NW 22nd Street
Miami, FL 33122
(786)265-6000
(800)735-2445
Fax: (305)871-4981
Web: www.lancargo.com

Landstar Express America (FF)

13410 Sutton Park Dr. S.
Jacksonville, FL 32224
904-390-4892
800-872-3278
Fax: 904-390-4828
Web: www.landstar.com

Livingston International, Inc. (FF)

405 The West Mall, Suite 400
Toronto, ON M9C 5K7
Canada
416-626-2800
800-387-7582
Fax: 416-622-3890
Web: www.livingstonintl.com

Lufthansa Cargo AG (A)

Cargo Division-The Americas
3400 Peachtree Rd.
Ste. 1225
Atlanta, GA 30326
(404)814-5337

(800)542-2746
Fax: (404)814-5330
Web: www.lufthansa-cargo.com

Lynden (FF)



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

Services/Products: 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 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, 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.

Lynden (MS)



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

Services/Products: 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 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, 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.

Mach 1 Global Services (FF)

1530 W. Broadway Rd.
Tempe, AZ 85282
480-921-3900
800-553-7774
Fax: 480-921-1222
Web: www.mach1global.com

Megatrux, Inc. (A)

Megatrux Express
9449 8th Street
Rancho Cucamonga, CA 91730
800-544-8831
800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

Montgomery International, Inc. (FF)

341 Erickson Ave.
PO Box 124
Essington, PA 19029-0124
(610)521-1450
Fax: (610)521-9566
Web: www.montyinternational.com

National Air Cargo, Inc. (FF)

350 Windward Dr.
Orchard Park, NY 14127
(716)631-0011
(800)635-0022
Fax: (716)631-9186
Web: www.nationalaircargo.com

Nippon Cargo Airlines (A)

J.F.K. International Airport
Cargo Bldg. 79
Jamaica, NY 11430
(718)632-6412
(800)622-2746
Fax: (718)632-6414
Web: www.nippon-cargo.com

Nippon Express USA Inc. (FF)

Air Cargo Division
95-25 Queens Blvd., 6th Floor
Rego Park, NY 11374
(718)997-4300

(800)896-9633
Fax: (718)459-5770
Web: www.nipponexpressusa.com

Northwest Airlines (A)

Cargo Div.
5101 Northwest Dr., C5630
St. Paul, MN 55111-3034
(800)692-2746
(800) NWC-ARGO

Fax: (612)726-2028
Web: www.cargo.nwa.com

NoWaitFreight (A)

PO Box 15374
Fort Wayne, IN 46885
(260)579-5343
Fax: (954)574-9304
Web: <http://nowaitfreight.com>



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NY 11101-3113
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1-(888) SHIP OCS
Fax: (718)433-1430
Web: www.shipocs.com

OHL (FF)

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

OIA Global Logistics (FF)

17230 NE Sacramento St.
Portland, OR 97230
(503)736-5950
(800)938-3109
Web: www.oia-global.com

Panalpina Inc. (FF)

950 Tower Lane
Suite 1600
Foster City, CA 94404
(650)653-6600
Web: www.panalpina.com

Pilot Freight Services (FF)

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

Quick International

Courier (AC)
212 5th Ave
New York, NY 10010
212-689-4151
800-488-4400
Fax: 212-689-4152
Web: www.quickintl.com

Schenker, Inc. (FF)

150 Albany Ave.
Freeport, NY 11520
(516)377-3000
Fax: (516)377-3133
Web: www.schenkerusa.com

SEKO (FF)

1100 Arlington Heights Rd.
Suite 600
Itasca, IL 60143
(630)919-4800
(800)228-2711
Fax: (630)773-9179
Web: www.sekoworldwide.com

Sentry Transport Services, LLC (FF)

1200 Corporate Blvd. Ste. D2
Lancaster, PA 17601-1292
717-285-2795
888-737-3449
Fax: 717-285-2705
Web: www.sentrytran.com

Service By Air, Inc. (FF)

Corporate Headquarters
222 Crossways Park Dr.
Woodbury, NY 11797
(516)921-4101
(800)243-5545
Fax: (516)921-4304
Web: www.servicebyair.com

Singapore Airlines Cargo (A)

6181 W. Imperial Hwy.
Los Angeles, CA 90045
(310)646-6200
Fax: (310)641-6348
Web: www.siacargo.com

Southwest Airlines Cargo (A)

PO Box 36611
Dallas, TX 75235-1611
800-533-1222
Fax: 214-792-4199
Web: www.swacargo.com

Swiss WorldCargo (A)

196 EAB Plaza
7th Fl., W. Tower
Uniondale, NY 11556-0196
(516)247-4100
(800)221-4740
Fax: (516)247-4102
Web: www.swissworldcargo.com

Team Air Express, Inc (FF)

P. O. Box 668
Winnsboro, TX 75494
(903)342-3516
(800)527-1168
Fax: (903)342-3764
Web: www.teamwww.com

TransGroup Worldwide Logistics (FF)



18850 8th Ave S. Ste. 100
Seattle, WA 98148
206-577-4875

Web: www.transgroup.com

Services/Products: TransGroup Worldwide Logistics was founded with a single mission – to be the Future of Transport Logistics by bringing tomorrow's supply chain technologies and best practices to our customers today. We are dedicated to developing the most advanced and flexible logistics software tools available. The extraordinarily easy-to-use tools provide global supply chain management and visibility, with the flexibility to be tailored to meet each client's needs.

Our logistics expertise is a balanced cross-discipline of domestic, international and warehouse/distribution services, making TransGroup a true single-source transportation and logistics provider.

Today, after nearly 25 years of delivering the Future of Transport Logistics, we have grown to 90 Stations spanning 5 Continents, delivering the most innovative transportation and logistics system available.

TNT Express (AC)

200 Garden City Plaza
Garden City, NY 11530
(516)746-4229
Web: www.tnt.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

U.S. Postal Service

International Product
Development
1735 N. Lynn St.
Rm. 2018
Arlington, VA 22209-6026
(703)292-3607
Fax: (703)292-3581
Web: www.usps.com/global/welcome.htm

United Airlines (A)

United Cargo
PO Box 66100
Dept. WHQWM
Chicago, IL 60666
(847)700-4000
(800) UA-CARGO
Fax: (847)700-6782
Web: www.unitedcargo.com

UPS Airlines (A)

1400 North Hurstbourne Pkwy
2A
Louisville, KY 40223
800-535-2345
800-PICK-UPS

US Airways Cargo (A)

2345 Crystal Dr.
Arlington, VA 22227
(703)418-7144
(888)300-0099
Fax: (703)418-7161
Web: www.usairwayscargo.com

UTi Worldwide (FF)

19500 Rancho Way
Ste. 116
Rancho Dominguez, CA 90220
(310)604-3311
Fax: (310)604-8411
Web: www.go2uti.com

Virgin Atlantic Cargo (A)

1983 Marcus Ave.
Lake Success, NY 11042
(516)488-5007
Fax: (516)488-5075
Web: www.virgin-atlantic.com

Yusen Air & Sea Service (U.S.A.), Inc. (FF)

377 Oak Street
Garden City, NY 11530
(516)222-1777
Fax: (516)222-0003
Web: www.yusenusa.com

Motor Carriers

North American motor carriers are listed alphabetically by company in this section.

AAA Cooper Transportation

1751 Kinsey Road
P.O. Box 6824
Dothan, AL 36303
334-793-2284
800-633-7571
Fax: 334-793-1063
Email: WebMktg@
aaacooper.com
Web: www.aaacooper.com

Services/Products: AAA Cooper Transportation offers innovative solutions to your supply chain needs through one or a combination of our three core services: LTL, Dedicated, and Port Services. Our primary service area is the Southeast and Southwest, along with terminals in Chicago IL, Minneapolis MN, Cincinnati OH and Louisville KY. Our team of experienced employees have a genuine concern for our customers' needs. You will find that no other carrier works harder to be your transportation partner.

Anderson Trucking Service, Inc.



725 Opportunity Drive
St. Cloud, MN 56301
320-255-7400
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Char-

ter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

Company Description: With over 55 years of service excellence, Anderson Trucking Service, Inc (ATS) offers customers a true one call ships all transportation solution. We focus on customer needs, professional drivers, providing unparalleled customer care, state-of-the-art technology, modern equipment and over 40 offices and trailer yard around the globe.

Con-way Freight

2211 Old Earhart Road
Ann Arbor, MI 48105
734-994-6600
Email: buyersguide@
con-way.com

Web: www.con-way.com/freight

Services/Products: For more than 25 years, Con-way Freight has given its customers fast, reliable less-than-truckload (LTL) performance, comprehensive coverage and service excellence from a seasoned team of transportation professionals. A single network of more than 365 operating locations ensures reliable and seamless coverage nationwide. This network, the largest in North America, enables Con-way Freight to provide improved exception-free delivery, better on-time service performance and faster transit times to markets of all sizes. Con-way Freight provides worldwide

LTL service including full coverage LTL throughout Canada, cross-border service to and from Mexico, and service to Europe, Asia, the Caribbean and domestic offshore markets.

Con-way Truckload

4701 East 32nd Street
Joplin, MO 64804
417-623-5229
Email: netlink@cfi-us.com
Web: www.con-way.com/
truckload

Services/Products: Con-way Truckload is a leading provider of expedited, time-definite, full-truckload transportation services across North America, servicing the shipping needs of retail and manufacturing businesses. As one of the industry's largest dry van truckload carriers, Con-way Truckload provides exceptional service throughout the United States, Mexico and Canada. Formerly Contract Freighters, Inc. (CFI), Con-way Truckload today employs over 3,000 drivers with a fleet of more than 2,700 tractors and 8,000 trailers, delivering consistently superior, on-time performance and industry-leading capacity.

Holland



750 E. 40th St.
Holland, MI 49423
800-456-6322
800-456-6322
Email: sales@
hollandregional.com
Web: www.hollandregional.com
Services/Products: Holland is a YRC Regional Transportation company offering services throughout the Central and Midwestern United States and

Eastern Canada. Holland makes claim-free deliveries a top priority, and its on-time performance has long been considered an industry standard. Holland delivers unmatched next-day coverage, and has more next-day service lanes than any other competitor in its territory. Since 1929 Holland has provided exceptional regional LTL service, and has won the Regional LTL Quest for Quality Award for 25 consecutive years.

Lynden



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

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

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Motor Carriers

New Penn

Operating company of YRC
Regional Transportation



625 S. 5th Ave.
Lebanon, PA 17042
800-285-5000
800-285-5000

Email: sales@newpenn.com
Web: www.newpenn.com

Services/Products: New Penn is a YRC Regional Transportation company providing superior regional, next-day ground services through a network spanning the Northeastern United States, Quebec, Canada and Puerto Rico. New Penn is considered an industry leader in tracking technologies and Internet-based shipping services. Speed has long been a New Penn advantage. New Penn pioneered next-day service in the Northeast, and delivers next-day on 94% of shipments. The company also provides industry-leading on-time and damage-free delivery, with a claims ratio less than half the industry average.

Reddaway



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

Web: www.reddawayregional.com

Services/Products: Reddaway is a YRC Regional Transportation company operating a network across the Western United States and Canada. The company provides guaranteed delivery of time-sensitive shipments, a user-friendly, Internet-based, transportation management system, and streamlined customs procedures. Reddaway delivers unmatched next-day coverage, and has more next-day service lanes than any other competitor in its territory. Reddaway makes claim-free deliveries a top priority, and its on-time performance has long been considered an industry standard.

YRC



10990 Roe Avenue
Overland Park, KS 66211
800-610-6500
800-610-6500
Email: customer.service@yrc.com
Web: www.yrc.com

Services/Products: YRC, created by combining the Yellow Transportation and Roadway networks, specializes in reliable solutions for the heavyweight shipping of industrial, commercial, and retail goods in national, regional, and international markets. The YRC network in Canada is operated by YRC Reimer, a leading Canadian provider of industrial, retail, and commercial transportation services offering seamless shipping between Canada and North American and global markets. The heavyweight experts at YRC apply industry-leading transportation expertise to the most comprehensive network in North America, providing flexible, efficient solutions that are simply reliable.

YRC Glen Moore

1711 Shearer Dr.
Carlisle, PA 17013-9970
800-848-9695
800-848-9695
Email: yrcglenmoore.
customerservice@yrcw.com
Web: www.yrcglenmoore.com

Services/Products: YRC Glen Moore is one of the fastest-growing providers of customized truckload van services in North America, offering a full range of transportation solutions. The award-winning truckload and expedited services offered by YRC Glen Moore deliver high quality service, flexible solutions, and complete customer and driver satisfaction across regional and national markets. YRC Glen Moore also offers dedicated fleet solutions, and can help drive capacity in problem lanes through logistics and capacity solutions. All YRC Glen Moore trucks are equipped with Qualcomm and have 100% satellite tracking capability.

AAA Cooper Transportation

1751 Kinsey Road
P.O. Box 6824
Dothan, AL 36303
334-793-2284
800-633-7571
Fax: 334-793-1063
Email: WebMktg@
aaacooper.com
Web: www.aaacooper.com

Services/Products: AAA Cooper Transportation offers innovative solutions to your supply chain needs through one or a combination of our three core services: LTL, Dedicated, and Port Services. Our primary service area is the Southeast and Southwest, along with terminals in Chicago IL, Minneapolis MN, Cincinnati OH and Louisville KY. Our team of experienced employees have a genuine concern for our customers' needs. You will find that no other carrier works harder to be your transportation partner.

A. Anastasio & Sons Trucking Co., Inc.

80 Middletown Ave.
New Haven, CT 06513
203-787-5746
Fax: 203-782-9354
Web: www.aanastasio.com

A. Duie Pyle, Inc.

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

ABF Freight System, Inc.

3801 Old Greenwood Rd.
Fort Smith, AR 72903
(501)785-8803
Fax: (501)785-8992
Web: www.abf.com

Acme Truck Line, Inc.

121 Paillet Drive
PO Box 183
Harvey, LA 70059
(504)368-2510
(800)825-6246
Fax: (504)368-9389
Web: www.acmetruck.com

Allied Van Lines

Specialized Transportation
Services
P.O. Box 4403

Chicago, IL 60680-4403
(800)510-7469
Web: www.allied.com

Anderson Trucking Service, Inc.



725 Opportunity Drive
St. Cloud, MN 56301
320-255-7400
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
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2200 S. 75th Ave.
Phoenix, AZ 85043
(602)269-9700
(800)800-2200
Web: www.swifttrans.com

Team Transportation, Inc.

P. O. Box 105
Winnsboro, TX 75494
(903)342-6201
(800)225-9048
Fax: (903)342-6205
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

Tri-State Motor Transit Co.

8141 E. 7th St.
Joplin, MO 64802
(800)234-8768
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.

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

U.S. Cargo and Courier Service

2036 E. Williams Road
PO Box 2948
Columbus, OH 43216
614-552-2746
888-US-CARGO
Fax: 614-358-1368
Web: www.us-cargo.com

U.S. Xpress Enterprises, Inc.

4080 Jenkins Rd.
Chattanooga, TN 37421
(423)510-3000
(800)251-6291
Fax: (423)510-3318
Web: www.usxpress.com

United Van Lines

One United Dr.
Fenton, MO 63026
(636)343-3900
(800)948-4885
Fax: (636)349-8776
Web: www.unitedvanlines.com

Universal Truckload Service, Inc.

12755 E Nine Mile Rd.
Warren, MI 48089
586-920-0100
800-233-9445
Fax: 800-858-0688
Web: www.goutsi.com

Velocity Express

1 Morningside Driver N.
Bldg. B, Ste. 300
Westport, CT 06880
(888)839-7669
Web: www.velocityexpress.com

Vitran Express

6500 E. 30th St.
Indianapolis, IN 46219
(317)803-6400
(800)366-0150
Fax: (317)543-1228
Web: www.vitranexpress.com

VM Trucking, LLC.

187-189 Foundry St.
Newark, NJ 07105
(973)690-5363
(800)268-2520
Fax: (973)690-5364
Web: www.vctrucking.com

Ward Trucking Corp.

2nd Ave. & 7th St.
P.O. Box 1553
Altoona, PA 16603
(814)944-0803
(800)458-3625
Fax: (814)944-5470
Web: www.wardtrucking.com

Weber Distribution

13530 Rosecrans Ave.
Santa Fe Springs, CA 90670
562-356-6364
877-624-2700
Fax: 562-921-5522
Web: www.weberdistribution.com

Werner Enterprises Inc.

14507 Frontier Rd.
P.O. Box 45308
Omaha, NE 68145-0308
402-895-6640
800-228-2240
Fax: 402-894-3902
Web: www.werner.com

Wilson Trucking Corporation

137 Wilson Blvd.
PO Box 200
Fishersville, VA 22939-0200
540-949-3200
Fax: 540-949-3205
Web: www.wilsontrucking.com

Worldwide Logistics Solutions, Inc.

Worldwide Logistics Solutions, Inc.
PO Box 9800
Champaign, IL 61826
(217)586-8000
(800)800-1700
Fax: (217)586-8234
Web: www.robersontrans.com

YRC



10990 Roe Avenue
Overland Park, KS 66211
800-610-6500
Email: customer.service@yrc.com
Web: www.yrc.com

Services/Products: YRC, created by combining the Yellow Transportation and Roadway networks, specializes in reliable solutions for the heavyweight shipping of industrial, commer-

cial, and retail goods in national, regional, and international markets. The YRC network in Canada is operated by YRC Reimer, a leading Canadian provider of industrial, retail, and commercial transportation services offering seamless shipping between Canada and North American and global markets. The heavyweight experts at YRC apply industry-leading transportation expertise to the most comprehensive network in North America, providing flexible, efficient solutions that are simply reliable.

YRC Glen Moore

1711 Shearer Dr.
Carlisle, PA 17013-9970
800-848-9695
Email: yrccglenmoore.customerservice@yrcw.com
Web: www.yrccglenmoore.com

Services/Products: YRC Glen Moore is one of the fastest-growing providers of customized truckload van services in North America, offering a full range of transportation solutions. The award-winning truckload and expedited services offered by YRC Glen Moore deliver high quality service, flexible solutions, and complete customer and driver satisfaction across regional and national markets. YRC Glen Moore also offers dedicated fleet solutions, and can help drive capacity in problem lanes through logistics and capacity solutions. All YRC Glen Moore trucks are equipped with Qualcomm and have 100% satellite tracking capability.

Rail/Intermodal Services

Rail/Intermodal service companies are listed alphabetically in this section.

Anderson Trucking Service, Inc.



725 Opportunity Drive
St. Cloud, MN 56301
320-255-7400, 800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

Company Description: With over 55 years of service excellence, Anderson Trucking Service, Inc (ATS) offers customers a true one call ships all transportation solution. We focus on customer needs, professional drivers, providing unparalleled customer care, state-of-the-art

technology, modern equipment and over 40 offices and trailer yard around the globe.

ATS International Services, Inc.



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

Services/Products: International Services, Heavy Lift Services, Break Bulk Services, Container Services, Through Service to Puerto Rico, Through Service to Hawaii, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, Local Drayage Service, Motor Freight, NVOCC, Rail Service National, Shippers Agent, Permit Services, Single Bill-of-Lading, Transloading Service, Warehousing, Freight Forwarding, Information Systems, Consulting Services, On-Site Personnel, Project Management, Airfreight Forwarder, Shipping to North America, Shipping to Caribbean, Shipping to Europe.

BNSF Logistics, LLC



4700 South Thompson
Suite A202
Springdale, AR 72764
888-285-4514
Email: sales@bnsflogistics.com
Web: www.bnsflogistics.com

Services/Products: Transportation intermediary, freight forwarder, customs broker, indirect air carrier, ocean transport intermediary, air charter, ground expedite, LTL, intermodal, refrigerated, flatbed, over-dimensional, rail, supply chain consulting.

UPS

55 Glenlake Pkwy. NE
Atlanta, GA 30328
800-PICK-UPS
Web: www.ups.com

Services/Products: Airfreight service, Broker, Contract carrier, Distribution services, Domestic container service, Express Critical, Freight Forwarder, International services, Load consolidation, Local drayage service, Motor freight, NVOCC, Rail service –national, Supplier management, Technology solutions, Temperature-controlled service, TL and LTL ground freight, Transloading service, Warehousing.

Company Description: UPS is a global leader in logistics, offering a broad range of solutions including the transportation of packages and freight, the facilitation of international trade, and the deployment of advanced technology to more efficiently manage the world of business. Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide.

A.G.O. Transportation

Partner: United Shipping
500 Lepine
Dorval, QC H9P 2V6
Canada
514-631-6663
Fax: 514-631-4403
Web: www.actionago.com

Anderson Trucking Service, Inc.



725 Opportunity Drive
St. Cloud, MN 56301
320-255-7400
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

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(800)883-7447
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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

Services/Products: International Services, Heavy Lift Services, Break Bulk Services, Container Services, Through Service to Puerto Rico, Through Service to Hawaii, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, Local Drayage Service, Motor Freight, NVOCC, Rail Service National, Shippers Agent, Permit Services, Single Bill-of-Lading, Transloading Service, Warehousing, Freight Forwarding, Information Systems, Consulting Services, On-Site Personnel, Project Management,

Airfreight Forwarder, Shipping to North America, Shipping to Caribbean, Shipping to Europe.

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Cookeville, TN 38502
931-526-3306
1-800-AVERITT
Fax: 931-520-5603
Web: www.averittpress.com

BNSF Logistics, LLC



4700 South Thompson
Suite A202
Springdale, AR 72764
888-285-4514
888-285-4514
Email: sales@bnsflogistics.com
Web: www.bnsflogistics.com
Services/Products: Transportation intermediary, freight forwarder, customs broker, indirect air carrier, ocean transport intermediary, air charter, ground

expedite, LTL, intermodal, refrigerated, flatbed, over-dimensional, rail, supply chain consulting.

BNSF Railway

2650 Lou Menk Dr.
P.O. Box 961057
Fort Worth, TX 76161-0057
(817)352-1000
(800)795-2673
Web: www.bnsf.com

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14701 Charlson Rd.,
Ste. 1700
Eden Prairie, MN 55347-5045
952-683-3700
Fax: 952-937-6740
Web: www.chrobinson.com

Canadian Pacific Railway

401 9th Ave., S.W.
Ste. 500
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Canada
(403)319-7000
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Fax: (403)336-370
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Fax: 888-253-9155
Web: www.cargoagents.net

CEVA Logistics

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

Chassis King

Interglobal Capital, Inc.
1016 Ponce de Leon Dr.
Clearwater, FL 33756
(727)585-1500
(800)807-6845
Fax: (727)585-1316
Web: www.chassisking.com

ClearPointt

808 134th St. S.W., Ste 209
Everett, WA 982042300
(425)787-8399
Fax: (425)787-8411
Web: www.clearpointt.com

Clipper Express

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Ste. 300
Woodridge, IL 60517
(630)739-0700
Fax: (630)739-1817
Web: www.clippergroup.com

Commerce Express

2945 Buckley Way
Inver Grove Heights, MN 55076
(651)451-7332
(800)333-7731
Fax: (651)451-2312
Web: www.commerceexpressinc.com

Compass Consolidators

47 Stephen St.
Lemont, IL 60439
(630)243-0200
(800)845-5588

Fax: (630)243-0250
Web: www.cpqs.com

Comtrak Logistics

5660 Universal Dr.
Memphis, TN 38118
(901)541-8000
Fax: (901)541-8030
Web: www.hubgroup.com/comtrak

Cornerstone Systems

3250 Players Club Parkway
Memphis, TN 38125
901-842-0660
800-278-7677
Fax: 901-842-0671
Web: www.cornerstonesystems.com

The CrossGlobe Group

15521 Darling Path
Rosemount, MN 55068
612-801-4732
Web: www.crossglobegroup.com

CSX Intermodal

(Div. of CSX Corporation)
301 W. Bay St.
Jacksonville, FL 32202
(904)633-1070
Fax: (904)633-1075
Web: www.CSXi.com

Dart Intermodal

P.O. Box 64110
St. Paul, MN 55164
(800)366-9000
Web: www.dartintermodal.com

DB Schenker/BAX

150 Albany
Freeport, NY 92602
516-377-3000
800-225-5229
Web: www.dbschenkerusa.com

Ford Storage & Moving Co.

10364 South 136th Street
Omaha, NE 68138
402-592-5455
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Web: www.fordstorage.com



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(800)445-6126
Fax: (312)853-5155
Web: www.ge.com/railservices

Genex, L.P.

191 Waukegan Rd.
Northfield, IL 60093
(847)446-0440
(800)621-8270
Fax: (847)446-0557
Web: www.genexlp.com

Hub Group, Inc.

3050 Highland Pkwy.,
Ste. 100
Downers Grove, IL 60515
(630)271-3600
(800)964-2515
Fax: (630)964-6475
Web: www.hubgroup.com

Kansas City Southern

427 W. 12th St.
Kansas City, MO 64105
(816)983-1303
Web: www.kcsi.com

Kenco Transportation Management, LLC

118 Lee Parkway Dr.,
Suite 205
Chattanooga, TN 37421
423-894-4622
Fax: 423-894-4665
Web: www.kencotrans.com

Landstar

13410 Sutton Park Dr. S.
Jacksonville, FL 32224
866-439-1407
800-872-9400
Web: www.landstar.com

Logistics Management Solutions (LMS)

One City Place Dr., Suite 415
St. Louis, MO 63141
(314)692-8886
(800)355-2153
Fax: (314)692-0788
Web: www.lmslogistics.com

Marten Transport Ltd.

129 Marten St.
Mondovi, WI 54755
715-926-4216
800-395-3000
Fax: 715-926-5609
Web: www.marten.com

Matson Integrated Logistics

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

McCann's Piggyback Consolidation, Inc.

575 Rudder Rd.,
Ste. 109-110
St. Louis, MO 63026
(636)343-5222
(800)533-6243
Fax: (636)343-7559
Web: www.mccannspiggyback.com

Megatrux, Inc.

Megatrux Express
9449 8th Street
Rancho Cucamonga, CA 91730
800-544-8831
800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

Nebraska Warehouse

10064 South 134th St.
Omaha, NE 68138
402-896-2200
Fax: 402-896-2201
Web: www.nebraskawarehouse.com

Network F.O.B.

2915 Commers Dr.,
Ste. 1100
Eagan, MN 55121
(651)256-1000
(800)325-7886
Fax: (651)256-1012
Web: www.networkfob.com

Nexus Distribution Corporation

3555 Salt Creek Lane
Suite 100
Arlington Heights, IL 60005
847-590-6200
800-536-5220
Fax: 847-590-6300
Web: www.nexusdistribution.com

Norfolk Southern Corp.

Three Coml. Pl.
Norfolk, VA 23510
(757)629-2600
(800)635-5768
Web: www.nscorp.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

Pacer

6805 Perimeter Dr.
Dublin, OH 43016
614-923-1400
800-837-7584
Fax: 614-923-1997
Web: www.pacer.com

Prologis

4545 Airport Way
Denver, CO 80239
303-567-5000
800-566-2706
Fax: 303-567-5605
Web: www.prologis.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

Road & Rail Services, Inc.

4233 Bardstown Rd.,
Ste. 200
Louisville, KY 40218
(502)495-6688
Fax: (502)495-6687
Web: www.roadandrail.com

Royal 4 Systems

5000 Spring St., Ste. 415
Long Beach, CA 90815
562-420-9594
1-888-8royal4
Fax: 562-420-7818
Web: www.royal4.com

Schneider Rail/Intermodal Services

3101 S. Packerland Dr.
Green Bay, WI 54313
(920)592-2000
(800)558-6767
Fax: (920)592-2529
Web: www.schneider.com

Schneider National, Inc.

3101 S. Packerland Dr.
P.O. Box 2545
Green Bay, WI 54306
920-592-2000
800-558-6767
Fax: 920-592-2974
Web: www.schneider.com

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

Sentry Transport Services, LLC

1200 Corporate Blvd.,
Ste. D2
Lancaster, PA 17601-1292
(717)285-2795
(888)737-3449
Fax: (717)285-2705
Web: www.sentrytran.com

Southwest International Freight Services

8189 S. Central Expressway
Dallas, TX 75241-7820
(214)371-1901
Fax: (214)376-4675
Web: www.swfreight.com

Target Transportation

570 S. Ave. E.
Bldg. F
Cranford, NJ 07016
(908)709-4400
(800)966-0008
Fax: (908)709-4412
Web: www.targettrans.com

Texas Cartage

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

Trailer Transport Systems, Inc.

900 Jefferson Rd., Ste. 1200
Rochester, NY 14623
(585)427-2080
(800)383-5590
Fax: (585)427-0559
Web: www.trailertransport.com

Transentric

1400 Douglas St., Ste. 0840
Omaha, NE 68179
(402)544-6000
(800)877-0328
Web: www.transentric.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

Triple Crown Services Co.

2720 Dupont Commerce Ct.
Fort Wayne, IN 46825
260-416-3600
800-325-6510
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.

2670 Patton Rd.
Roseville, MN 55113
(651)697-8800
(800)366-8946
Fax: (651)697-8895
Web: www.twinmodal.com

Union Pacific Railroad

1400 Douglas St.
Omaha, NE 68179
402-544-5000
Web: www.up.com

Union Tank Car Company

The Marmon Group
175 West Jackson Blvd.
Chicago, IL 60604
(312)431-3111
Fax: (312)431-5003
Web: www.utlx.com

Universal Truckload Services, Inc.

12755 E Nine Mile Rd.
Warren, MI 48089
586-920-0100
800-233-9445
Fax: 800-858-0688
Web: www.goutsi.com

UPS

55 Glenlake Pkwy. NE
Atlanta, GA 30328
800-PICK-UPS
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solidation, Local drayage service, Motor freight, NVOCC, Rail service –national, Supplier management, Technology solutions, Temperature-controlled service, TL and LTL ground freight, Transloading service, Warehousing.

Company Description: UPS is a global leader in logistics, offering a broad range of solutions including the transportation of packages and freight, the facilitation of international trade, and the deployment of advanced technology to more efficiently manage the world of business. Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide.

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Maritime Services

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

Anderson Trucking Service, Inc.



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800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

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technology, modern equipment and over 40 offices and trailer yard around the globe.

ATS International Services, Inc.



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

Services/Products: International Services, Heavy Lift Services, Break Bulk Services, Container Services, Through Service to Puerto Rico, Through Service to Hawaii, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, Local Drayage Service, Motor Freight, NVOCC, Rail Service National, Shippers Agent, Permit Services, Single Bill-of-Lading, Transloading Service, Warehousing, Freight Forwarding, Information Systems, Consulting Services, On-Site Personnel, Project Management, Airfreight Forwarder, Shipping to North America, Shipping to Caribbean, Shipping to Europe.

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Email: mark.byrne@damco.com
Web: www.damco.com

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Company Description:

Damco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

Lynden



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206-241-8778
888-596-3361
Fax: 206-243-8415

Email: information@lynden.com
Web: www.lynden.com
Over land, on the water, in the air—or in any combination—Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, and 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, 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.

A.G.O. Transportation

Partner: United Shipping
500 Lepine
Dorval, QC H9P 2V6
Canada
514-631-6456
Fax: 514-631-4403
Web: www.actionago.com

Alianca Navegacao E Logistica Ltda.

North America
465 South Street
Morristown, NJ 07960
(973)775-5600
Fax: (973)775-5610
Web: www.alianca.com.br

Anderson Trucking Service, Inc.



725 Opportunity Drive
St Cloud, MN 56301
320-255-7400
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house

Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

Company Description: With over 55 years of service excellence, Anderson Trucking Service, Inc (ATS) offers customers a true one call ships all transportation solution. We focus on customer needs, professional drivers, providing unparalleled customer care, state-of-the-art technology, modern equipment and over 40 offices and trailer yard around the globe.

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
866-854-2747

Fax: 320-255-7478
Email: intlsales@atsinc.com
Web: www.atsisi.com

Services/Products: International Services, Heavy Lift Services, Break Bulk Services, Container Services, Through Service to Puerto Rico, Through Service to Hawaii, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, Local Drayage Service, Motor Freight, NVOCC, Rail Service National, Shippers Agent, Permit Services, Single Bill-of-Lading, Transloading Service, Warehousing, Freight Forwarding, Information Systems, Consulting Services, On-Site Personnel, Project Management, Airfreight Forwarder, Shipping to North America, Shipping to Caribbean, Shipping to Europe.

Averitt Express

1415 Neal St.
P.O. Box 3166
Cookeville, TN 38502
931-526-3306
1-800-AVERITT
Fax: 931-520-5603
Web: www.averittpress.com

BDP International, Inc.

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

Bermuda Container Line

One Gateway Ctr.
Ste. 2408
Newark, NJ 07102
(973)242-6890
Fax: (973)242-6286
Web: www.bcl.bm

W.J. Byrnes & Co.

PO Box 280205
San Francisco, CA 94128
650-692-1142
Fax: 650-692-8498
Web: www.byrnesnet.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

CCNI

c/o Norton Lilly International
40 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
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 Lighting Way
Secaucus, NJ 07094
201-422-8623
800-242-7354
Fax: 201-422-8928
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



7 Giralda Farms
Madison Ave.
Madison, NJ 07940
973-514-5126
Email: mark.byme@damco.com
Web: www.damco.com

Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Management, Warehousing & Distribution.

Company Description:

Damco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

DB Schenker/BAX

150 Albany
Freeport, NY 92602
516-377-3000
800-225-5229
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

Maritime Services

Evergreen America Corporation

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

FESCO

1100 Exchange Bldg.
821 Second Ave
Seattle, WA 98104
(206)583-0860
(800)337-4134
Fax: (206)583-0889
Web: www.fesco.com

Great White Fleet (US) Ltd.

250 East Fifth Street
25th Floor
Cincinnati, OH 45202
(888)724-5493
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)885-6132
Web: www.hapag-lloyd.com

Horizon Lines

4064 Colony Road
Suite 200
Charlotte, NC 28211
(877)678-7477
Web: www.horizonlines.com

Hyundai Merchant Marine

1750 Valley View Lane,
Ste. 300
2 Hickory Center
Dallas, TX 75234
(972)677-2500
877-7-HYUNDAI
Fax: (972)677-2509
Web: www.hmm21.com

Independent Container Line

4801 Audubon Dr.
Richmond, VA 23231
(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)775-3333
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
410-465-5116
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 Dr. S.
Jacksonville, FL 32224
866-439-1407
800-872-9400
Web: www.landstar.com

Lynden



18000 International Blvd
Suite 800
Seattle, WA 98188
206-241-8778
888-596-3361
Fax: 206-243-8415
Email: information@lynden.com
Web: www.lynden.com
Services/Products: 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 around the globe, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construc-

tion, 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.

Maersk Inc.

Giralda Farms, Madison Ave.
P.O. Box 880
Madison, NJ 07940-0880
(973)514-5000
(800)321-8807
Fax: (973)514-5410
Web: www.maerskline.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
800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

MOL (America) Inc.

2300 Clayton Road
Suite 1500
Concord, CA 94520
925-688-2600
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.mscevga.ch

NEMF World Transport

Div. Shevell Group
1-71 North Avenue East
Elizabeth, NJ 07201
(908)965-0100
(800)445-3250
Fax: (908)965-1881
Web: www.nemf.com/world

NYK Line (North America) Inc.

North America Corporate Headquarters
300 Lighting Way, 5th Floor
Secaucus, NJ 07094
(201)330-3000
888-NYK-SHIP
Fax: (201)863-7673
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

Phoenix International

Freight Services, Ltd.
712 N. Central
Wood Dale, IL 60191
(816)891-9169
(800)839-4835
Fax: (816)891-7454
Web: www.phoenixintl.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)443-4370
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.

8050 N.W. 79th Ave.
Miami, FL 33166
(305)863-4444
Fax: (305)863-4777
Web: www.seaboardmarine.com

Sinotrans Container Line

One World Trade Center
Suite 2360
Los Angeles, CA 90831
(562)590-8000
(866)809-0888
Fax: (562)590-9090
Web: www.sinotransagency.com

Sonoma CRM, Inc.

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

Team Ocean Services, Inc.

639 W. Broadway
Winnsboro, TX 75494
(903)342-0985
(800)475-4914
Fax: (903)342-3604
Web: www.teamoceanservices.com

Totem Ocean Trailer Express Inc.

PO Box 4129
Federal Way, WA 98063-4129
(253)449-8100
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
PO BOX 1620
Seaford, DE 19973

302-253-3935
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.2wglob.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 St.
New York, NY 10004
(212)747-8550
Fax: (212)747-8558
Web: www.watermansteamship.com

Yang Ming Line

Newport Office Tower
525 Washington Blvd.
Jersey City, NJ 07310
(201)222-8899
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: zim.com

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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
800-541-7722
Fax: 909-652-5017
Web: www.megatruX.com

Port of Long Beach

925 Harbor Plaza
Long Beach, California
90802
(562)590-4122
Fax: (562)901-1735
Web: www.polb.com

Port of Los Angeles

425 S Palos Verdes St.
PO Box 151
San Pedro, California
90733-0151
(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, Florida
32920
(321)394-3211
(888)767-8226
Fax: (321)783-3748
Web: www.portcanaveral.org

Jacksonville Port Authority

P.O. Box 3005
Jacksonville, Florida 32206
(904)630-3070
(800)874-8050
Fax: (904)630-3066
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)523-3404
Fax: (954)525-1910
Web: www.broward.org/port

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
Savannah, Georgia 31402
(912)964-3811
(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
70040-9715
(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. 200S
Boston, Massachusetts
02128-2909
(617)946-4429
(800)294-2791
Fax: (617)946-4466
Web: www.massport.com

MINNESOTA

The CrossGlobe Group

15521 Darling Path
Rosemount, Minnesota
55068
612-801-4732
Web: www.
crossglobegroup.com

MISSISSIPPI

Mississippi State Port Authority at Gulfport

P.O. Box 40
Gulfport, Mississippi 39502
(228)248-0022
Fax: (228)248-0027
Web: www.shipmspa.com

Port of Pascagoula

3033 Pascagoula St.
Pascagoula, Mississippi
39568
(228)762-4041
Fax: (228)764-7476
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 II, 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, New York
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
PO Box 3529
Portland, Oregon 97208
(503)944-7235
(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.scspa.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
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

Port of Richmond

5000 Deepwater Terminal Rd.
Richmond, Virginia 23234
(804)646-2020
Fax: (804)271-1524
Web: www.portofrichmond.
com

Virginia Port Authority

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

Major North American Ports

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)426-2620
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
2100 Pierre-Dupuy Ave,
Wing Number 1
Montreal, Quebec H3C 3R5
Canada
514-283-7011
Fax: 514-283-0829
Web: www.port-montreal.com

**If you purchased Air Cargo Shipping Services to, from,
or within either the United States or Canada from
January 1, 2000 to September 11, 2006, your rights
could be affected by Proposed Settlements**

What are the Settlements about?

Plaintiffs claim that Air France, KLM, Martinair, AMR Corporation, American Airlines, SAS, Japan Airlines, and numerous other air cargo carriers conspired to fix the prices of air cargo shipping services in violation of U.S. antitrust laws and Canadian competition law. A settlement with Air France, KLM, and Martinair provides \$87 million to direct purchasers to, from, or within the U.S. A settlement with AMR and American Airlines provides \$5 million to direct purchasers to, from, or within the U.S. A settlement with SAS provides \$13.93 million to direct purchasers to, from, or within the U.S. Two separate settlements with Japan Airlines provide \$12 million to direct purchasers to, from, and within the U.S. and \$738,000 CDN to direct and indirect purchasers to, from, or within Canada. The settling carriers deny liability but have settled to avoid the cost and risk of a trial.

Who is a Class Member?

You are a class member in the U.S. settlements if you purchased air cargo shipping services, directly from one or more defendants in the U.S. case, for shipments to, from, or within the U.S. You are a class member in the Canadian settlement if you purchased air cargo shipping services, from any air cargo carrier or freight forwarder, for shipments to, from, or within Canada (excluding shipments to or from the U.S.). All you need to know is in the full Notice, including information on who is or is not a class member.

Will I get a payment?

If you are a class member in the U.S. settlements and do not opt out, you will be eligible to file a claim and receive a claim form and a payment at a future date. Canadian Class Counsel will petition to have the Canadian fund held in trust for future benefit of the Canadian classes.

What are my rights?

If you do not want to take part in the U.S. settlements, you have the right to opt out. To opt out of the U.S. settlements, you must do so by January 18, 2011. The deadline to opt out of the Canadian proceeding expired on November 12, 2008. Class members have the right to object to the U.S. and/or Canadian settlements. If you object, you must do so by February 11, 2011 for the U.S. settlements and by January 3, 2011 for the Canadian settlement. You may speak to your own attorney at your own expense for help.

A Final Approval Hearing to consider approval of the U.S. settlements and request for litigation expenses will be held at the United States District Court for the Eastern District of New York on March 3, 2011. Final Approval Hearings to consider approval of the Canadian settlement and request for fees and disbursements will be held at the Ontario Superior Court of Justice on January 13, 2011; the Québec Superior Court on March 3, 2011; and the Supreme Court of British Columbia on February 15, 2011.

For more information on how to opt out of the U.S. settlements or object or the locations and times of the Hearings, visit www.AirCargoSettlement2.com or call toll-free 1-888-291-9655. Outside the U.S. and Canada, call 1-614-553-1296 (toll charges apply).

This is a Summary, where can I get more information?

You can get complete Settlement information, including a copy of the full Notice, by registering at www.AirCargoSettlement2.com, calling the number below, or writing to Air Cargo Settlement 2, c/o The Garden City Group, Inc., P.O. Box 9380, Dublin, OH 43017-4280, USA.

Third-Party Services

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

Anderson Trucking Service, Inc.



725 Opportunity Drive
St Cloud, MN 56301
320-255-7400
800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

Company Description: With over 55 years of service excellence, Anderson Trucking Service, Inc (ATS) offers customers a true one call ships all transportation solution. We focus on customer needs, professional

drivers, providing unparalleled customer care, state-of-the-art technology, modern equipment and over 40 offices and trailer yard around the globe.

BNSF Logistics, LLC



4700 South Thompson
Suite A202
Springdale, AR 72764
888-285-4514
888-285-4514
Email: sales@bnsflogistics.com
Web: www.bnsflogistics.com

Services/Products: Transportation intermediary, freight forwarder, customs broker, indirect air carrier, ocean transport intermediary, air charter, ground expedite, LTL, intermodal, refrigerated, flatbed, over-dimensional, rail, supply chain consulting.

Con-way Multimodal

2211 Old Earhart Road Ann
Arbor, MI 48105
800-763-2222
Email: buyersguide@con-way.com
Web: www.con-way.com/multimodal

Services/Products: Con-way Multimodal, a division of Menlo Worldwide Logistics, provides expanded freight brokerage capabilities and services in the third-party logistics and multimodal freight transportation business, focusing on flexible, efficient capacity solutions for the marketplace. Con-way Multimodal complements Menlo's best-in-class 3PL and 4PL services for

large customers by offering leverage and personal attention to small- and medium-sized buyers of logistics and transportation. Through its network of more than 15,000 carriers, Con-way Multimodal arranges resources to meet the capacity needs of its shippers using over-the-road, intermodal, dry van, flatbed, heavy haul and specialized transportation solutions.

CT Logistics

12487 Plaza Drive
Cleveland, OH 44130
216-267-2000
800-243-4100
Fax: 216-267-5945
Email: sales@ctlogistics.com
Web: ctlogistics.com

Services/Products: CT Logistics is a multi-faceted organization with its core competencies in the transportation and logistics management arena. CT Logistics provides products, services and software applications to the shipper and carrier communities. CT Logistics customizes solutions and produces multi faceted applications that encompass the most advanced software, systems, services, technology and support that our expert staff can deliver to our clients' supply chain operations worldwide. Services include Electronic Routing Guides, Pre Audit, PostAudit, Rating software, often producing over 23 % in real savings. Since 1923, CT Logistics / CT Global Freight Audit has provided each customer finest in-depth reporting, payment protection and BI.

Damco



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

Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Management, Warehousing & Distribution.

Company Description:

Damco is one of the world's leading providers of freight forwarding, customs brokerage, and supply chain management services. For more than 20 years, we have been providing our customers with transportation and logistics solutions wherever they are in the world. We have 280 owned offices across 90 countries with representation in 120 countries in Africa, Asia, Australia, North America, Europe, Middle East, and Latin America. Damco manages over 2.3 million TEUs of ocean freight and supply chain.

Delta Logistics, Inc.

PO Box 1034
1426 Lee Street
Greenville, TX 75403
903-4554602
800-240-2654
Fax: 903-2420-2654
Email: rade@argontech.net
Web: www.deltalogistics.com

Services/Products: Delta Logistics

tics, a full service 3PL company, furnishes a myriad of options for commercial and agriculture warehousing, fulfillment, distribution, and transportation. Our Tracker information management system provides real time inventory and reports for our clients via a secured portal. Delta's quality driven team is committed to on-time delivery of solutions to any logistics requirements at the right price. *Dallas Business Journal* has published Delta Logistics in the "top" Metroplex Warehouse Providers in 2005, 2006, 2007, 2008, and 2009. Delta is a proven and reliable source ready to serve your firm.

Inmar



2601 Pilgrim Court
Winston Salem, NC 27106
336-631-2500
Email: solutions@inmar.com
Web: www.inmar.com

Services/Products: Inmar is North America's leading provider of technology-driven solutions that enable our clients to manage the physical, financial and information flows within the supply chain.

Reverse Logistics: Returns Management; Recall Management; Asset Recovery & Liquidation; Supply Chain Analysis & Consulting.

Promotion Services: Digital Promotions; Coupon Processing; Rebate Management; Fulfillment Services; Sweepstakes Management; Promotions Consulting.

Menlo Worldwide Logistics

2855 Campus Drive, Suite 300
San Mateo, CA 94403-2512
650-378-5200
Email: buyersguide@con-way.com

Web: www.menloworldwide.com

Services/Products: Menlo Worldwide Logistics is a global provider of warehousing, transportation management and supply chain services with operations on five continents. As a third-party logistics provider, Menlo's services range from

dedicated contract logistics to warehouse and distribution management, transportation management, supply chain reengineering and value-added services including packaging, kitting and light assembly through a strategic network of multi-client and dedicated facilities. With more than 17 million square feet of warehouse space in North America, Asia/Pacific, Europe and Latin America lean processes, and industry-leading technologies, Menlo creates effective, integrated solutions for any transportation and distribution needs.

Saddle Creek Corporation



3010 Saddle Creek
Road Lakeland, FL 33801
863-665-0966
888-878-1177
Fax: 863-666-8295
Email: info@saddlecrk.com
Web: www.saddlecrk.com

Services/Products: Assembly/light manufacturing, brokerage, contract warehousing, dedicated fleet, domestic services, foreign trade zone capability, freight consolidation, inventory management/control, network design, order fulfillment, packaging, pick & pack, public warehousing, regional warehousing, secondary packaging, site selection, specialized delivery, transportation services, regional transportation.

Sunteck Transport Group

6413 Congress Avenue
Suite 260
Boca Raton, FL 33487
561-988-9456
800-759-7910
Fax: 561-994-8033
Email: russ.dixon@suntecktransport.net
Web: www.

suntecktransportgroup.com

Services/Products: Sunteck Transport Group is a non-asset based transportation services company, providing transportation capacity and related transportation services through its agent network to shippers

throughout the U.S. and, to a lesser extent, Canada. Sunteck's services include ground transportation coast-to-coast, and local pick-up and delivery. Sunteck has agreements with less-than-truckload, contract carriers, truckload common carriers and independent owner-operators to service its customers' needs quickly and effectively.

Total Logistic Control

10717 Adams St
Suite 200
Holland, MI 49423
800-333-5599
Email: info@totallogistic.com
Web: www.totallogistic.com
Contract (Dedicated) and Shared (Public) Warehousing, Distribution, Facility and Network Design, Model Optimization; Contract and Secondary Packaging; TMS-Transportation Management, Dedicated Contract Carriage, Intermodal & Rail. We have a solution for any part of your supply chain.

4 Way Logistics, Inc.

2303 Camino Ramon, Suite 202
P.O. Box 128
San Ramon, CA 94583
925-830-8900
800-282-4990
Fax: 925-830-8363
Web: www.4way.com

A. Anastasio & Sons

Trucking Co., Inc.
80 Middletown Ave.
New Haven, CT 06513
(203)787-5746
Fax: (203)782-9354
Web: www.aanastasio.com

A.G.O. Transportation

Partner: United Shipping
500 Lepine
Dorval, Quebec H9P 2V6
Canada
514-631-6456
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)524-5970
Web: www.anderinger.com

Anderson Trucking Service, Inc.



725 Opportunity Drive
St Cloud, MN 56301
320-255-7400, 800-328-2316
Fax: 320-255-7494
Email: sales@atsinc.com
Web: www.atsinc.com

Services/Products: Specialized, Flatbed, Heavy Haul, Wind Energy Services, International Services, Logistics Services, Transportation Management, Supply Chain Solutions, In-house Permits, Expedited Service, Hazardous-Materials Carrier, Long Haul Heavy Lift Services, Break Bulk Services, Container Services, Through service to Puerto Rico, Hawaii, Alaska, Vessel Charter Service, Barge Charter Service, Intermodal Services, Load Consolidation, NVOCC, Rail Service National, Shippers Agent, Single Bill-of-Lading, Warehousing, Freight Forwarding, Consulting Services, On-Site Personnel, Project Management, Shipping to North America, Shipping to Caribbean, Shipping to Europe, Shipping to Asia, Contract Carrier, Canada, Mexico, Regional Carrier, Truckload, 24/7 Load Tracking, Cross Docking, Pick up & Delivery, Lay Down Services, Global Transportation.

Company Description: With over 55 years of service excellence, Anderson Trucking Service, Inc (ATS) offers customers a true one call ships all transportation solution. We focus on customer needs, professional drivers, providing unparalleled customer care, state-of-the-art technology, modern equipment and over 40 offices and trailer yard around the globe.

Access Business Group

Access Logistics
7575 Fulton St. E.
55-1E
Ada, MI 49355
(616)787-5578
(800)879-2732
Fax: (616)787-7223
Web: www.accessbusinessgroup.com

Third-Party Services

Acme Distribution Centers

18101 E. Colfax Ave.
Aurora, CO 80011
(303)340-2100
Fax: (303)340-2424
Web: www.acmedistribution.com

Adams Warehouse and Delivery

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
Hazlet, NJ 07730
(732)739-2323
Fax: (732)739-4154
Web: www.awco.com

AFMS Logistics Management Group

10260 SW Greenburg Rd.
Ste. 1020
Portland, OR 97223
(503)246-3521
(800)246-3521
Fax: (503)246-9244
Web: www.afms.com

AFS Logistics, LLC.

PO Box 18170
Shreveport, LA 71138-1170
(318)798-2111
Fax: (318)798-2105
Web: www.afslogistics.com

Agility Logistics

1251 E Dyer Rd.
Santa Ana, CA 92705-5639
714-513-3000
Fax: 714-513-3130
Web: www.agilitylogistics.org

AIT Worldwide Logistics, Inc.

701 N. Rohlwing Rd.
P.O. Box 66730
Itasca, IL 60191
630-766-0711

800-323-6649
Fax: 630-766-0205
Web: www.aitworldwide.com

Alliance Shippers, Inc.

World Wide Logistics &
Transportation Services
15515 S. 70th Ct.
Orland Park, IL 60462
(708)802-7000
(800)883-7447
Fax: (708)802-5253
Web: www.alliance.com

Allied Distribution, Inc.

P.O. Box 607
Eagle River, WI 54521
(715)479-3530
Fax: (715)479-3551
Web: www.warehousenetwork.com

Allied Warehousing Services, Inc.

20 26th St.
Huntington, WV 25703
(304)523-2131
Fax: (304)523-9531
Web: www.alliedlogistics.com

American Relocation & Logistics

13565 Larwin Circle
Santa Fe Springs, CA 90670
(562)229-3600
Fax: (562)926-6151
Web: www.american-moving.com

American Transloading Services, Inc.

13831 South Emerald Avenue
Chicago (Riverdale), IL 60827
239-389-7896
Fax: 239-389-7897
Web: www.americantransloading.com

AmeriCold Logistics, L.L.C.

10 Glenlake Pkwy, S., Ste. 800
Atlanta, GA 30328
(678)441-1400
Fax: (678)441-6847
Web: www.americold.net

Amware Logistics Services, Inc.

936 Chambers Ct. #A-11
P.O. Box 5259
Eagle, CO 81631
(970)337-7000
Fax: (970)337-7007
Web: www.AmwareLogistics.com

APL Logistics

16220 N. Scottsdale Road
Suite 400
Scottsdale, AZ 85254
602-586-4800
Fax: 602-586-4861
Web: www.apllogistics.com

Armstrong & Associates, Inc.

100 Business Park Circle
Ste. 202
Stoughton, WI 53589
(608)873-8929
(800)525-3915
Fax: (608)873-5509
Web: www.3plogistics.com

Arnold Logistics

4410 Industrial Park Rd.
Camp Hill, PA 17011
(717)731-4374
(800)967-3914
Fax: (717)761-6688
Web: www.arnoldlogistics.com

Aspen Distribution, Inc.

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

Associated Global Systems

3333 New Hyde Park Rd.
Ste. 207
New Hyde Park, NY 11042
516-627-8910
800-645-8300
Fax: 516-627-6051
Web: www.agsystems.com

Warehouses, Inc.

1740 W. Katella Ave. Ste. M
Orange, CA 92867
714-538-5990
Fax: 714-538-8156
Web: www.awilogistics.com

ASW Global, LLC

3375 Gilchrist Rd.
Mogadore, OH 44260
330-733-6291
888-363-8492
Fax: 330-733-5196
Web: www.aswservices.com

ASW Services

ASW Supply Chain Services
3375 Gilchrist Rd
Akron, OH 44260
(330)733-2400
(888)363-8492
Fax: (330)733-5196
Web: www.aswservices.com

ATC Logistics & Electronics

13500 Independence Pkwy.
Ft. Worth, TX 76177
(817)491-7727
(800)466-4202
Fax: (972)466-6345
Web: www.atcle.com

Atlanta Bonded Warehouse Corp.

3000 Cobb International Blvd.
Kennesaw, GA 30152
(770)425-3000
Fax: (770)424-1440
Web: www.atlantabonded.com

Atlas Logistics Services USA

Div. Atlas Cold Storage
1420 Greenwood Rd.
McDonough, GA 30253
(678)432-6729
Fax: (678)432-7493
Web: www.atlascold.com

Averitt Express

1415 Neal St.
P.O. Box 3166
Cookeville, TN 38502
931-526-3306
1-800-AVERITT
Fax: 931-520-5603
Web: www.averittpress.com

Barrett Distribution Centers

15 Freedom Way
Franklin, MA 02038
(508)553-8800
(800)279-1801
Fax: (508)553-2929
Web: www.barrettdistribution.com

BAX Global Inc.

One Air Cargo Parkway East
Swanton, OH 43558
419-867-9911
866-744-7282
Web: www.baxfn.com

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Third-Party Services

Bay Cities Warehouse Co., Inc.

31474 Hayman St.
Hayward, CA 94544
(510)471-9770
Fax: (510)471-3755
Web: www.baycitieswarehouse.com

BDP International, Inc.

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

Bekins Logistics

2501 Expedition Court
Sioux City, IA 51111
(877)258-5588
Fax: (712)258-8380
Web: www.bekinslogistics.com

Bender Group

345 Parr Circle
P.O. Box 11430
Reno, NV 89512
(775)788-8800
(800)621-9402
Fax: (775)788-8811
Web: www.bendergroup.com

BNSF Logistics, LLC



4700 South Thompson
Suite A202
Springdale, AR 72764
888-285-4514
888-285-4514
Email: sales@bnsflogistics.com
Web: www.bnsflogistics.com

Services/Products: Transportation intermediary, freight forwarder, customs broker, indirect air carrier, ocean transport intermediary, air charter, ground expedite, LTL, intermodal, refrigerated, flatbed, over-dimensional, rail, supply chain consulting.

Broussard Logistics, LLC

5151 Katy Freeway Ste 310
Houston, TX 77007
713-926-9053
866-367-0011
Fax: 713-926-9641
Web: www.broussardlogistics.com

Bulk Plus Logistics

2284 Wyecroft Rd.
Oakville, ON L6L 6M1
Canada
(905)469-2120
Fax: (905)827-1608
Web: www.bulkplus.com

C.H. Robinson Worldwide

14701 Charlson Rd., Ste. 1700
Eden Prairie, MN 55347-5045
952-683-3700
800-CHRLOGI
Fax: 952-937-6740
Web: www.chrobinson.com

Calbrock Enterprises Ltd.

105 Strowger Blvd.
P.O. BOX 596
Brockville, ON K6V 5V7
Canada
(613)345-2320
Fax: (613)345-0331
Web: www.leslee.com

Capitol Logistics, LLC

Capitol Warehousing Corp.
4461 Duraform Ln.
P.O. Box 378
Windsor, WI 53598
(608)846-9310
(800)798-7654
Fax: (608)846-4481
Web: www.capitolwhse.com

Cardinal Logistics Management Corporation

5333 Davidson Hwy.
Concord, NC 28027
704-786-6125
800-800-8293
Fax: 704-788-6618
Web: www.cardlog.com

Cargo International Logistics, Inc.

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

Carrier Industries Inc.

Div. Shevell Group
145 Talmadge Rd.
Edison, NJ 08817
(732)287-7930
(888)293-2619
Fax: (732)287-9377
Web: www.carrierindustries.com

CaseStack

2850 Ocean Park Blvd., Ste. 100
Santa Monica, CA 90405
310-473-8885
866-828-7120
Fax: 310-943-4137
Web: www.casestack.com

Caterpillar Logistics Services, Inc.

500 N. Morton Ave.
P.O. Box 474
Morton, IL 61550-0474
(309)266-0158
Fax: (309)266-4420
Web: www.CatLogistics.com

CEVA Logistics

Contract Logistics
10751 Deerwood Park Blvd.
Ste. 200
Jacksonville, FL 32256
(904)928-1400
(888)564-4789
Fax: (904)680-1538
Web: www.us.cevalogistics.com

CFI Logistica

Incalpa No. 91
Tlaquepaque, JL 45615
Mexico
(33) 1253-3600
Web: www.con-way.com

CHEP

8517 South Park Cir.
Orlando, FL 32819
(407)370-2437
Fax: (407)355-6211
Web: www.chep.com

Choice Logistics

733 Third Avenue
15th Floor
New York, NY 10017
(212)370-1999
Web: www.choicelogistics.com

CMR Group, LLC

2483 Demere Rd., Ste. 203
St. Simons Island, GA 31522
(912)634-1000
(888)267-8648
Fax: (912)634-9888
Web: www.cmrgroupllc.com

Cogistics, Inc.

2525 Drane Field Rd.
Ste. #25
Lakeland, FL 33811
(863)647-9389
Fax: (863)647-9379
Web: www.cogistics.com

Columbian Logistics Network

900 Hall St., S.W.
Grand Rapids, MI 49503
(616)514-6000
(888)609-8542
Fax: (616)514-5990
Web: www.columbian.us

Concert Group Logistics, Inc

1430 Branding Ave
Suite 150
Downers Grove, IL 60515
630-795-1300
866-245-7447
Fax: 630-795-1492
Web: www.cglship.com

Con-way Multimodal

2211 Old Earhart Road Ann
Arbor, MI 48105
800-763-2222
Email: buyersguide@con-way.com
Web: www.con-way.com/multimodal

Services/Products: Con-way Multimodal, a division of Menlo Worldwide Logistics, provides expanded freight brokerage capabilities and services in the third-party logistics and multimodal freight transportation business, focusing on flexible, efficient capacity solutions for the marketplace. Con-way Multimodal complements Menlo's best-in-class 3PL and 4PL services for large customers by offering leverage and personal attention to small- and medium-sized buyers of logistics and transportation. Through its network of more than 15,000 carriers, Con-way Multimodal arranges resources to meet the capacity needs of its shippers using over-the-road, intermodal, dry van, flatbed, heavy haul and specialized transportation solutions.

Cornerstone Systems

3250 Players Club Parkway
Memphis, TN 38125
901-842-0660
800-278-7677
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Web: www.cornerstonesystems.com

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SAVED OVER
\$4.4 MILLION
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ITS NORTH AMERICAN
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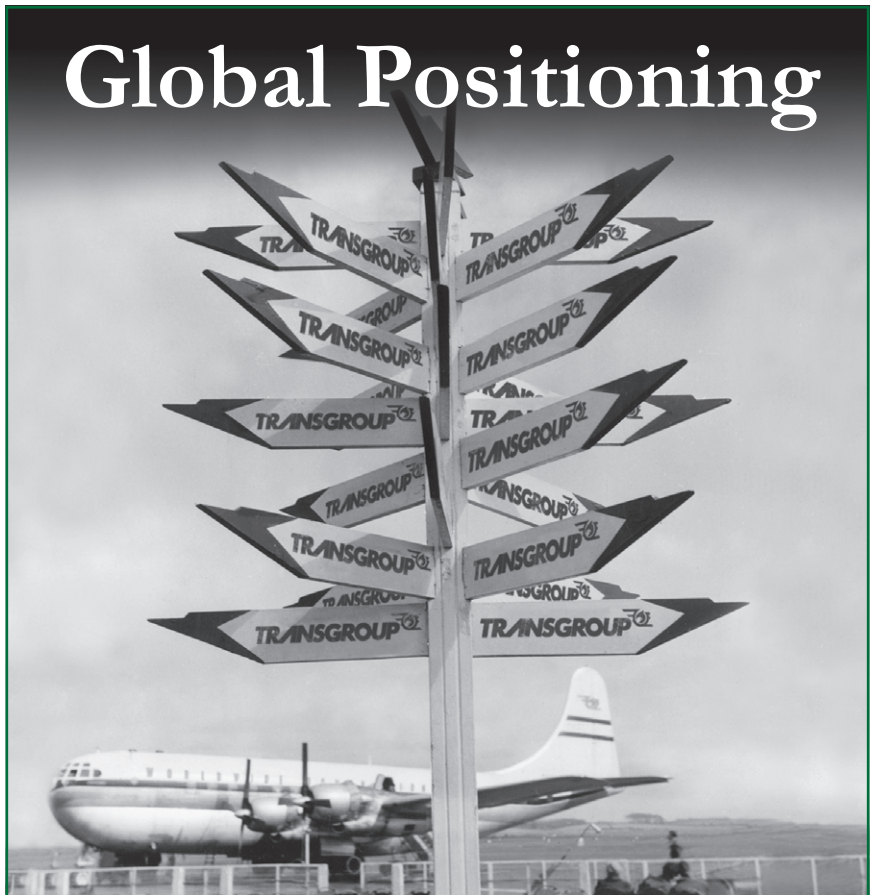
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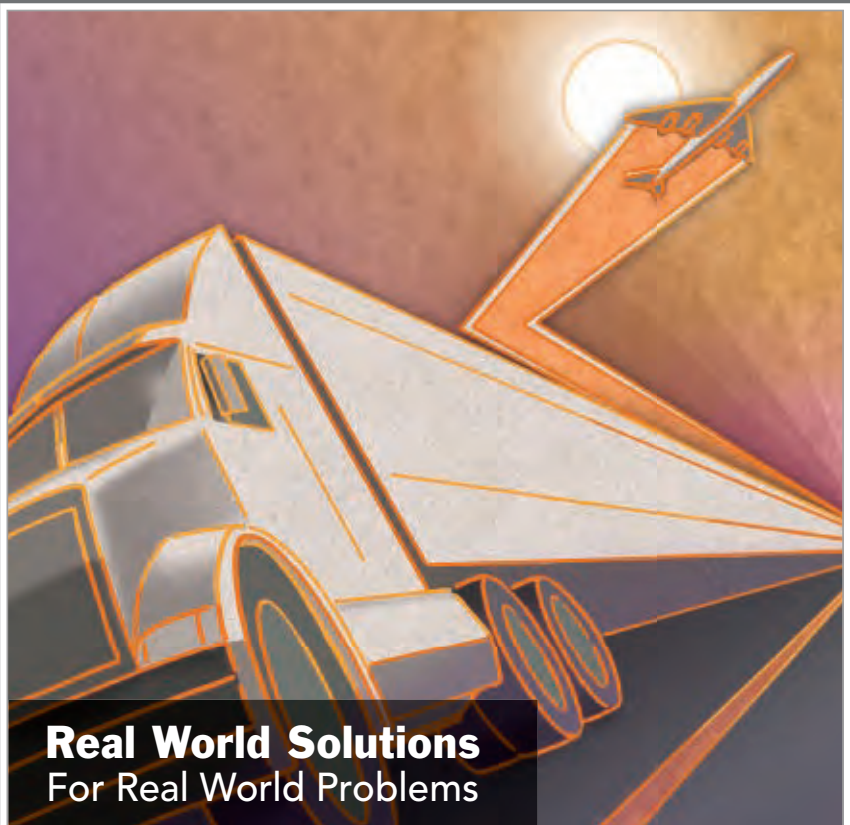
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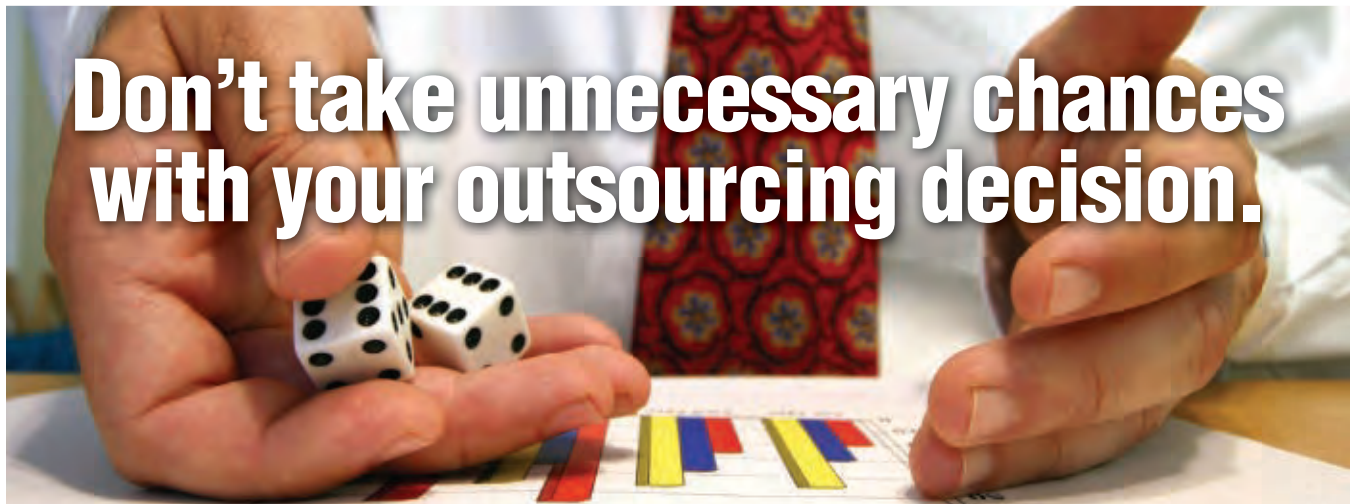
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Services/Products: Airfreight, Sea-Air, Compliance, Consolidation, Customs House Brokerage, ISF filing, Freight Forwarder, Green Logistics, Ocean Freight, Supply Chain Development, Supply Chain Management, Transloading, Trucking, Vendor Manage-

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Services/Products: 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.

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Web: www.logility.com

Services/Products: 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.

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Rutherford, NJ 07073
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Services/Products: Management Dynamics' Global Trade Management (GTM) software suite provides a complete, on-demand, enterprise-class solution for managing all facets of a global supply chain operation. The GTM Suite is comprised of supply chain networking services to interconnect trading partners; specialized execution applications to manage suppliers, optimize global transportation, ensure trade compliance, and automate key aspects of trade finance; and, a supply chain visibility and performance management solution for timely resolution of operational issues as well as a data warehouse and analytical tools for advanced decision support.

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Services/Products: 4SIGHT is a full-service Supply Chain consulting and systems integration firm that offers seasoned supply chain professionals. We have implemented more than 40+ supply chain software applications specializing in WMS, TMS, LMS, OMS, WCS and Network Optimization. Other services include Business Case Development, Operational Assessments, Supply Chain Strategy, Software Evaluations & Selections, Logistics Network Optimizations, Transportation Assessments, Labor Standards Engineering, Freight Contract Negotiations and more. 4SIGHT is also a certified Vocollect Systems Integrator in VoiceDirect and VoiceLink. 4SIGHT are Experts In Delivering Supply Chain Solutions!

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Services/Products: 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.

Logistics Management Services

4906 Laurel Spring Dr.
Roswell, GA 30075
770-587-2051
Fax: 770-587-2051

Logistics Management Solutions (LMS)

One City Place Dr.
Suite 415
St. Louis, MO 63141
(314)692-8886
(800)355-2153
Fax: (314)692-0788
Web: www.lmslogistics.com

Logistics Planning Associates, LLC

253 Main St., #178
Matawan, NJ 07747
(732)887-4958
(800)472-0233
Fax: (973)854-2742
Web: www.psiplanner.com

LXE Inc.

125 Technology Pkwy.
Norcross, GA 30092
770-447-4224
800-664-4593
Fax: 770-446-9160
Web: www.lxe.com

Management Dynamics



One Meadowlands
Plaza East
Rutherford, NJ 07073
201-935-8588
Fax: 201-935-5187
Email: Solutions@ManagementDynamics.com
Web: www.ManagementDynamics.com

Services/Products: Management Dynamics' Global Trade Management (GTM) software suite provides a complete, on-demand, enterprise-class solution for managing all facets of a global supply chain operation. The GTM Suite is comprised of supply chain networking services to interconnect trading partners; specialized execution applications to manage suppliers, optimize global transportation, ensure trade compliance, and automate key aspects of trade finance; and, a supply chain visibility and performance management solution for timely resolution of operational issues as well as a data warehouse and analytical tools for advanced decision support.

Manhattan Associates

2300 Windy Ridge Parkway
7th Floor
Atlanta, GA 30339
(678)597-7091
Fax: (770)955-0302
Web: www.manh.com

Marten Transport Ltd.

129 Marten St.
Mondovi, WI 54755
715-926-4216
800-395-3000
Fax: 715-926-5609
Web: www.marten.com

Maves International Software

165 Commerce Valley Dr. W.
Ste. 100
Thornhill, ON L3T 7V8
Canada
(905)882-8300
Fax: (905)882-1550
Web: www.maves.com

Megatrux, Inc.

Megatrux Express
9449 8th Street
Rancho Cucamonga, CA 91730
800-544-8831
800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

Mercury Gate

1654 Old Apex Rd.
Cary, NC 27513
919-469-8057
Fax: 919-469-8027
Web: www.mercurygate.com

MicroAnalytics, Inc.

2200 Clarendon Blvd.
Ste. 1002
Arlington, VA 22201-3364
(703)841-0414
(800)387-8530
Fax: (703)527-1693
Web: www.bestroutes.com

Microsoft Dynamics

One Microsoft Way
Redmond, WA 98052
(701)281-6500
(888)477-7989
Web: www.microsoft.com/
dynamics/industry

MoTech Software

38 Meadowlands Pkwy.
Secaucus, NJ 07094
(630)388-8329

Fax: (201)223-4994
Web: www.MoTechSoftware.com

National Logistics Management

14320 Joy Rd.
Detroit, MI 48228
(866)656-4266
Web: www.nlmi.com

National Traffic Consultants Inc.

4130 Cahuenga Blvd. #225
Universal City, CA 91602-2847
(818)432-4516
(800)776-8739
Fax: (818)432-4526
Web: www.ntc-inc.com

Nebraska Warehouse

10064 South 134th St.
Omaha, NE 68138
402-896-2200
Fax: 402-896-2201
Web: www.nebraskawarehouse.com

New Breed Logistics

4043 Piedmont Pkwy.
High Point, NC 27265
(336)232-4100
866-4-NEW-BREED
Web: www.newbreed.com

Nextel Communications

2001 Edmund Halley Drive
Reston, VA 20191
(703)433-4400
Web: www.nextel.com/
transportation

NoWaitFreight

PO Box 15374
Fort Wayne, IN 46885
(260)579-5343
Fax: (954)574-9304
Web: http://nowaitfreight.com

NTE, LLC

2S031 Lexington Ct.
Warrenville, IL 60555
(630)998-5300
(877)466-8346
Fax: (858)453-9029
Web: www.nte.com

Oceanwide, Inc.

87 Prince St., 6th Fl.
Montreal, Qc H3C 2M7
Canada
(514)289-9090
(888)289-7744

Fax: (514)289-1909
Web: www.oceanwide.com

One Network Enterprises

4055 Valley View Ln.
Dallas, TX 75244
972-385-8630
866-302-1936
Fax: 972-385-1666
Web: www.onenetwork.com

Oracle Corp.

500 Oracle Pkwy.
Redwood Shores, CA 94065
(650)506-7000
(800)633-0737
Fax: (650)506-7720
Web: www.oracle.com

PEAK Technologies, Inc.

9200 Berger Rd
Columbia, MD 21046
(410)312-6000
(888)275-7325
Fax: (410)309-6219
Web: www.peaktech.com

Pelican Products

23215 Early Ave.
Torrance, CA 90505
310-326-4700
800-473-5422
Fax: 310-534-4696
Web: www.pelican.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

Pitney Bowes Distribution Solutions

10800 Lyndale Avenue South
Suite 300
Bloomington, MN 55420
(952)885-7116
(800)888-6226
Fax: (952)885-7220
Web: www.
pbdistributionsolutions.com

Printronic, Inc.

14600 Myrford Rd.
Irvine, CA 92606-1005
(714)368-2300
(800)665-6210
Fax: (714)368-2600
Web: www.printronix.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

Provia Software

5460 Corporate
Grove Blvd. SE
Grand Rapids, MI 49512
(616)285-3311, (877)776-8421
Fax: (616)285-3312
Web: www.provia.com

Psion Teklogix, Inc.

1810 Airport Exchange Blvd.
Ste. 500
Erlanger, KY 41018
(859)371-6006
(800)322-3437
Fax: (859)371-6422
Web: www.pSIONteklogix.com

Qualcomm Incorporated

5775 Morehouse Dr.
San Diego, CA 92121
(858)587-1121
(800)348-7227
Fax: (858)658-2100
Web: www.qualcomm.com/qwbs

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

Rand McNally & Company

Transportation Data Management
8255 N. Central Park
Skokie, IL 60076
(847)673-0470
(800)234-4069
Fax: (847)673-8995
Web: www.trucking.randmcnally.com

The Raymond Corporation

South Canal St.
Greene, NY 13778
(607)656-2311
(800)235-7200
Fax: (607)656-9005
Web: www.raymondcorp.com

RedPrairie Corporation

20700 Swenson Dr.
Waukesha, WI 53186
(262)317-2000
(877)733-7724
Fax: (262)317-2001
Web: www.redprairie.com

Retrotech, Inc.

PO Box 586
Fishers, NY 14453
585-924-6333
866-915-ASRS
Fax: 585-924-6334
Email: sales@retrotech.com
Web: www.retrotech.com

Services/Products: We offer comprehensive automated material handling systems design, simulation, integration, installation and support services & turnkey material handling systems to support greenfield facility development. We also modernize existing ASRS systems to extend their life and value.

RF-SMART

1650 Prudential Drive
Suite 300
Jacksonville, FL 32207
904-399-8500
800-676-4427
Fax: 904-398-7855
Web: www.rfsmart.com

RFIDSupplyChain.com

1518 Shelton Dr.
Mishawaka, IN 46544
(574)256-5228
(800)966-7343
Fax: (480)275-3274
Web: www.rfidsupplychain.com

RMI

1819 Peachtree Rd.
Suite 303
Atlanta, GA 30309
404-355-6734
Fax: 404-352-8814
Web: www.railcarmgt.com

Robocom Systems International

1111 Broadhollow Rd.
Suite 100
Farmingdale, NY 11735
631-753-2180
Fax: 631-249-2831
Web: www.robocom.com

Royal 4 Systems

5000 Spring St. Ste. 415
Long Beach, CA 90815
562-420-9594
1-888-8royal4
Fax: 562-420-7818
Web: www.royal4.com

RVB Systems Group

6952 Wade Dr.
Cary, NC 27519
(919)362-5211
Fax: (919)362-8755
Web: www.barcode-solutions.com

Ryder

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

SAP America, Inc.

3401 Hillview Ave.
Palo Alto, CA 94304
(650)849-4000
(800)872-1727
Fax: (650)849-4200
Web: www.sap.com/scm

SAS Institute Inc.

SAS Campus Dr.
Cary, NC 27513
(919)677-8000
(866)270-5734
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: sato-sales@satoamerica.com
Web: www.satoamerica.com

Services/Products: SATO is a pioneer and leading global provider of integrated Automatic Identification and Data Collection solutions that leverage barcode and RFID technologies. SATO manufactures innovative, reliable auto-identification systems and offers complete solutions to businesses by integrating hardware, software, media supplies and maintenance services. Customers rely on SATO for accuracy, labor and resource savings helping to preserve the environment.

Savi Technology

615 Tasman Dr.
Sunnyvale, CA 94089
(408)743-8000
(888)994-7284
Fax: (408)543-8650
Web: www.savi.com

ScanData Systems, Inc.

4424 Tuller Road
Dublin, OH 43017
(614)766-6622
Fax: (614)766-0065
Web: www.scandata.com

Schaefer Systems International, Inc.

10021 Westlake Dr.
P.O. Box 7009
Charlotte, NC 28241
704-944-4500
Fax: 704-944-4567
Web: www.ssi-schaefer.us

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

ShipLogix

2505 Second Ave.
Ste. 405
Seattle, WA 98121
(206)441-8782
(888)486-7447
Fax: (206)441-9067
Web: www.shiplogix.com

SICK, Inc.

6900 West 110th Street
Minneapolis, MN 55438
952-941-6780
800-325-7425
Fax: 952-941-9287
Email: info@sick.com
Web: www.sickusa.com

Services/Products: SICK is one of the world's leading manufacturers of sensors, safety systems, machine vision and automatic identification products for industrial automation. Leveraging a 60-year history of innovation, SICK is dedicated to providing solutions to a variety of industries, including logistics, automotive, airline, packaging, manufacturing, and material handling.

SkyBitz, Inc.

22455 Davis Dr., Ste. 100
Sterling, VA 20164
(703)478-3340, (877)275-9248
Fax: (703)478-3301
Web: www.skybitz.com

SmartTurn

201 mission St.
Suite 1400
San Francisco, CA 94105
(415)685-4200
Fax: (415)685-4201
Web: www.smartturn.com

SMC3

500 Westpark Dr.
P.O. Box 2040
Peachtree City, GA 30269
770-486-5800, 800-845-8090
Fax: 770-486-7649
Web: www.smc3.com

Sprint

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

Sterling Commerce



4600 Lakehurst Court
Dublin, OH 43016
614-793-7000, 800-299-4031
Email: inquiry@us.ibm.com
Web: www.sterlingcommerce.com

Services/Products: Sterling Commerce, an IBM Company, helps organizations worldwide optimize and extend their dynamic business networks with their customers, partners and suppliers so they can increase revenues, reduce costs and protect their brand. Our integration solutions connect people, processes and information for seamless and secure integration with any partner, any system, anywhere. Our selling and fulfillment solutions streamline the entire commerce lifecycle to enhance the way our customers do business, so they can sell and fulfill any offer, across any channel, from any supplier. To complement our proven software solutions, we offer comprehensive education, implementation and support services.

Stratum Global, Inc.

2329 W. Main St.
Ste. 300
Littleton, CO 80120
(303)730-7343
Fax: (303)730-7344
Web: www.stratumglobal.com

Swisslog

Software Division
101 Billerica Ave.
Bldg. 5
North Billerica, MA 01862
(978)663-9840
(800)783-9840
Fax: (978)670-9840
Web: www.swisslog.com

Symbol Technologies, Inc.

1 Symbol Plaza
Holtzville, NY 11742
(631)738-2400
(800)722-6234
Fax: (631)738-5990
Web: www.symbol.com

TAGSYS

196 W. Ashland St.
Doylestown, PA 18901
(267)895-1750
(877)550-7343
Fax: (267)895-1751
Web: www.tagsysrfi.d.com

TECSYS, Inc.

1 Place Alexis Nihon
Suite 800
Montreal, QC H3Z 3B8 Canada
514-866-0001, 800-922-8649
Fax: 514-866-1805
Email: info@tecsys.com
Web: http://www.tecsys.com

Services/Products: TECSYS' Visual WMS. TECSYS is a leading provider of supply chain execution software solutions to the healthcare, 3PL and high-volume distribution industries.

TECSYS' Warehouse Management Software (WMS) is a robust and feature-rich solution that empowers management to improve service levels, throughput volumes, warehousing costs and profitability. TECSYS' WMS major advantages include:

- Visual Logistics: visual, dynamic cues that allow workers to perform tasks more efficiently and accurately.
- Real Scalability: across all sizes of distribution operations using one application.
- Internet-Based: accessed from

anywhere at any time.

- Beyond the Warehouse: complemented with distribution management, transportation management and business intelligence.

Texas Cartage Warehouse, Inc.

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

TGW Systems

6870 Grand Haven Rd.
Spring Lake, MI 49456-9652
231-798-4547
Fax: 231-798-8322
Web: www.tgw-ermanco.com

Tharo Systems, Inc.

2866 Nationwide Pkwy.
P.O. Box 798
Brunswick, OH 44212-0798
330-273-4408, 800-878-6833
Fax: 330-225-0099
Web: www.tharo.com

TOPS Engineering Corp.

275 W. Campbell Rd. Ste. 600
Richardson, TX 75080
972-739-8677, 800-889-2441
Fax: 972-739-9478
Web: www.topseng.com

TradeBeam

Two Waters Park Dr.
Ste. 200
San Mateo, CA 94403-1148
(650)653-4800
Fax: (650)653-4801
Web: www.tradebeam.com

Transcore

8158 Adams Dr.
Liberty Centre, Bldg. 200
Hummelstown, PA 17036
717-561-2400
Web: www.transcore.com

TransLogistics, Inc.

290 Main St.
Royersford, PA 19468
610-792-1610
888-983-3012
Fax: 610-792-1630
Web: translogisticsinc.com

Transolutions, Inc.

22015 N. Calle Royale
Scottsdale, AZ 85255
480-473-2453

Fax: 480-473-2454
Web: www.transolutionsinc.com

Transpack Software Systems, Inc.

PO Box 816
Spring House, PA 19477-0816
(215)540-8800
Fax: (215)540-8899
Web: www.transpack.com

Transplace

3010 Gaylord Pkwy., Ste. 200
Frisco, TX 75034
479-770-7391, 888-445-9425
Fax: 479-770-7844
Web: www.transplace.com

Transport Security, Inc.

820 S. Pine St.
Waconia, MN 55387
(952)442-5625
(800)328-3442
Fax: (952)442-5625
Web: www.transportsecurity.com

TranSystems

3232 Central Park W. Dr., Ste. A
Toledo, OH 43617-3011
419-469-2279
Fax: 419-843-8609
Web: www.transystems.com

TranzAct Technologies Inc.

360 West Butterfield Rd.
Suite 400
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.

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

TSi Logistics

285 Country Club Dr.
Stockbridge, GA 30281
(770)474-1555
Fax: (770)474-5095
Web: www.tsilogistics.com

Universal Truckload Services, Inc.

12755 E Nine Mile Rd.
Warren, MI 48089
586-920-0100
800-233-9445
Fax: 800-858-0688
Web: www.goutsinc.com

Varsity Logistics

185 Berry St., Ste. 3500
San Francisco, CA 94107
(415)651-5600
(800) 438.SHIP
Fax: (415)651-5650
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 60191-1073
630-860-7300
800-843-3610
Fax: 630-616-3657
Web: www.videojet.com

Videx, Inc.

1105 NE Circle Blvd.
Corvallis, OR 97330
541-758-0521
Fax: 541-752-5285
Web: www.videx.com

Vocollect, Inc.

703 Rodi Rd
Pittsburgh, PA 15235
(412)829-8145
Fax: (412)829-0972
Web: www.vocollect.com

WAM Systems

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

Industry Organizations

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

Cowin Global USA, LLC



Formerly Carico Cowin
4211 Clubview Drive
Fort Wayne, IN 46804
260-432-6738
800-466-6738
Fax: 260-432-2461
Email: info@cowinglobal.com
Web: www.cowinglobal.com/usa

Services/Products: Cowin Global USA, formerly Carico Cowin, is a manufacturer of wire roll carts and wire containers for material handling. Our products are built to last with heavy-duty bases, bolted casters for strength and a standard electroplated finish. Our containers are truly collapsible and stackable with or without casters and our carts completely disassemble without the use of tools. Our products are ideal for warehousing, picking, and packing operations. We have locations worldwide and offer a variety of products and services for all of your material handling needs.

Pro-Line

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

Services/Products: Pro-line is a leader in Modular Ergonomic Industrial Workbenches and Workstations. From basic four leg stations to hand crank or electric height adjustable stations to top of the line technical systems we have it all. Also offering clean room, LAN stations, Retractable Ball Transfers, seating, packaging stations, benches and more. Since 1979 Pro-line has offered strength, ergonomic design and esthetics all at an affordable price, many models in stock. Our vast array of "IN STOCK" optional accessories makes it easy for you to configure a workstation to fit your needs. Visit us on the web www.1proline.com.

AIM Global

125 Warrendale-Bayne Rd.
Warrendale, PA 15086
(724)934-4470
Fax: (724)934-4495
Web: www.aimglobal.org

Air Transport Association of America, Inc.

1301 Pennsylvania Ave., N.W.
Washington, DC 20004
(202)626-4000
Fax: (202)626-4181
Web: www.airlines.org

American Association of Exporters and Importers (AAEI)

1050 17th St., NW
Suite 810
Washington, DC 200036
(202)857-8009
Fax: (202)857-7843
Web: www.aaei.org

American Association of Port Authorities

1010 Duke St.
Alexandria, VA 22314-3589
(703)684-5700
Fax: (703)684-6321
Web: www.aapa-ports.org

American Institute for Shippers' Associations, Inc.

PO Box 33457
Washington, DC 20033
(202)628-0933
Fax: (202)296-7374
Web: www.shippers.org

American Moving and Storage Association (AMSA)

1611 Duke St.
Alexandria, VA 22314
(703)683-7410
Fax: (703)683-7527
Web: www.moving.org

American Short Line Railroad Association

50 F Street, N.W.
Suite 7020
Washington, DC 20001-1536
(202)628-4500
Fax: (202)628-6430
Web: www.aslrra.org

American Society of Transportation & Logistics, Inc.

1700 Moore St.
Suite 1900
Arlington, VA 22209
(703)524-5011
Fax: (703)524-5017
Web: www.astl.org

American Trucking Associations, Inc. (ATA)

2200 Mill Rd.
Alexandria, VA 22314-4677
(703)838-1700
Fax: (703)684-5718
Web: www.truckline.com

APICS-The Association for Operations Management

5301 Shawnee Rd.
Alexandria, VA 22312-2317
(703)354-8851
(800)444-2742
Fax: (703)354-8106
Web: www.apics.org

CAN/AM Border Trade Alliance

PO Box 929
Lewiston, NY 14092
(716)754-8824
Fax: (716)754-8824
Web: www.canambta.org

Canadian Association of Importers & Exporters Inc.

438 University Ave.
Suite 1618
Toronto, ON M5G 2K8
Canada
(416)595-5333
Fax: (416)595-8226
Web: www.caie.ca

Canadian Industrial Transportation Association

68 Robertson Rd., Ste. 105
Ottawa, ON K2H 5Y8
Canada
(613)726-1577
Fax: (613)726-7139
Web: www.cita-acti.ca

Canadian International Freight Forwarders Association, Inc.

170 Attwell Dr., Ste. 480
Toronto, ON M9W 5Z5
Canada
(416)234-5100
(866)282-4332
Fax: (416)234-5152
Web: www.ciffa.com

Canadian Trucking Alliance

324 Somerset Street, West
Suite 1025
Ottawa, ON K2P 0J9
Canada
(613)236-9426
Fax: (613)563-2701
Web: www.cantruck.com

CITT

10 King St. E., Ste. 400, 4th Fl.
Toronto, ON M5C 1C3
Canada
(416)363-5696
Fax: (416)363-5698
Web: www.citt.ca

Coalition of New England Companies for Trade

11 Main St., Ste. 6
Southborough, MA 01772
(508)481-0424
(877)926-6328
Fax: (508)481-2161
Web: www.conect.org

Containerization & Intermodal Institute

BSY Associates, Inc.
960 Holmdel Rd.
Bldg. 2, Ste. 201
Holmdel, NJ 07733
(732)858-8198
(866)520-4623
Fax: (732)858-8199
Web: www.containerization.org

Council on Safe Transportation of Hazardous Articles (COSTHA)

7803 Hill House Ct.
Fairfax Station, VA 22039
(703)451-4031
Fax: (703)451-4207
Web: www.costha.com

Cowin Global USA, LLC



Formerly Carico Cowin
4211 Clubview Drive
Fort Wayne, IN 46804
260-432-6738
800-466-6738
Fax: 260-432-2461
Email: info@cowinglobal.com
Web: www.cowinglobal.com/usa

Services/Products: Cowin Global USA, formerly Carico Cowin, is a manufacturer of wire roll carts and wire containers for material handling. Our products are built to last with heavy-duty bases, bolted casters for strength and a standard electro plated finish. Our containers are truly collapsible and stackable with or without casters and our carts completely disassemble without the use of tools. Our products are ideal for warehousing, picking, and packing operations. We have locations worldwide and offer a variety of products and services for all of your material handling needs.

Dangerous Goods Advisory Council

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

Delta Nu Alpha Transportation Fraternity, Inc.

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

EPCglobal 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

PO Box 4376
Allentown, PA 18105
(866)322-7447
Fax: (866)322-3299
Web: www.expresscarriers.com

Express Delivery and Logistics Association

6309 Beachway Drive
Falls Church, VA 22044
(703)998-7121
Fax: (703)998-7123
Web: www.expressassociation.org

Garden City Group

105 Maxess Rd.
Melville, NY 11747
800-327-3664
Web: www.gcginc.com

Household Goods Forwarders' Association of America, Inc.

5904 Richmond Hwy.,
Ste. 404
Alexandria, VA 22303
(703)317-9950
Fax: (703)317-9960
Web: www.hhgfaa.org

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
Fax: (480)752-7890
Web: www.ism.ws

Institute of International Container Lessors

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Suite 140 South
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(914)747-9100
Fax: (914)747-4600
Web: www.iicl.org

Institute of Packaging Professionals

1601 Bond St.
Suite 101
Naperville, IL 60563
(630)544-5050
Fax: (630)544-5055
Web: www.iopp.org

Intermodal Association of North America

11785 Beltsville Drive
Suite 1100
Calverton, MD 20705
(301)982-3400
Fax: (301)982-4815
Web: www.intermodal.org

Industry Organizations

The International Air Cargo Association

P.O. Box 661510
Miami, FL 33266-1510
(786)265-7011
Fax: (786)265-7012
Web: www.tiaca.org

International Air Transport Association (IATA)

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

International Association of Refrigerated Warehouses

1500 King St., Ste. 201
Alexandria, VA 22314-2730
(703)373-4300
Fax: (703)373-4301
Web: www.iarw.org

International Vessel Operators Hazardous Materials, Assoc. Inc.

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Web: www.vohma.com

International Warehouse Logistics Assoc.

2800 S. River Rd., Ste. 260
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Fax: (847)813-0115
Web: www.iwla.com

The Intl. Furniture Transportation and Logistics Council, Inc.

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Fax: (508)945-4815
Web: www.iftlc.org

Material Handling Industry of America (MHIA)

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Charlotte, NC 28217
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(800)345-1815
Fax: (704)676-1199
Web: www.mhia.org

Materials Handling and Management Society

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Charlotte, NC 28217
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Fax: (704)676-1199
Web: www.mhia.org/mhms

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800-541-7722
Fax: 909-652-5017
Web: www.megatrux.com

Motion Industries, Inc.

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Birmingham, AL 35210
(205)951-1191
Fax: (205)957-5290
Web: www.motion-ind.com

NAFA Fleet Management Association

125 Village Blvd.
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609-720-0882
Fax: 609-452-8004
Web: www.nafa.org

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Fax: 952-442-3941
Web: www.nasstrac.org

National Air Transportation Association, Inc.

4226 King St.
Alexandria, VA 22302
(703)845-9000
(800) 808-NATA
Fax: (703)845-8176
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 St. NW
Suite 901
Washington, DC 20036
(202)466-0222
Fax: (202)466-0226
Web: www.ncbfaa.org

National Defense Transportation Association

50 S. Pickett St., Suite 220
Alexandria, VA 22304
(703)751-5011
Fax: (703)823-8761
Web: www.ndtahq.com

The National Industrial Transportation League

1700 N. Moore St.
Suite 1900
Arlington, VA 22209
(703)524-5011
Fax: (703)524-5017
Web: www.nitl.org

National Motor Freight Traffic Association, Inc.

1001 N. Fairfax, Ste. 600
Alexandria, VA 22314
(703)838-1810
(866)411-6632
Fax: (703)683-1094
Web: www.nmfta.org

National Private Truck Council

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Web: www.nptc.org

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Web: www.waterways.org

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Alexandria, VA 22314
(703)519-6104
Fax: (703)519-4720
Web: www.palletcentral.com

New Jersey Economic Development Authority

PO Box 990
36 W. State St.
Trenton, NJ 08625-0990
886-534-7789
Web: www.njeda.com

New York/New Jersey Foreign Freight Forwarders & Brokers Association

960 Holmdel Road
Building II, Suite 201
Holmdel, NJ 07733
(732)332-1221
Fax: (732)332-0229
Web: www.njnyforwarders-brokers.org

Parcel Shippers Association

1211 Connecticut Ave., NW
Suite 610
Washington, DC 20036
(202)296-3690
Fax: (202)296-0343
Web: www.parcelshippers.org

Private Motor Truck Council of Canada

1155 N. Svc. Rd. W.
Ste. 11
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3200 Ruan Center
Des Moines, IA 50309
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Peachtree City, GA 30269
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800-845-8090
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8100 Professional Pl.
Ste. 111
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(301)459-8446
Fax: (301)459-1522
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Specialized Carriers & Rigging Association (ATA)

2750 Prosperity Ave.
Ste. 620
Fairfax, VA 22031-4312
(703)698-0291
Fax: (703)698-0297
Web: www.scranet.org

Supply Chain & Logistics Association Canada

155 E. Beaver Creek Rd.
Unit 24, Box 334
Richmond Hill, ON L4B 2N1
Canada
(905)513-7300
(866)456-1231
Fax: (905)513-1248
Web: www.sclcanada.org

The Supply Chain & 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.

1331 H St. NW
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Washington, DC 20005
202-962-0440
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Web: www.supply-chain.org

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Dallas, TX 75228
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Fax: 214-320-9103
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TMCA

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Waconia, MN 55387
952-442-5638
Fax: 952-442-3941
Web: www.tmcaday.org

Transportation Intermediaries Association

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Web: www.trala.org

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Web: www.ttmanet.org

Truckload Carriers Association

555 E. Braddock Road
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Web: www.truckload.org

The University of Tennessee

College of Business
Administration
Center for Executive Education
603 Haslam Business Building
Knoxville, TN 37996-4160
865-974-5001
Fax: 865-974-4989
Web: <http://thecenter.utk.edu>

Warehousing Education and Research Council

1100 Jorie Blvd.
Ste. 170
Oak Brook, IL 60523-4413
(630)990-0001
Fax: (630)990-0256
Web: www.werc.org

World Shipping Council

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BNSF Logistics, LLC

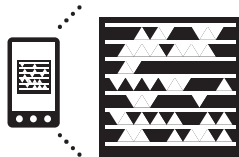
BNSF Logistics: The Most Valuable Link In The Supply Chain

As the most valuable link in our client's supply chain, we strive to position the right products at the right place, the right price, the right time and in the right condition. We pride ourselves on service flexibility and welcome the most difficult transportation challenges and needs.

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BT values its distinguished history of long-term relationships with customers and vendors. Through innovation and responsiveness, we are committed to providing service second to none and adding value to our customer's bottom line.

Just outside of Chicago in Broadview, Illinois, BT Trucking is located in a prime area to service all of your transportation needs.

OTR / Highway

BT Trucking is a truckload carrier that services the Midwest, Southwest, and the Southeast regions of the United States with pride and distinction every day on the road. We place special emphasis on loads going to and coming from Memphis, TN, and Dallas, TX, in order to ensure our drivers' quality home time. Our fleet of 175 power units and 300 trailers is growing daily thanks to our loyal customers and staff.

Our Mission

It is the mission of BT Trucking to be the leading provider of truckload services to our customers in the shipping and logistics industry.

We accomplish this by establishing regular truckload service from the Midwest to the Southwest while remaining focused on our Chicago infrastructure.

Through advanced logistic management systems and real-time tracking, we continue to grow in a competitive and challenging industry.

Our most valued resource is our people and we acknowledge this by operating under the philosophy of "People first, Mission always."



Regional Service

We have a clear understanding of the regional truckload market and subsequently have dedicated 40% of our fleet to regional full truckload shipments. Our regional service was established in 1998 in an effort to better serve our customers and their short-distance moves. Our regional drivers are domiciled within a 450 mile radius of Chicago, IL, and prefer to operate in a regional setting, instead of a long-haul setting.

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BT Trucking offers both intrastate and interstate LTL services to all 48 contiguous states. By eliminating deceptive common carrier class discounts and confusing tariffs that conceal actual costs, we take the guesswork out of shipment pricing. BT Trucking will provide you with pricing per skid or per foot from and to any point across the United States.

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Our logistics services feature a carrier base of over 5,000 highly qualified carriers. BT Trucking is a complete 3PL company with a track record of being **98% on-time all the time.**

Our network is composed of carriers and professional operations people who are skilled in finding the most cost-effective solutions to move your freight. We have strong relationships with our carriers and their drivers.

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Other Services:

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- Distribution and pooling service
- Intermodal/Rail service

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Crowley, founded in 1892, is a U.S.-owned and -operated company, providing marine solutions, transportation and logistics services in domestic and international markets. The company, which had \$1.5 billion in revenue in 2009, is customer centric and solutions oriented. Personnel and assets across the entire organization are regularly brought together to provide solutions to unique customer challenges.

The Crowley service portfolio includes container and breakbulk shipping between the U.S. and Puerto Rico; the eastern and western Caribbean, including Cuba; and Central America, along with worldwide logistics with primary emphasis on the Western Hemisphere.

Virtually no assignment is too small or large, and customers can use Crowley's services for any or all of their supply chain needs. As a third-party logistics provider (3PL), Crowley customers take advantage of the company's supply chain management and transportation management services, including freight forwarding; customs house brokerage; ocean, inland, and air transportation; cargo insurance and warehousing and distribution.

Crowley's offices and distribution centers can be found throughout the United States and Central America. The company's U.S. Trucking and Distribution Center serves as the heart of its logistics framework, enabling clients to combine and tailor services as needed, and tap into the

company's sophisticated materials and shipment tracking technology, with industry-leading software solutions.

More than 50 years of operating experience in the Caribbean and Latin America gives Crowley an unmatched understanding of the distinctive regulations, infrastructure, and customs of the region. No other 3PL has Crowley's knowledge, relationships, resources, personnel and reputation in Latin America. Crowley people are the regional leaders in pragmatic supply chain management.

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| CRST MALONE

| CRST LOGISTICS

CRST Looks Toward The Future

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

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

We believe our strong financial position, which includes a debt-free balance sheet, will allow us to capitalize on the improved freight conditions by growing our truck fleets to meet our customer's needs at a competitive cost. Our executive management team has a combined 125 years of transportation expertise solving the toughest supply chain challenges. Focusing on every aspect of product transfer, from long hauls to supply chain logistics, is what has allowed our four operating companies to lead the industry.

With more than 3,500 drivers, **CRST Expedited** operates the trucking industry's largest fleet of team drivers. The company provides customers with irregular or scheduled routes in long haul, short haul, air

cargo and dedicated fleets with secure, on-time, damage-free delivery.

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

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

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

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



Dave Rusch, President & CEO

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

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**Contact your Intermodal Sales Representative or e-mail
Intermodal_Sales@csx.com for more information.**



Lean Six Sigma Philosophy Drives Operational Excellence at Kenco

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

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

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

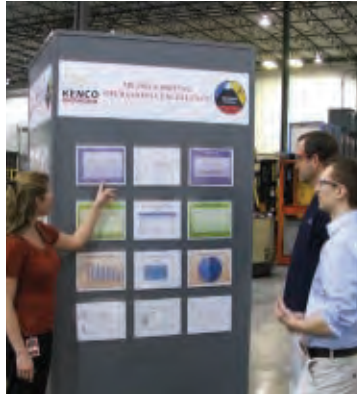
Throughout our network, we are committed to providing the highest level of quality, service and continuous improvement in the following areas:

Warehousing

Kenco operates over 25 million square feet of warehouse space. We perform services that go far beyond the receiving and storage of freight. Site optimization, sequencing, raw materials management, product testing, vendor-managed inventory and regulated pharmaceutical destruction are just a few of the value-added services we perform.

Information Systems

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



Employees reviewing their site's weekly key performance indicators during a gemba walk at a Kenco Logistic Services facility in Mt. Vernon, Indiana.

Transportation Management

Kenco Transportation Services, LLC offers full-service transportation solutions, which include dedicated fleet management, freight management, transportation brokerage, over the road transportation and transportation management systems. In addition, our transportation management division specializes in pre-audit and payment, post-audit and payment, regulatory services and educational seminars.

Real Estate Management

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

Material Handling Equipment

Kenco Material Handling Solutions, LLC (KMHS) has been providing material handling equipment (MHE) and maintenance services for over 45 years. In addition to 6 regional forklift

dealerships, KMHS has the ability to provide on-site technicians that provide preventative maintenance and repairs. This service can substantially reduce equipment downtime and maintenance costs. We also offer a fleet strategy service that tracks MHE data to provide independent reports and service ticket auditing. This information allows management to make more informed MHE decisions.

Shared Services

Kenco Management Services, LLC (KMS) takes a subject matter expert approach to drive consistency of execution across our network. KMS focuses on the key functional areas of IT, Engineering, Human Resources, Accounting, Safety, Quality & Best Practices, Finance, Training and Legal. This network of subject matter experts partners with a team of site-level advocates to deliver optimum services to our customers. We collectively build bench strength and provide an audit structure for long-term sustainability of all programs across the Kenco Family of Companies.

Whether it's highly-trained people, warehousing, systems, transportation, real estate or material handling equipment, if you need to reduce costs, increase efficiency and take your supply chain to the next level, Kenco is your one-stop solution provider.



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The increasingly integrated and globalized economy has redefined the dynamics of success for modern organizations. The complexity of managing supply chains that span continents and dominate markets demands agile and adaptable strategies, equipment and systems. With product life cycles shortening and worldwide competition increasing, success depends on effective material handling and logistics solutions for the global supply chain delivering the right product to the right market at the right time.

Material Handling Industry of America (MHIA) is the trade association leading this vital industry. MHIA members are material handling and logistics equipment and systems manufacturers, integrators, third-party logistics providers, consultants and publishers. Their membership in MHIA reflects an ongoing commitment to the increased safety, productivity and profitability that material handling and logistics offers.

MHIA's mission is to create diverse networks of people, equipment and systems that interact to create global solutions for the movement, storage, control and protection of materials and products throughout the manufacturing and distribution process to their consumption and disposal.

Learn more at www.MHIA.org.



MODEX 2012
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MHIA will hold its newest expo, MODEX 2012, February 6-9, 2012 in Atlanta's Georgia World Congress Center. This new manufacturing, distribution and supply chain expo will feature over 500 exhibits and an extensive educational conference. For more information, visit www.MODEXShow.com.



PROMAT® 2011

AN MHIA INTERNATIONAL EXPO
McCORMICK PLACE CHICAGO MARCH 21-24
www.ProMatShow.com

Over March 21-24, 2011, the material handling and logistics industry will showcase the latest manufacturing, distribution and supply chain solutions at ProMat 2011. Over 700 exhibits will come alive at Chicago's McCormick Place.

ProMat 2011 is the one show where you can see the latest manufacturing, distribution and supply chain solutions and innovations and meet the leading providers face-to-face.

Industry professionals attend ProMat to find the latest equipment, systems and services to help them:

- Streamline their operations and improve visibility
- Maximize efficiency and flexibility
- Cut costs
- Speed time to market
- Reduce their carbon footprint

The Conference at ProMat 2011 will offer unparalleled educational and networking opportunities. This year's program features two keynotes, two half-day educational tracks and 80 seminars that focus on the latest equipment and technology innovations and trends. The ProMat Conference will spotlight several important areas driving change in business today – supply chain security, manufacturing and supply chain innovation, sustainability and workforce training.

Selected as an International Buyer Program event by the United States Department of Commerce, ProMat 2011 will host attendees from more than 100 countries. ProMat's International Visitor's Center will offer international attendees numerous services to make their visit productive and rewarding.

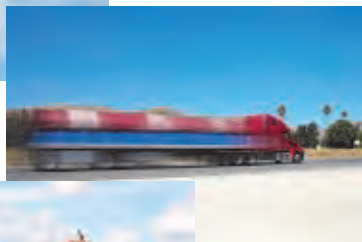
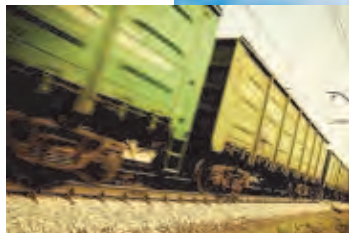
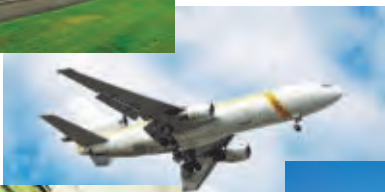
Complete information on ProMat 2011 (including complimentary online show registration, news, detailed conference information, exhibitor information, travel information and a show agenda planner) is available online at www.ProMatShow.com.



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Introducing

MIQ LOGISTICS



Time tested solutions, brand new name.

MIQ Logistics (formerly YRC Logistics) is a leading provider of distribution, global and transportation services operating in Asia, Europe, North America and South America. Now a private company working in partnership with Austin Ventures, they are expanding their service offering and further developing their global network.

MIQ Logistics 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.

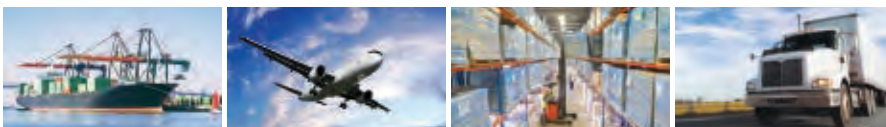
A wide range of sophisticated global logistics services at points of origin around the world help companies achieve overall supply chain savings, while gaining better control of shipments. These services feature global freight forwarding, trade and customs compliance assistance, and value-added services 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.

The industry's newest name on the block provides time-tested end-to-end logistics 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
 President and
 Chief Operating
 Officer

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 LOGISTICS

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 A NAME CHANGE**

www.miq.com.

What's Old Dominion's Business? Keeping Promises



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

Through its four product groups, OD-Domestic, OD-Expedited, OD-Global and OD-Technology, the company offers an array of innovative products and services that provide direct service to 48 states through its 210 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.

Since 1934, Old Dominion has built a solid reputation of "Helping the World Keep Promises" with its customers by achieving, among other key metrics, a 98.7 percent on-time delivery record and one of the lowest claims ratios in the industry.

In September, Old Dominion was named to the 2010 InformationWeek 500 – a list of the top technology innovators in the United States. The company ranked No. 15 on the magazine's overall list and topped the logistics and transportation category.

Old Dominion has also been honored for its green efforts. In February, Fleet Equipment magazine and Citgo Petroleum Corp. honored the company as the Top Green Shop for 2009.

For more information about Old Dominion, visit www.odfl.com or call (800) 432-6335.

Old Dominion Freight Line Inc.
500 Old Dominion Way
Thomasville, NC 27360
Toll-Free: (800) 432-6335 | Fax: (336) 822-5239
www.odfl.com | E-mail: customer.service@odfl.com

Helping the world keep promises.™



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Pilot Freight Services is a full-service global transportation and logistics company with over 75 locations throughout North America, and a worldwide network of overseas partners. Not only can we move your freight anywhere in the world, we can deliver the expertise and customized services that help businesses run more effectively and efficiently. That's what we call Piloting BusinessSM.

As North America's largest privately held freight forwarder, we offer a full range of services, such as time-definite Domestic and International air transport; Expedited Ground; Ocean Freight; Special Services, such as B-to-B or Home Delivery; Automotive Services for OEMs; Logistics Services, such as warehousing and inventory; and Transborder Services with complete customs brokerage.

Pilot has dedicated more than 40 years to building our business—and a reputation for distinguished service. In fact, we recently won our 21st *Logistics Management* Quest for Quality Award and proudly carry the ISO 9001:2000 certification.

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PITT OHIO EXPRESS is a service organization dedicated to consistently providing high-value transportation and supply chain solutions to our customers. PITT OHIO EXPRESS is "Customer Driven, People Driven, and Quality Driven."

As an organization, we remain committed to innovating in every area of our company whether it be with our dependable LTL, Truckload, and small package services or providing diverse transportation solutions, we strive to take it to the next level, helping you customize your supply chain. Our customer-centric mindset has allowed us to give customers what they want and need to be more competitive in the marketplace.

This customer-centric mindset is evident with our participation in The Reliance Network, an alliance consisting of ourselves and six other regional LTL carriers who can provide seamless service throughout North America. All of the carriers in The Reliance Network are known for their exceptional customer service, dependable on-time delivery records and a strong reputation in their own territories. Our focus on the customer led to the creation of a supply chain solution and small package service. PITT OHIO EXPRESS created a SUPPLY CHAIN department that is focused on accommodating customers who have specialized supply chain needs. The introduction of our GROUND solution fulfilled our customers need for a flexible and more cost-effective small package solution.

"We Are Invested In Your Success" by using our award-winning technology to create customized solutions that makes doing business with PITT OHIO EXPRESS easy. Our technology generates more efficient and flexible services that give our customers a noticeable difference in productivity. We are able to leverage the use of our on-board computing systems to deliver superior on-time performance and remain environmentally conscious. The online tools on our website, mobile applications and recent social media give customer's access to information at their fingertips.

PITT OHIO EXPRESS is revolutionizing the transportation industry with our innovative way of thinking and will continue to be flexible in developing solutions that meet or exceed our customer's expectations. Our organization exists to make our customers more competitive, our employees more valuable and our communities stronger. PITT OHIO EXPRESS continually strives to be committed to our customers, our employees, and our community, that is why, "We're Always There For You!"

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CARRIERS WORKING
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The Reliance Network is a group of strong regional carriers known for their exceptional customer service, dependable on-time delivery records and strong reputations within their own territories. This alliance provides seamless, across-the-continent, LTL, truckload and supply chain freight services with a single source of accountability.

For more information about The Reliance Network, visit www.thereliance.com or call your local transportation specialist.



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Spectrum Logistics, a Sea Star Line company is the premier logistics company based in the southeast United States. Spectrum Logistics is in the SaltChuk (www.saltchuk.com) family of businesses which consists of over 20 independent operating companies including: shipping liners, trucking and logistics providers, petroleum distribution companies, real estate and air cargo companies.

Spectrum Logistics is the premier logistics company based in the southeast United States. Spectrum Logistics is uniquely positioned to provide a wide array of services including:

- Consolidation & Deconsolidation
- Container Freight Station (CFS)
- Customs House Broker (CHB)
- Import / Export Services
- International Freight Forwarder (IFF)
- Inventory Management
- Nationwide Highway and Intermodal services
- Non-Vessel Operating Common Carrier (NVOCC)
- Oversized Cargo Transportation
- Point to Point Service Domestically and Internationally
- Trucking Fleet
- Warehousing & Cross-Docking Operations



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An Evolution in Material Handling Automation



Larry Strayhorn
President, TGW Systems

An evolution in Material Handling Automation is taking place and **TGW Systems** is at the forefront. Where automation used to live predominately within only the four walls of the distribution world, material handling automation now affects your entire supply chain.

TGW Systems understands and embraces this. As an integrated logistics solutions and material handling equipment provider, we know that material handling automation in your facility impacts trucking, impacts labor, impacts stores, and impacts your entire supply chain. We'll work with you to develop integrated logistics solutions tailored to your needs that will give you increased efficiency and higher productivity.

- Ermanco brand carton and tote conveyor & sortation
- Unit load conveyor & sortation
- Automated Storage & Retrieval Systems (AS/RS) for case, tote, carton and pallet loads
- Warehouse Control (WCS) and Warehouse Management (WMS) Systems

As one of the largest material handling system suppliers in the world, TGW's worldwide perspective and resources give you the best-value technologies, customer support and system services you need to succeed.

More and more companies are using TGW products and solutions to optimize their supply chain. Maybe it's time for you to join the evolution to TGW.



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PROFILE



TMSi Logistics: Sustainable Year-over-Year Cost Savings



Ron Cain
 Chairman & CEO

TMSi Logistics is a leading distribution, technology, and integrated logistics provider recognized by *Inbound Logistics* as a Top 100 3PL Provider and by *Inc. Magazine* as one of the 5000 Fastest Growing Companies in America.

For 25 years, TMSi has differentiated itself based upon performance, relying upon its proprietary LEGACY training and measurement program. LEGACY drives the TMSi performance based culture which consistently delivers sustainable, year over year cost savings for its customers. TMSi works with its customers to design, engineer and execute multi-dimensional organization plans and has assisted in the creation of world-wide supply chains.

WAREHOUSING SOLUTIONS:

TMSi Logistics' high-level warehouse management solutions ensure that product flow is optimized and all aspects of the supply chain are managed efficiently. By fully assessing the warehouse specifications and work processes – from the location of distribution centers to the physical layout of facilities – TMSi Logistics ensures efficient procedures that bring the product to market quickly and efficiently.

- Contract Warehousing
- Distribution Center Design
- Capacity Valuation/ Planning
- Value-Added Services
- Information Systems Designs And Operations
- Pick/Pack & Sub-Assembly
- Cross Docking
- VMI
- Fulfillment
- Labor Performance Optimization

TMSI LOGISTICS IS A SINGLE SOURCE FOR:

- Distribution & Warehouse Support Services
- WMS (warehouse management) or TMS (transportation management) technology solutions
- Dedicated Contract Carriage
- Freight Management
- Engineering Services
- Small Package Distribution
- Field Service
- Leadership Training and Cultural Transformation Services
- National Rollout Installations
- Preventative Maintenance

WHAT TMSI LOGISTICS DOES...

As a highly respected national logistics provider that designs and executes extremely efficient and collaborative supply chain solutions, TMSi Logistics delivers:

- Reduced order cycle time
- Effective and productive workforce that maximizes savings and improves service levels
- Increased facility and network throughput
- Decreased landed cost of goods
- Increased inventory accuracy
- A collaborative, performance-based culture that balances an operation's IQ (intelligence quotient) and EQ (emotional quotient)

Ask us how we can deliver sustainable cost savings and increased service levels for YOUR company. For more information, visit www.tmsilog.com or call (603) 792-2205.

TMSi Logistics

Portsmouth, NH | Phone: 603.422.0777

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www.tmsilog.com



TOTAL LOGISTIC CONTROL

TLC is one of the largest and most trusted 3PL providers serving the food and consumer goods manufacturing industries. As the independent logistics arm of one of the world's largest retailers, we combine operating excellence with global economic resources to bring new value to our clients supply chains. Our source-to-shelf solutions in planning and sourcing, distribution, transportation, packaging, and supply chain technology combine to bring their globally recognized clients innovative solutions, cost-effective services, and high-quality results for today ...and for tomorrow.



"We have been working hard at our Company culture for over a century and take great pride in the statement that our people are our key differentiators.

While you will see some great supply chain environments you will find that as you get to know TLC, what really makes it all work is our PEOPLE and how we have them involved in your businesses. As you consider a Supply Chain Outsourcing opportunity for your business I would leave you with one thought. Our provider community can all bring Sites, Fleets, and Technology to a solution but the real level of success we believe we foster is how we get to know your business and how the TLC Human capital returns on its investment for you, our Client."

— Pete Westermann, CEO

Total Logistic Control
10717 Adams St, Suite 200
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Phone: 800-333-5599
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www.totallogistic.com



PLANNING & SOURCING

TLC's planning function reaches beyond the initial design and implementation, continuing to drive improvement and adapt the supply chain to a client's changing needs. They leverage scale to reduce purchase cost, streamline the supply chain, manage inventory, minimize assets, and optimize working relationships between vendors and clients.

DISTRIBUTION

TLC has been recognized as one of the Top Ten operators in the industry since 1998. Facilities across the nation provide vital distribution services to meet a full range of needs, from start to finish, including dedicated distribution centers, multi-client facilities, and multi-temperature environments. In addition, TLC has an outstanding track record in meeting and exceeding regulatory and industry requirements.

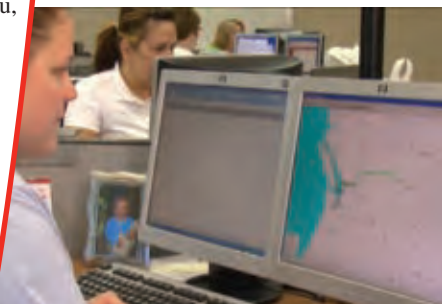


PACKAGING

Outsource production a part of a supply chain solution has become an accepted tactical solution for leveling spikes and seasonal swings. TLC's century of production experience means that they can provide all or part of a client's packaging needs. It's a core discipline at TLC and a significant percent of the company's revenue. TLC has been consistently recognized in the industry for their high quality and performance.

TRANSPORTATION

TLC's transportation resources are both deep and flexible, providing solutions from dedicated fleets to turnkey transportation management systems tailored for any size business. This includes programs such as the TM ONE Transportation Management System, Dedicated Fleets, Direct Store Delivery, non-asset-based transportation, and LTL Pool programs.



TECHNOLOGY

TLC provides a range of turnkey or custom technology solutions, including Transportation Management, Warehouse Management, and Labor Management, and can offer all of these in an integrated Supply Chain Management System. These solutions are based upon industry standard formats and protocols, integrated directly with a client's system to deliver rapid time-to-market results.



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TRANSGROUP
WORLDWIDE LOGISTICS

90 Stations | 5 Continents



TransGroup Worldwide Logistics is a U.S. owned full service Domestic and International Freight Forwarder and Global Logistics Provider. TransGroup provides transportation, warehousing and specialized logistics solutions, coupled with software tailored to meet the specific needs of each individual customer.

TransGroup was founded in 1986 by group of experienced industry professionals with a single vision - to create the most innovative transport logistics company available. Our mission from day-one has been to be the **Future of Transport Logistics** by developing industry-leading software and innovative logistics systems that work in concert to bring the services and technologies of tomorrow to our customers today.

We realized from our beginning that it takes more than an inspiring mission statement to deliver real logistics value. It takes the collective synergy of a true customer/provider partnership, with global reach, powerful logistics systems and software tools all working together across the customer's entire supply chain. Our **'Customer Centric'** approach, global reach and industry-leading software enable us to do just that. We partner with our customers to tailor and integrate logistics systems and solutions that deliver value across the entire enterprise - with TransGroup everyone is involved in the supply chain, from shipping clerks to suppliers to C-level executives.

At TransGroup, our logistics expertise is a balanced cross-discipline of domestic, international and warehouse/distribution services, making TransGroup a true single-source transportation and logistics provider. The proof is in the product; we have grown to more than **90 Stations spanning 5** continents (with over 40 stations in North America alone) and founded a global network of over 150 'Worldwide Alliance Partners' that produce annual group revenues exceeding \$2 billion.

Today, after 25 years of delivering the Future of Transport Logistics, TransGroup is the most innovative transportation and logistics system available. Visit us on the web at www.transgroup.com

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Union Pacific Delivers Door-to-Door Logistics Expertise

Every day, customers in every industry take advantage of Union Pacific's logistics expertise. Union Pacific coordinates the efficiency of America's rail network with the flexibility of trucks and the reach of ocean carriers to provide door-to-door freight transportation solutions. No matter what customers ship, or where they need to ship, Union Pacific gets it there.

No Rail, No Problem

Through its Union Pacific Distribution Services subsidiary, Union Pacific logistics experts have experience in practically every industry including automobiles, chemicals, energy, agriculture, metals, minerals, forest products, consumer goods and more.

Union Pacific's new-customer onboarding team helps customers determine which services best meet their transportation needs. The company offers new customers a unique "white glove" service for the first 90 days to ensure a seamless transition of their business to Union Pacific.

Fuel-Efficient and Environmentally Responsible Freight Transportation

Shipping by rail is the most fuel efficient and environmentally responsible mode of ground freight transportation.

- Union Pacific can move one ton of freight 480 miles per gallon of fuel. That's like your car getting 250 miles to the gallon.
- Rail is almost four times more fuel efficient than truck, according to the U.S. EPA.
- Freight trains generate a carbon footprint that is an average of 75 percent less than trucks.
- Union Pacific owns America's cleanest Class I locomotive fleet.

Contact Union Pacific

800-877-0513 ▪ www.unionpacific.com



BUILDING AMERICA®



Unyson Logistics, A Hub Group Company

Donald G. Maltby, Executive Vice President

Unyson Logistics

3050 Highland Parkway Suite 100
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Toll Free: 866-409-9759
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www.unysonlogistics.com

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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 a network of logistics professionals dedicated to developing, implementing and operating customized logistics solutions. Our people, processes and technology enable us to deliver tangible, quantifiable savings for our customers typically ranging from 12%-25%. Equally important, our solutions improve the performance of our customers' supply chain through proactive management, implementation of best practices, and increased visibility to critical activities.

Unyson's collaborative approach allows us to develop tailored solutions to meet the unique needs of each customer. We empower our customers to own the process with us, blending our best thinking with our customer's best thinking, to develop the best overall solution. By harnessing the power of our collective strengths we jointly develop a solution that drives a clear competitive advantage for our customers.

We welcome the opportunity to work with your company. For more details, visit our website to learn how our total logistics solutions and services can generate savings for your company.

FIND OUT WHAT THESE SUCCESSFUL BUSINESSES ALREADY KNOW

<p>FORTUNE 200 NON-PERISHABLE FOOD PRODUCER SAVED 29% IN THE FIRST YEAR OF IMPLEMENTATION.</p>	<p>NATIONAL PLASTIC PACKAGING MANUFACTURER REALIZING SAVINGS OF \$1.2 MILLION ANNUALLY.</p>	<p>GLOBAL CONSUMER PRODUCT MANUFACTURER SAVED OVER \$4.4 MILLION IN THE FIRST YEAR.</p>	<p>FORTUNE 500 RETAILER IS REALIZING 25% SAVINGS WITH UNYSON MANAGING ITS NORTH AMERICAN TRANSPORTATION.</p>
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www.logisticsmgmt.com/criticaltopics

The road ahead

By John A. Gentle, DLP, and Wayne Bourne

WE ASKED SAGE ADVICE COLUMNISTS John Gentle and Wayne Bourne to answer a few questions in an effort to neatly summarize the past 11 months and help shippers prepare for the road ahead in 2011. Here's what they had to say:

Logistics Management: In retrospect, how would you define the logistics industry's climate in 2010?

John Gentle: It was mixed. Predators continued to be unreasonably aggressive while more enlightened logistics teams took a more moderate and a somewhat more cautious approach to the carrier marketplace. I would also say that the industry has, once again, not created contingency plans for extraordinary events that will stretch and break supply chains; and regrettably, many shippers have cut staff back so far that there has been a loss of logistical talent coupled with some incredibly poor cost-saving judgment.

Wayne Bourne: I completely agree with John's observations and would add that I think that whatever progress was made by shippers and carriers it was watered down. Rates were drained of any meager margins as many shippers took advantage of the capacity flip. It was most definitely a short-term gain. Relations between demand side and the supply side limped along very cautiously. However, those who practiced the partnership philosophy will move to the front of the line.

LM: How accurate did your predictions for this year turn out to be?

JG: Quite accurate in fact. Both Wayne and I concurred and predicted a tightening of carrier capacity from bankruptcies and the loss of drivers to the economy—many of which are not coming back. We also agreed and witnessed good shippers providing rate increases to keep their best carriers financially viable. We agree that there will be a significant and additional loss of driver capacity from CSA 2010 and electronic on-board recorders (EOBRs).

The good news is that we will drive higher risk drivers out of the system; the bad news is that we don't have a skilled pool to replace them. And for

the first time I have heard of carriers taking on 21-year-old drivers. The good news on that front is that their records are clean, and if they can keep them clean these new drivers can attract good pay. Lastly, I felt all year long that the Democratic Congress and Administration were committed to a change in hours-of-service. This will force very dramatic changes to today's supply chains, as customer demands for response time and low inventory levels will not change their required lead time.

WB: I wish I had been this accurate with my predictions as a W-2 employee as I recently was as a consultant. I had predicted that in the fourth quarter of 2009 we would see a modest growth in inventory deployment followed by strengthened first- and second-quarter business results.

I further suggested that this holiday season would be as good as the 2007 season and that inertia would cause it to last throughout January as a result of the significant growth in gift cards. This information by itself is simply "nice-to-know" type stuff. However, when coupled with the capacity issues that come with it, it was perhaps great info to believe—if you wanted your fair share of the tightening carrier capacity.

I also predicted a flattening of the fleets. I just couldn't see major players adding incremental units to their fleet, considering the rate levels being as depressed.

LM: What were some notable trends throughout the past 11 months?

WB: I have sensed the notion of responsibility and ultimate accountability that the "new" shipper executive managers have adopted recently. Attendance is up for the major conferences and seminars that focus on supply chain education and training. More and more, managers are interested in all of the forces that will shape their short-term through their longer-term horizons.

I am also pleased with the slow but sure growth in the longer-term contracts that are being negotiated between the parties. And everyone needs to be delighted with the enormous push that shippers and carriers have both made in becoming more lean and

green. Reducing our carbon footprint will have benefits for us all.

JG: More enlightened shippers recognized the importance of “relationship management” and worked aggressively to ensure that their capacity would be in place when needed. Some shippers took the base fuel cost element out of line-haul rates and renegotiated the line haul rates—sans fuel. Carriers (OTR and steamship) are doing a good job of idling unneeded equipment and controlling cost and price.

Supply chains have learned how to save time and cost by effectively bypassing LA ports. Lastly, all carriers (OTR and steamship) have recognized the environmental, safety, and cost efficiency of slower speeds. This will have an impact on service, transportation cost, as well as inventory costs.

LM: What do you see coming down the road for 2011?

JG: Regulatory changes aside, even with a small growth in GDP transportation costs will increase. Those increases will most likely be led by driver wages, healthcare, equipment costs, and the need carriers have to create and maintain a healthier balance sheet. There may, in fact, be a bidding war, causing a steep increase in driver compensation for the best and safest drivers.

A change in hours-of-service may cause a change in distribution networks and locations. I also believe and have been suggesting all year that any hours-of-service change may well jeopardize backhaul programs for all carriage but would be devastating for dedicated/private fleets. Lastly, negligent hiring lawsuits against shippers are on the rise as a result of shipper ignorance or failure to not properly qualifying their carrier base. Companies like QualifiedCarriers.com can help shippers protect themselves from predatory trial lawyers.

WB: Rates are already on the rise and will continue throughout 2011, as carriers return to profitability. Shippers will enter into and respect longer-term contracts in an attempt to lock in rate levels and precious capacity. Legislative issues will be a focus of supply chain departments and the potential effects will be analyzed together by the shipper and carrier representatives. Look for a significant growth in the 3PL arena as well, as uncertainty about HOS and fuel related legislation will prompt shippers to consider alternatives to brick and mortar expansion.

LM: What is on your wish list of changes that you'd like to see happen in 2011?

WB: I would like to see a final HOS bill and have it enacted quickly. Wouldn't it be nice if the carrier/shipper community got together and agreed on a fair compensation package for the drivers and agreed to share the costs evenly? So much relies on them and the pay and benefits are so poor. It's no wonder why the driver shortage has lasted 15 years.

JG: I'm going to wish for an all-encompassing transportation bill that creates a safe, effective, and efficient highway system that facilitates the competitive growth of U.S. commerce while effectively eliminating the barriers that inhibit the fluid movement of intermodal freight movement on railroads, barge, and steamships.

LM: What is some “Sage Advice” for shippers as they enter the 2011?

JG: Supply Chains, 3PLs, and 4PLs: Your job is strategic not transactional. You need to understand the elements that your carriers and customers value and measure your effectiveness in meeting and exceeding their expectations and then work aggressively to make sure your customers and carriers can't afford to do business without you tomorrow.

WB: The days of logistics departments being a “necessary evil” are over and done. You are, and always have been, a strategic weapon for your company. Get involved in the long-range planning and be a voice to be heard. 3PLs: teach your account executives the benefits of the products and services that they are offering. Immerse them in not only what you do, but how you act. □



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