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# Management UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

■ **Holiday hustle for UPS and FedEx.** If their holiday volume predictions come to fruition, December 12 and December 22 are poised to be much more than business as usual for express giants FedEx and UPS. FedEx said it expects to move more than 17 million shipments through its global networks on December 12, a 10 percent gain over December 13, 2010, and would mark the single busiest day in the company's history. UPS is pointing to December 22 as its peak shipping day, with projected delivery volume expected to be in the neighborhood of 26 million packages. UPS is also expecting to see five different days on which deliveries will approach or top the 25 million mark, with all these days occurring within the last 10 days before Christmas.

■ **Class 8 vehicles are hot, hot, hot.** At least, that's what the experts at ACT Research are saying. The firm's most recent State of the Industry report says that new and net orders for Class 8 vehicles hit six-month highs in October at 29,824 units and 28,026 units, respectively. On the net orders side, this tally exceeds previous expectations from ACT last month when the firm called for 27,700 Class 8 net orders. The firm said that this most recent batch of data suggests that 2011 will end up in good shape with production at or above 250,000 units. ACT added that this should pave the way for what it's predicting to be a robust 2012.

■ **Fixed rates and port shifts.** When the National Industrial Transportation League's ocean transportation committee met in Atlanta last month, several vital issues were addressed, said chairman, Don Pisano. "We are chiefly concerned about cargo diversion away from U.S. West Coast ports to gateways in Canada," he said. "This is something the Federal Maritime Commission (FMC) is also examining." Pisano told *LM* that his committee was also looking at the FMC's ongoing investigation of fixed rates on the transpacific. "Slow-steaming on that trade lane will continue to hurt the long-term competitive position of U.S. West Coast ports," he said, adding that hikes in night gate rates and potential labor slowdowns will also have an impact. "For a number of other reasons, we

expect to see a shift from the West Coast ports of Los Angeles and Long Beach toward all water services to the Gulf Coast ports, particularly for lower valued products which are less sensitive to longer transit times," he added.

■ **UPS on time with rate hike.** Effective January 2, 2012, UPS' non-contractual 2012 rates will be comprised of a net increase of 4.9 percent for UPS ground packages and a net increase of 4.9 percent on all UPS air services and U.S. origin international shipments. This increase is identical to the one the transportation bellwether rolled out a year ago for 2011 rate hikes. The company said that the rate increase for UPS Ground shipments is based on a 5.9 percent increase in the base rate minus a 1 percent reduction to the index-based ground fuel surcharge. The 2012 rate increase for air express and international shipments is based on a 6.9 percent base rate increase minus a 2 percent reduction to the index-based air and international fuel surcharge.

■ **Issues occupying Oakland.** Due to the ongoing Occupy Oakland demonstrations, the TraPac terminal at the Port of Oakland was effectively shut down for several days last month. Further exacerbating the situation was the series of "exploding reefers" that hit the port. As reported in *LM*, dockworkers have refused to unload some vessels until investigators are able to identify the containers that may be at risk. For Devine Intermodal, a major San Francisco Bay Area drayage company, the problems have reached a critical stage. "Every day for the past two weeks, at least one terminal has been shut down," reported officials at Devine. "The resulting congestion is reminiscent of the prelude to the 2002 lockout." The "lockout," shippers may recall, was an ongoing labor/management dispute that caused a major ocean carrier diversion away from the U.S. West Coast.

■ **Spot market strong.** With trucking capacity still fairly tight, strength in the spot market is now a common theme, as evidenced by the most recent batch of data from TransCore. The firm reported that the spot market was up 39 percent annually in

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# Management UPDATE

*continued*

December, marking the highest same month volume since the aftermath of Hurricane Katrina in 2005. On a sequential basis, spot market volume fell 3.7 percent, which TransCore said is in line with typical seasonal patterns. Carriers told *LM* at last month's TransComp exhibition in Atlanta that fairly tight capacity is a major factor in driving spot market volumes, though capacity is not as tight as it was only a few months ago.

■ **Tough times ahead, says FTR.** After things appeared to be looking up for shippers, data from FTR Associates indicates that tougher times are indeed back. Despite this situation, the freight forecasting firm noted that shippers are better off today than a year ago. Among the factors cited by FTR for the current environment were freight carriers maintaining tight discipline on capacity and pricing, coupled with slow economic growth. Various federal regulations such as the proposed hours-of-service changes also have the potential to exacerbate the situation going forward. FTR Senior Consultant Larry Gross said that these findings are not surprising, given the confusion between what exactly is happening in the marketplace when rates are rising sequentially compared to how things were a year ago at the same time.

■ **Manufacturing makin' it happen.** Third quarter GDP growth was up 2.5 percent compared to 1.3 percent in the second quarter. And according to the Institute for Supply Management (ISM), its most recent Purchasing Managers Index (PMI) hit 50.8, which equates to 2.9 percent GDP growth. Any PMI reading at 50 or higher indicates that economic growth is occurring. "Manufacturing is indeed making a significant contribution to overall GDP growth and perhaps leading the way," said Bradley Holcomb, chair of the ISM Manufacturing Business Survey Committee. "If the rest of the sectors were at our level, real GDP would be closer to 3 percent." What's more, strong manufacturing gains are coming at a time that's filled with economic uncertainty, given the current situation in Europe as well as stagnant unemployment and housing markets here in the U.S.

■ **Musical chairs for ocean carriers.** When six new shipping lines entered the Transpacific market two years ago, analysts observed that market share could finally be wrested away from established cartel carriers. That effort seems to have been wasted, however, as only two of the original challengers remain in the trade lane. According to the Paris-based consultancy Alphaliner, Hainan POS and TS Lines comprise the surviving upstarts. "Both still remain under pressure, as losses mount and their relatively small ships put them at a disadvantage," said Stephen Fletcher, Alphaliner's commercial director. The service rationalizations undertaken by POS/TS Lines will leave the new carriers with a market share of less than 1.5 percent. These moves, along with further rationalizations initiated by the established carriers on the transpacific route, have allowed for a stabilization of spot rates.

■ **Meet the new boss.** The Long Beach Board of Harbor Commissioners voted unanimously last month to name J. Christopher Lytle as the port's new executive director. Lytle will succeed Richard Steinke, the port's executive director for the past 14 years, who announced his plan to retire earlier this year. "After a thorough, intensive, and extensive search process, I'm pleased to report that the Board was unanimous in selecting Lytle for the position," said Harbor Commission President Susan Anderson Wise. Lytle is a longtime shipping industry veteran and has been the Port's Deputy Executive Director since March 2008.

■ **Nothing in life is free.** According to the National Retail Federation (NRF), retailers have a love/hate relationship with free shipping. Why? For starters, it's hardly free. NRF notes that Shop.org is predicting that a record 92.5 percent of online retailers will offer free shipping this holiday season, and that's not only going to be a Cyber Monday staple. Free shipping offers are likely to be found all holiday season long, as 56 percent of retailers say their budgets for free shipping are higher this holiday season than last, and one-third say free shipping offers will start earlier in the season than last year.



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## SUPPLYCHAIN MANAGEMENT REVIEW



### FEATURES

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The 2011 rankings of the Top 25 supply chains from Gartner Inc. are in. They include repeat winners and some new entrants. Perhaps even more important than the actual rankings, says Gartner Research Director Debra Hofman, are the lessons that can be learned from analyzing the leaders. This year, six specific qualities stand out.

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

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

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NEWS & ANALYSIS

## USPS finishes year with \$5.1 billion loss

Financial issues for the United States Postal Service (USPS) remain front and center with last month's announcement that for fiscal year 2011 the service posted a net loss of \$5.1 billion. Diversion to electronic mail alternatives is the main driver of steep volume declines.

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# No predictions, just preparation

BASEBALL LEGEND CASEY STENGEL famously said: "Never make predictions, especially about the future." This is advice that even some of the more astute observers of our national condition are heeding—especially in this most tempestuous time of our economic history.

I recently had the privilege of sharing a table at a luncheon with U.S. Secretary of Transportation Ray LaHood and Kasim Reed, the Mayor of Atlanta, during the NITL Annual Meeting & Trans-Comp Exhibition in Atlanta. LaHood and Reed had just returned from an early morning trip to the Port of Savannah.

The port is in the final stages of gaining federal and state approval to deepen the Savannah River by up to six feet—a move that it says is necessary to accommodate larger cargo vessels once the Panama Canal project is complete in 2014. Both LaHood and Reed were feeling optimistic about the port gaining the necessary approvals and funding to complete the project, and quite upbeat about what a widened canal could mean for the Georgia Ports Authority, the city of Atlanta, and surrounding communities.

But when I asked them if there was a forecast for just how much more capacity they felt the port would be seeing once both projects were complete, they were both quick to shrug their shoulders. "I've stopped making predictions a while ago," LaHood said. "Now, all we can do is make preparations for better times."

The Secretary's sentiments are shared by the most rational economists and analysts we've been working with over the past few years, and it's been the theme of our December issue over the past eight years: No predictions, just preparation.

In fact, we believe that the best way to prepare for what's ahead is to take some time to put context around the news of the past year and then polish up the skills you'll need for meeting the challenges of the year to come.

On page 12 you'll find our 2011 index of news stories that shaped the past year in logistics and transportation.

This collection of news stories—some of the best sourced and reported work available in the market—dives into the drivers behind rising trucking rates; implications of possible HOS rule changes; updates on the state of CSA and its affect on another looming driver shortage; the ebb and flow of diesel prices and what that means for rates; and why intermodal has quickly become the "belle of the ball."

According to Group News Editor Jeff Berman, by reading these stories shippers will gain a detailed understanding of the challenges they'll be facing when crafting their logistics strategy in the months ahead.

And after digesting this collection, I strongly suggest you set aside a couple hours to attend *Supply Chain Best Practices: Boost Productivity and Cut Costs*, a virtual conference produced by LM and sister publication *Supply Chain Management Review* ([supplychainvirtualevents.com](http://supplychainvirtualevents.com)).

This event was designed to help logistics and supply chain managers prepare for the challenges that 2011 is leaving in its wake. Editorial Director Frank Quinn and I are joined by some of the leading analysts in the market to discuss the impact that energy trends are having on present and future supply chains; practical steps for cutting costs and controlling transportation spend; tips for optimizing distribution networks; how to improve inventory management; and top ways to enhance labor management.

And while mixed economic signals continue to flash around us, don't be concerned so much with all the predictions you'll be hearing this month. Understand what's just transpired and lay down your foundation for preparation.

**Michael A. Levans**, Group Editorial Director

Comments? E-mail me at [mlevans@ehpub.com](mailto:mlevans@ehpub.com)

- Teamsters union-covered carriers may win change in pension
- BNSF Railway exec hopeful for an economic recovery by 2013
- 2011's Top 11 News Stories

## USPS finishes fiscal year 2011 with a \$5.1 billion loss

*Diversion to electronic mail alternatives is main driver of steep volume declines.*

By Jeff Berman, Group News Editor

WASHINGTON, D.C.—Financial issues for the United States Postal Service (USPS) remain front and center with last month's announcement that for fiscal year 2011 the USPS had a net loss of \$5.1 billion. USPS officials said this loss would have been more than doubled—at \$10.6 billion—were it not for passed legislation that postponed a congressionally-mandated payment of \$5.5 billion to pre-fund retiree health benefits.

For the entire fiscal year, USPS mail volume was down by 3 billion pieces—or 1.7 percent—annually, with First Class Mail down 5.8 percent from \$34.2 billion to \$32.2 billion. First Class volume declines have been due in large part to ongoing diversion to electronic alternatives, including e-mailing business documents and online purchase orders, as well as other electronic mailing processes.

Fiscal year 2011 operating revenue dropped to \$65.7 billion from \$67.1 billion, while operating expenses dropped to \$70.6 billion from \$75.4 billion. USPS officials said that if the retiree health benefit pre-funding payment, which was postponed by Congress, is not extended, the USPS will be forced to default on its payment.

"The Postal Service can become profitable again if Congress passes comprehensive legislation to provide us with a more flexible business model



so we can respond better to a changing marketplace," said Postmaster General and CEO Patrick Donahoe. "To return to profitability we must reduce our annual costs by \$20 billion by the end of 2015. We continue to take aggressive cost-cutting actions in areas under our control and urgently need Congress to do its part to get us the rest of the way there."

On a more positive note, USPS Shipping Services was up \$530 million—or 6 percent—in 2011 and was spurred by growth in its Parcel Select and Parcel

Return Services. Both of these offerings saw increased activity, due to increased e-commerce activity. USPS Standard Mail was up \$495 million—or 2.9 percent on a 2.6 percent volume increase of 2 billion pieces.

Gary Reblin, USPS' vice president of domestic services, added that the service has seen a 2 percent gain in market share for its Shipping Services segment, which he described as huge growth in a multi-billion dollar market.

"The USPS is making great strides in this area, partly due to everything we have

done from Priority Mail to Parcel Select. We're also having a resurgence in Parcel Post," said Reblin. "These are probably our fastest growing products this year, and we are demonstrating across the board what we can do on the parcel side, but we need fixes on the First Class side, which has seen declines directly related to digital diversion. If we get some freedom and relief from the retiree pre-payments, we can manage this like we have done in other segments."

The financial plight of the USPS is well-documented. In mid-September it announced proposed changes to its network that it said would deliver \$3 billion in annual savings.

The network changes proposed by the USPS included:

- consolidating or closing 250 mail processing facilities;
- reducing mail processing equipment by up to 50 percent;
- dramatically decreasing its nationwide transportation network;
- and adjusting its network size by as

much as 35,000 positions from its current total of 151,000 mail processing employees.

USPS officials said these changes would result in: fewer facilities, greater utilization and efficiency; earlier mail availability driving more efficient local delivery; and more retail partners and kiosks as well as fewer brick and mortar Post Offices.

"The USPS is losing billions of dollars, but the bulk of these losses stem from an unusual pre-funding of retiree benefits for workers who have not yet even been hired by the USPS," said David Ross, Stifel Nicolaus analyst. "The organization's inability to appropriately size its business is causing the remainder of the financial strain. The U.S. government will not let the USPS become insolvent, so while a first glance at its bottom line leads to an 'on the ropes' characterization, it should also lead to some governmental action to allow the USPS to remain a viable part of the parcel industry." □

paid \$6.1 billion to get out of the woefully underfunded Central States Pension Plan, the Teamsters' largest multiemployer plan. UPS did so partially because of its unfunded pension liability in the Central States plan.

But now, because of a potential option that controls a carrier's withdrawal liability, Teamsters-covered trucking companies may win a long-awaited change in pension liability calculations.

That's the word from Herve H. Aitken, the Washington attorney from Ford & Harrison who is a multiemployer pension expert. He has been advising trucking companies of this potential sea change in the way trucking companies may be treated under new approaches in pension law.

In fact, Aitken compares multiemployer plans, long thought to be financially doomed because of changing demographics in the trucking industry, to a Phoenix rising from the ashes. The changes began last summer when a New England Teamsters plan started this process that involved the Pension Benefit Guaranty Corp. (PBGC), the government agency that insures most pensions.

The New England Teamsters plan agreed with PBGC to permit contributing trucking company employers to withdraw from the plan and re-enter the multiemployer pension plan under what is known as a "Direct Attribution Plan."

According to Aitken, such a plan offers three benefits:

- 1) Current withdrawal liability is greatly reduced.
- 2) Employers are not liable for liability attributable to other employers.
- 3) The New England plan agreed to reduce benefit accruals to the employers' contribution level to fully fund the plan, with projections updated annually.

"The switch to a direct attribution plan will be a win-win-win for employers, funds, and Teamsters employees," Aitken told *LM*. "Essentially, with respect to employers, it should provide additional long-term viability and security."

The bottom line is that carriers belonging to multiemployer plans could, for the first time in 30 years since deregulation, have no new withdrawal liability in Teamsters-covered plans.

## TRUCKING

# Teamsters union-covered carriers may win long-awaited change in pension liability calculations

WASHINGTON, D.C.—After decades of uncertainty over millions of dollars of potential pension withdrawal liability, Teamsters union-covered trucking companies in multiemployer pension plans are finally seeing some tangible financial rays of hope.

And that's good news for shippers, who stand to benefit from potential changes that will make it easier for surviving carriers in multiemployer plans to remain in business and prosper.

For decades, surviving carriers in multiemployer plans lived under the withering financial overhang of millions of dollars of potential liability because of the way those plans were structured. More than 600 large Teamsters-covered trucking companies have ceased opera-

tions since deregulation in 1980, with most belonging to multiemployer plans.

Because of the potential withdrawal liability, surviving carriers often had to choose between paying millions to get out of those plans or risk paying even more because of bankruptcies and other closures. Four years ago, UPS



The Central States plan has submitted its application to the PBGC to establish the same type of “hybrid” direct attribution plan, although no final approval has been made.

To be sure, Central States is in poor financial shape. Its executive director, Thomas Nyhan, testified before Congress last year that Central States is facing an “unprecedented financial crisis” and could be insolvent within 10 or 15 years. “It is in horrific financial shape,” Aitken says flatly.

That’s due to changing demographics, the shift by shippers toward use of non-Teamster truckload carriers, and poor returns from the stock market on Central States’ assets. According to Central States’ internal documents, it took in \$675 million last year in employer contributions but paid out \$2.9 billion in annual benefits—an operating loss of \$2.225 billion.

—John D. Schulz, Contributing Editor

## RAIL

### BNSF Railway exec hopeful for an economic recovery by 2013

NEW YORK—While the economic recovery has had its fair share of stops and starts, it may be happening again in earnest on the railways. That’s the consensus from John Lanigan, executive vice president and chief marketing officer at BNSF Railway.

Speaking at the RailTrends conference presented by Progressive Railroading and independent industry analyst Tony Hatch, Lanigan talked about volume trends for BNSF and economic trends, among other subjects.

Unlike a year ago, when BNSF was caught a little bit “off guard” in terms of the pace of the economic recovery at that time, Lanigan said that things have leveled out to a certain degree, with

volumes being relatively sideways from about the end of this year’s first quarter to early October when BNSF had its first 200,000 shipment week since a week in 2006 (a record volume year) that came in around 220,000 carloads.

Since hitting 200,000, Lanigan said that BNSF has been in the 195,000-210,000 weekly carload range, which he added is about 90 percent back to pre-recession levels and is a figure BNSF would like to sustain heading into 2012. But whether or not that occurs remains to be seen.

“There’s still a lot of uncertainty on the horizon,” he said. “Some large retailers we’ve talked to are so skittish about the holiday season that they had

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SHANGHAI 7:52 P.M.

their suppliers create forward supply points to have their suppliers ready to supply on demand from relatively close distances. They decided they did not want to fill their shelves or distribution centers and were going to rely on suppliers to have adequate supply at their own cost at current locations or arrange locations so that they can ask, for example, for 200 blue windbreakers next week.”



**“There’s still a lot of uncertainty on the horizon. Some large retailers we’ve talked to are so skittish about the holiday season that they had their suppliers create forward supply points to have their suppliers ready to supply on demand from relatively close distances.”**

—John Lanigan, executive vice president and chief marketing officer, BNSF Railway

Lanigan said that this approach is a departure from the inventory overhang at the front end of the recession. And with consumer spending representing about 70 percent of total U.S. GDP and the country still fighting to emerge from the recession, this type of strategy by retailers gives everyone a reason to pause and wonder about the exact state of the current economic recovery.

“Going into next year, we’re planning

for modest growth at BNSF,” explained Lanigan. “We think the economy is going to continue to kick back to where we have been before. We don’t think we will be back to 2006 volume levels next year; we think it is probably going to be 2013. That would be a seven-year period of time from peak to peak. If you go back to various recessions we’ve had in the last 30 to 50 years, no economic cycle has ever taken seven years to go

from peak to peak.”

Lanigan said this period has been a very difficult time and he stressed the fact that the key component to get the economy going back to where it could be is consumer spending. But until consumers feel they have some certainty in their lives, with hiring and progress being made, the recovery figures to be slow. □

—Jeff Berman, Group News Editor

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**1. The return of LTL rate hikes**

Two General Rate Increases in 2010 helped pave the way for steady pricing gains in a sector that needed to focus on improving yield management following the depths of the recession. **Full text at:** [logisticsmgmt.com/2011topstory1](http://logisticsmgmt.com/2011topstory1)

**2. Proposed Hours-of-Service rules are still stuck in traffic**

When the Federal Motor Carrier Safety Administration unveiled its proposed changes to truck driver HOS rules, they probably did not envision the level of scorn it has received from the trucking industry. **Full text at:** [logisticsmgmt.com/2011topstory2](http://logisticsmgmt.com/2011topstory2)

**3. Great proposals come out of new stabs at surface transportation reauthorization, but funding issues linger**

Until effective means of transportation come to fruition in a bipartisan manner, expect to see more roadblocks. **Full text at:** [logisticsmgmt.com/2011topstory3](http://logisticsmgmt.com/2011topstory3)

**4. Impact of CSA not as severe as first thought...yet**

With initial estimates calling for up to a 10 percent reduction in capacity, flat volumes and a tight labor pool are keeping numbers in check. **Full text at:** [logisticsmgmt.com/2011topstory4](http://logisticsmgmt.com/2011topstory4)



**5. White House unveils National Clean Fleets initiative**

UPS, FedEx, AT&T, PepsiCo, and Verizon are the five charter members of a push to reduce petroleum dependence in U.S. fleets. **Full text at:** [logisticsmgmt.com/2011topstory5](http://logisticsmgmt.com/2011topstory5)

**6. Fuel prices continue to ebb and flow in 2011**

Regardless of what mode of transportation a shipper used to move freight in 2011, chances are fuel prices were never far from top of mind. **Full text at:** [logisticsmgmt.com/2011topstory6](http://logisticsmgmt.com/2011topstory6)



**7. Peak Season plans fail to materialize**

While hopes were high for a return to a "traditional" Peak Season in early 2011, things did not go according to plan based on freight trends, volumes, and insight from industry stakeholders. **Full text at:** [logisticsmgmt.com/2011topstory7](http://logisticsmgmt.com/2011topstory7)

**8. Proposed Positive Train Control changes could be good news for rail carriers**

The proposed changes, according to Department of Transportation Secretary Ray LaHood, would provide greater flexibility to railroads and the FRA in assessing the need for PTC without adversely affecting the safety of America's rail lines. **Full text at:** [logisticsmgmt.com/2011topstory8](http://logisticsmgmt.com/2011topstory8)



**9. YRCW completes \$500 million restructuring plan**

Former LTL market share leader aims to get back on track with new CEO and fresh capital to end a five-year slump during which time it lost more than \$2.5 billion. **Full text at:** [logisticsmgmt.com/2011topstory9](http://logisticsmgmt.com/2011topstory9)

**10. Intermodal continues to post impressive gains**

While various modes of freight transportation appear to have "leveled off" with the economy in a holding pattern, intermodal continues to star at a time when shippers are looking for cost-efficient and effective shipping services. **Full text at:** [logisticsmgmt.com/2011topstory10](http://logisticsmgmt.com/2011topstory10)



**11. USPS ends fiscal year 2011 down \$5.1 billion**

Financial issues for the United States Postal Service (USPS) remain front and center, but its Shipping Services shows annual gains. **Full text at:** [logisticsmgmt.com/2011topstory11](http://logisticsmgmt.com/2011topstory11)



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# Supply chain best practices: Boost productivity

**Top analysts share how today's leading logistics and supply chain professionals are leveraging evolving best practices and technologies in an effort to reduce costs, boost productivity, and make a positive impact on overall business strategy.**

BY BRIDGET MCCREA,  
CONTRIBUTING EDITOR

Special Report

**SUPPLYCHAIN**  
MANAGEMENT REVIEW

**Logistics**  
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**B**oosting productivity and cutting costs are top priorities for most logistics and supply chain managers around the globe. *Logistics Management* and *Supply Chain Management Review* have assembled an impressive team of analysts and practitioners to expound on the best ways to achieve these goals in the virtual conference titled *Supply Chain Best Practices: Boost Productivity and Cut Costs* that is now available to attend on-demand.

At the event, Group Editorial Director Michael Levans and *Supply Chain Management Review* Editorial Director Frank Quinn, along with a team of hand-picked presenters, share how today's leading supply chain professionals are leveraging evolving best practices and technologies in an effort to reduce costs, boost productivity, and make a positive impact on overall business strategy.

The event's Keynote presentation focuses on the impact that energy trends are having on present and future supply chains. Hot topics covered in the Conference Sessions include practical steps for cutting costs and controlling transportation spend; tips for optimizing distribution networks; how to lower costs, generate cash, and improve inventory management; and top ways to enhance labor management.

Attendees will learn how to maximize their end-to-end supply chains and develop productive, efficient companies that grow and thrive in both good times and in challenging economic environments. Here's an overview of what you'll learn.

# and cut costs

## KEYNOTE:

### How Energy Trends Impact the Supply Chain

Kicking off this year's virtual event is a keynote from economist and popular *Logistics Management* Oil & Fuel columnist Derik Andreoli, Ph.D.c. In his keynote address, Andreoli offers his insights and helps attendees better grasp how trends in oil and energy costs will affect transportation rates as well as the future of global supply chain initiatives.

A senior analyst with Mercator International, LLC, Andreoli launches his keynote by showing attendees a graph highlighting on-highway diesel fuel cost in constant and nominal dollars and crude oil WTI spot price cost in constant and nominal dollars. "The problem with trying to predict prices is that you need insight into oil and fuel cost/demand," Andreoli explains, "as well as being able to predict such things as the value of the dollar, the weather and geopolitical events."

Andreoli also presents various scenarios built around the relationship of world GDP to global energy consumption and oil consumption, stating that "oil consumption is driven by GDP growth, and rapid upward price swings are driven by low spare oil production capacity or a rapid decline in spare

capacity." He shows the audience what refiners pay for oil and explains the concept of "spare capacity"—defined as the oil that can be purchased with very little advance notice.

"We have billions of barrels of oil in reserves, but reserves don't matter as much as production does," says Andreoli. "In order to determine spare capacity one needs to know production capacity and demand. So spare capacity is simply the cushion left over after consumption takes place."

Having studied the data and trends in-depth, Andreoli says that his team has come to the conclusion that "spare capacity will most likely be pinched by 2012, unless there's an ideal scenario where we have low GDP growth across the world, paired with higher than expected oil production capacity."

To supply chain managers looking to ward off the challenges associated with that anticipated capacity "pinch," Andreoli says now is the time to start thinking about the location of production facilities. "Get them close to the market," he suggests, "and save money by using some of today's technologies that can help monitor your fuel spending."

## SUPPLY CHAIN BEST PRACTICES: BOOST PRODUCTIVITY AND CUT COSTS

### **Transportation Management: Practical Steps to Cut Costs and Control Operations**

For the past few years, shippers have found themselves reacting to unpredictable and volatile changes at both the demand and the supply ends of the spectrum. That challenge isn't expected to get easier anytime soon. As the recovery in the global economy inches forward, shippers are starting to see shrinking capacity and higher rates in all modes.

In this session, Brooks Bentz, a partner at Accenture's supply chain management practice, offers practical steps for gaining more control of transportation budgets and overall operations. Attendees learn how to improve existing carrier relationships; harness technology to improve transportation operations to rein in costs; and get tighter control over transportation budgets.

Bentz starts the session by giving attendees a peek into the current state of the economy and emphasizes chal-

lenges like increasing transportation costs, slow economic growth, slow recovery, changing regulations, and increasing margin pressure—both for shippers and carriers.

An effective solution to these and other issues, says Bentz, lies in transportation network optimization. "Essentially, it's our approach to helping people who are consumers of transportation capacity acquire, manage, and use that capacity in a more holistic, systemic way and viewing it a little bit differently," he says.

Bentz explains that such process improvements typically result in better supply chain performance, and that they also simplify administrative functions and enhance customer service. "We believe there are significant benefits in this approach, and it results in a sustainable business model," says Bentz. "Today, more than ever, reducing operating costs and improving service is a top priority."

### **Inventory Management: Top Inventory Management Strategies**

In today's uncertain economic climate, controlling costs and conserving working capital are absolutely essential to business success. Inventory management plays a significant role in helping to achieve both of these key objectives.

In this virtual conference session, attendees listen to inventory management insights shared by speakers Linwood A. Kulp, Jr., principal at Brinmar Consulting, and Robert E. Murray, chairman at REM Associates. Both experts provide specific approaches and methodologies for improving inventory management and controlling—or actually reducing—costs and working capital.

Murray discusses various perspectives on inventory management and highlights several challenges that companies are dealing with right now, including increasing customer demands; increased costs and service sensitivity; and the need for quicker response times and improved forecasting.

"Virtually all companies will place increased emphasis on leveraging all business supply chain functions," says Murray, "thus creating the need for effective management and control of all business inventories. If we look at the key to effective inventory management, it's the linking of the product flows with the inventory that's required to support those flows. Inventory typically represents 10

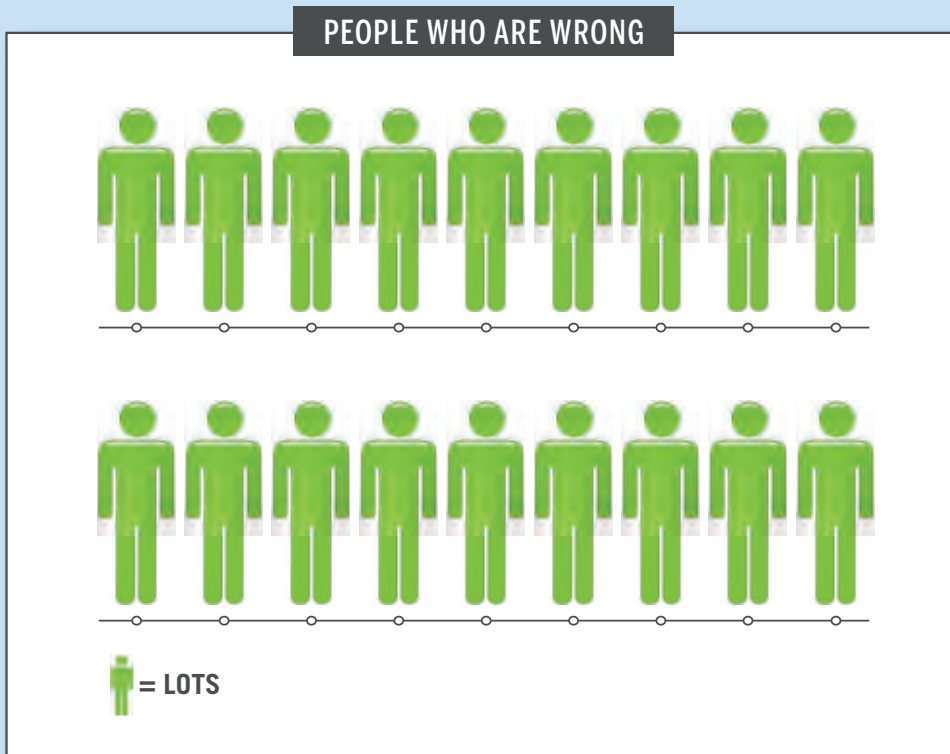
percent to 33 percent of business assets—that's a very significant number."

Kulp outlines the inventory management characteristics of today's best-in-class companies, and says that processes common to companies that effectively manage inventory include: inventory optimization, supply chain visibility, integrated forecasting systems, identifying the causes of inventory error, and an effective forecasting/demand planning process.

Murray pointed out that 80 percent of sales dollars are typically generated from a group of items representing 20 percent of the product line. "Fifty percent of the product line represents only 5 percent of your sales dollars," he explains. "This means half of the items that you sell generate only five percent of those sales dollars. It's key—from an inventory management perspective—to know what that 50 percent consists of."

In summation, the speakers said that to be successful in inventory management and segmentation, shippers must consider inventory levels, inventory velocity, and inventory costs. "If we increase inventory dollars, we tend to increase customer service, and if we decrease inventory dollars, we tend to decrease customer service," says Murray. "We need to optimize what's best for our particular company and for our particular service to those customers."

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## SUPPLY CHAIN BEST PRACTICES: BOOST PRODUCTIVITY AND CUT COSTS

### **Warehouse & DC Management:** **Tips for Optimizing the Distribution Network**

It doesn't matter how many production plants or distribution facilities are in a shipper's network, the process of network optimization is a critically important one that can generate significant value. From improved customer service levels to reduced logistics expenses to minimized inventory assets, the list of benefits goes on.

The problem is that distribution networks change for a variety of reasons over time. Company growth, new customer service demands, mergers and acquisitions, regional market expansion, supplier network changes, and labor strategy can all inhibit a firm's ability to optimize its distribution network. External factors such as energy cost volatility or economic uncertainty also come into play and can negatively affect supply chains.

In this session, Marc Wulfraat, president of supply chain consulting firm MWPVL International, gives attendees advice on how to think through the process of distribution network strategy redesign. He opens the session by defining distribution network strategy as "the way in which we move goods to market and impact all supply chain participants."

Regardless of company size or industry, Wulfraat says that every company participating in the global supply chain has some form of distribution strategy. He discusses distribution network optimization, which he calls "a balancing act between operating expenses and working capital versus service level."

To shippers looking to optimize their own distribution network, Wulfraat says the key to success lies in knowing your demand volumes at a detailed customer level using data aggregation; knowing your supply points; knowing your products and inventory assets; and knowing your money.

Looking ahead, Wulfraat says transportation costs will rise significantly, causing distribution networks to gradually expand closer to market to reduce miles. "Over the road transportation costs are expected to rise by 10 percent to 15 percent in the next couple of years, and there is an expected shortage of about 300,000 drivers," he explains, adding that distribution network optimization will give shippers the best foundation for combating these looming challenges. "It's really the biggest thing you can do to change and improve your company."

### **Labor Management:** **Eight Questions to Ask to Improve Performance**

The people working in supply chain capacities—in warehouses, distribution centers, fleet operations, office staff—are among the most important resources in any organization. To ensure that these individuals are highly productive, it's important to apply effective labor management practices and techniques.

The final session of this year's conference is led by Don Cook, president of Cook & Associates. He walks attendees through the key questions that must be addressed to improve labor management in a firm's supply chain operations. Supply chain professionals learn the core components of an effective labor management program; the cost and timely payback in labor management programs; the key technology enablers available for labor management; and how to implement an effective labor management program in the supply chain.

Cook starts the session by defining labor management as the skills and tools used by managers to help them reach an effective operating level. Skills include the ability to interpret reports and to use that information to provide meaningful feedback to the labor staff. "In turn, this is the basis for rewarding good performers and coaching low performers," Cook explains. "In addition, managers

need to use this data to identify problems and areas that need improvements."

The tools include the training, software, and features provided by a good labor management program. "Of course, we always have to remember that the ultimate goal of all of this is to help managers reach that effective operating level," says Cook.

During the session, Cook works his way through the questions one at a time and addressed issues like "How do companies know if they're not already doing the best with what they have?" He pointed to benchmarking as one answer to that question, but says that listening to managers and discussing problems with them is an even better choice.

"Your managers are probably the smartest [tools] that you have at your avail," says Cook. He also discusses the key elements and options that a company should be looking for in labor management software (LMS). "Obviously, the software should provide the management team with what they need and have the flexibility to respond to ongoing operational changes," says Cook.

"Above all," he says, "make sure that the team doing the implementation has the qualifications and track record in all of the disciplines." □



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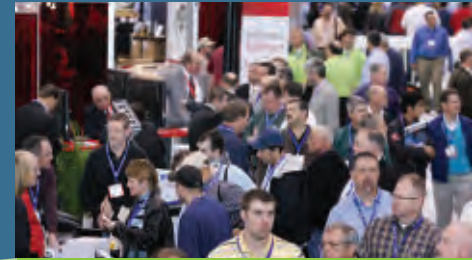
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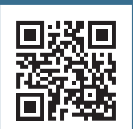
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Bldg. 151, JFK Int'l Airport  
Jamaica, NY 11430  
(718)656-9801  
(800)552-2746  
Fax: (718)656-9646  
Web: www.jalcargo.com

### 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. (FF)

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,

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### **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](http://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](http://www.megatrux.com)



### **Mode Transportation**

17330 Preston Road  
Suite 200 C, Dallas, TX 75252  
972-447-0075  
972-447-0090  
[info@modetransportation.com](mailto:info@modetransportation.com)  
[www.modetransportation.com](http://www.modetransportation.com)

**Services/Products:** Mode Transportation offers Truckload, Intermodal, Less than Truckload, Railcar, LCL and International Ocean and Air Services. Company Description: Mode Transportation was founded in 1989 and has remained a leading 3PL in North America ever since. Our Transportation Management Systems (TMS) TRITAN, links shippers, carriers and operators 24/7 via the internet. Self-Service options within our TMS offer our customers greater control and peace of mind. We also offer route optimization and planning, small package, final mile and other specialty services like heavy hauling, hazmat, etc. Mode Transportation, formerly known as Exel Transportation, is now a wholly-owned subsidiary of Hub Group.

### **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](http://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](http://www.nationalaircargo.com)

### **Network Global Logistics**

320 Interlocken Parkway  
Suite 100  
Broomfield, CO 80021  
866-938-1870  
800-418-1335  
[www.nglog.com](http://www.nglog.com)

**Services/Products:** Business category selection: Transportation (NFO, Freight, Ground) Warehousing, Service Parts Logistics, 3PL. Network Global Logistics was founded in 1971 and is the preferred third party logistics company providing mission critical transportation, next flight out, same day local, service parts logistics and warehousing and fulfillment services. NGL uses best practices and standard operating procedures to provide unmatched service levels to the medical, life science, retail, technology and financial industries. Our goal is to develop partnerships with our customers by offering supply chain solutions that are flexible, exceed expectations, provide value and create peace of mind. We believe in providing the highest level of customer service, sophisticated visibility and tracking technology and taking a proactive approach to problem solving and communication.

### **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](http://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](http://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](http://www.cargo.nwa.com)

### **NoWaitFreight (A)**

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

### **OCS America, Inc. (AC)**

49-27 31st St.  
Long Island City,  
NY 11101-3113  
(718)784-6080  
1-(888) SHIP OCS  
Fax: (718)433-1430  
Web: [www.shipocs.com](http://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](http://www.ohl.com)

### **OIA Global Logistics (FF)**

17230 NE Sacramento St.  
Portland, OR 97230  
(503)736-5950  
(800)938-3109  
Web: [www.oiaglobal.com](http://www.oiaglobal.com)

### **Panalpina Inc. (FF)**

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

### **Quick International (AC)**

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

### **Schenker, Inc. (FF)**

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

**TransGroup Worldwide Logistics (FF)**

18850 8th Ave S. Ste. 100  
 Seattle, WA 98148  
 206-577-4875  
 Web: [www.transgroup.com](http://www.transgroup.com)

**TNT Express (AC)**

200 Garden City Plaza  
 Garden City, NY 11530  
 (516)746-4229  
 Web: [www.tnt.com](http://www.tnt.com)

**Trinity Transport, Inc. (FF)**

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

**U.S. Postal Service (IC)**

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](http://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](http://www.unitedcargo.com)

**UPS Airlines (A)**

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

**US Airways Cargo (A)**

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

**UTi Worldwide (FF)**

19500 Rancho Way  
 Suite 116  
 Rancho Dominguez, CA 90220

(310)604-3311  
 Fax: (310)604-8411  
 Web: [www.go2uti.com](http://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](http://www.virgin-atlantic.com)

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

377 Oak Street  
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 (516)222-1777  
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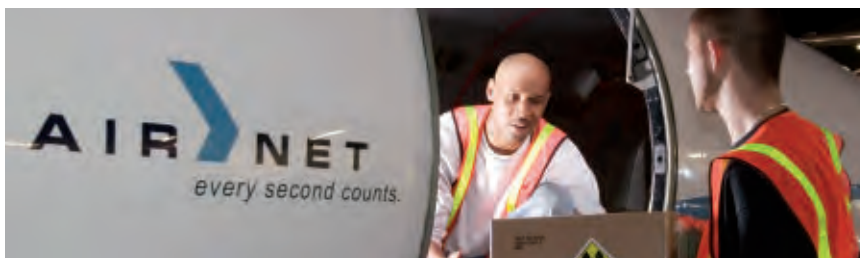
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# Motor Carriers

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

## AAA Cooper Transportation

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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

## 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

## Con-way Truckload

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

## Holland

750 E. 40th St.

Holland, MI 49423  
800-456-6322  
800-456-6322  
Email: sales@hollandregional.com  
Web: www.hollandregional.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

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## 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



## 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,



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New Haven, CT 06513  
203-787-5746  
Fax: 203-782-9354  
Web: [www.aanastasio.com](http://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](http://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](http://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](http://www.acmetruck.com)

### Allied Van Lines Specialized Transportation Services

P.O. Box 4403  
Chicago, IL 60680-4403  
(800)510-7469  
Web: [www.allied.com](http://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](mailto:sales@atsinc.com)  
Web: [www.atsinc.com](http://www.atsinc.com)

### Apex Logistics

Div. Shevell Group  
212 Black Horse Lane  
North Brunswick, NJ 08902  
(732)940-7328, (800)428-6193  
Fax: (732)940-7264  
Web: [www.apexlogisticsinc.com](http://www.apexlogisticsinc.com)

### Arnold Bros. Transport Ltd.

739 Lagimodiere Blvd.  
Winnipeg, MB R2J 0T8  
Canada  
(204)257-6666, (800)665-8085  
Fax: (204)253-3339  
Web: [www.arnoldbr.com](http://www.arnoldbr.com)

### Associated Petroleum Carriers Inc.

PO Box 2808  
Spartanburg, SC 29304  
(864)573-9301  
Fax: (864)573-9305  
Web: [www.apcorporat.com](http://www.apcorporat.com)

### Atlas Van Lines, Inc.

1212 St. George Rd.  
Evansville, IN 47711  
(800)638-9797  
Fax: (812)421-7174  
Web: [www.atlasworldgroup.com](http://www.atlasworldgroup.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.averittexpress.com](http://www.averittexpress.com)

### Benchmark Distribution Services, L.P.

2801 Post Oak Blvd.  
Ste. 400  
Houston, TX 77056  
(713)386-2900, (877)878-5968  
Fax: (713)386-2905  
Web: [www.BenchmarkDistributionServices.com](http://www.BenchmarkDistributionServices.com)

### Big Freight Systems Inc.

360 Hwy. 12 N.  
Steinbach, MB R5G 1A6, Canada  
(204)326-3434, (800)665-0415  
Fax: (204)326-2717  
Web: [www.bigfreight.com](http://www.bigfreight.com)

### Bowers Transportation Services, Inc.

1501 Bombay Ln.  
Roswell, GA 30076  
770-663-8090, 800-525-1977  
Fax: 770-663-8070  
Web: [www.bowerstransportation.com](http://www.bowerstransportation.com)

### BT Trucking

1837 Gardner Rd.  
Broadview, IL 60153  
877-489-8428  
Web: [www.bttrucking.com](http://www.bttrucking.com)

### Burns Motor Freight, Inc.

US 219, N., PO Box 149  
Marlinton, WV 24954  
(304)799-6106, (800)598-5674  
Fax: (304)799-4257  
Web: [www.burns~motorfreight.com](http://www.burns~motorfreight.com)

### C.R. England Inc.

4701 W. 2100 S.  
Salt Lake City, UT 84120  
(801)972-2712, (800)453-8826  
Fax: (801)974-3342  
Web: [www.crengland.com](http://www.crengland.com)

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4461 Duraform Ln.  
P.O. Box 228  
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(608)846-9310, (800)798-7654  
Fax: (608)846-4481  
Web: [www.capitolwhse.com](http://www.capitolwhse.com)

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7180 East Reed Rd.  
P.O. Box 6  
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(815)634-4443, (800)435-9302  
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Web: [www.cardinaltransport.com](http://www.cardinaltransport.com)

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Web: [www.celadontrucking.com](http://www.celadontrucking.com)

### Central Transport

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(586)754-2100, (800)334-4883  
Fax: (586)755-1594  
Web: [www.centraltransportint.com](http://www.centraltransportint.com)

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Web: [www.clippergroup.com](http://www.clippergroup.com)

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Knoxville, TN 37933  
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Fax: (865)966-3649  
Web: [www.cfsi.com](http://www.cfsi.com)

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734-994-6600  
Email: [buyersguide@con-way.com](mailto:buyersguide@con-way.com)  
Web: [www.con-way.com/freight](http://www.con-way.com/freight)

### Con-Way Freight Canada

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Room 202  
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Canada  
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Web: [www.con-way.com/freight](http://www.con-way.com/freight)

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Web: www.ctlogistics.com

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Web: www.dayross.ca

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800-356-3659  
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Web: www.duprelogistics.com

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Web: www.easternfreightways.com

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(800)869-3737  
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Transportation  
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Web: www.fstlogistics.com

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Web: www.fstlogistics.com

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(888)414-2850  
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Web: www.grimshaw-trucking.com

### Groendyke Transport Inc.

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(888)488-9240  
Fax: (580)234-1216  
Web: www.groendyke.com

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(319)545-2728  
Fax: (319)545-1349  
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Web: www.schilli.com

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(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

### Transport Corporation of America, Inc.

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

### Tri-State Motor Transit Co.

8141 E. 7th St.  
Joplin, MO 64802  
(800)234-8768  
Web: www.tsmto.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.gouts.com

### Velocity Express

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

### Vitrans Express

6500 E. 30th St.  
Indianapolis, IN 46219  
(317)803-6400  
(800)366-0150  
Fax: (317)543-1228  
Web: www.vitransexpress.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 Road  
Omaha, NE 68138  
402-895-6640, 800-228-2240  
402.894.3686  
werner@werner.com

www.werner.com

**Services/Products:** Since 1956, Werner Enterprises has built its name as the leader in freight transportation innovation by delivering efficient, customized supply chain solutions. The company has evolved from a one-truck operation to a full-service transportation and logistics provider with coverage throughout North America, Asia, Europe, South America, Africa and Australia. Our portfolio of supply chain solutions is backed by our network of 7,350 trucks and 6,400 alliance partners across all modes. We provide an assortment of movement options, including Regional and Long Haul Trucking, Expedited, Dedicated, Flatbed/Over-Dimensional, Temperature Controlled, Intermodal, Air Freight, LTL, Ocean, Bulk and Power Only.

## 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, with a comprehensive North American LTL network and a broad portfolio of services, specializes in reliable solutions for transporting industrial, commercial, and retail goods. Our strong team of transportation solutions experts is focused on tailoring solutions to meet your business needs. With our online tracking and tracing capabilities, dedicated 24/7 customer support specialists, online Live Chat and apps for your mobile devices, and quote-free options for fast and simple scheduling of shipments, YRC is ready to respond to your needs. Count on YRC to deliver confidence to your supply chains - and to your customers.

## YRC Glen Moore

1711 Shearer Dr.  
Carlisle, PA 17013-9970  
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.



**If you're in the rockets and radar business, so are we.**

We may be in shipping, but your business is our business. When your product needs to get there right on time or just plain fast, OD makes it happen, guaranteed. And while OD employees choreograph trucks, planes and schedules at warp speed in over 200 service centers across the U.S. and beyond, you can track along online and on your phone. Because it's not just a delivery we're making. It's a promise.

[odpromises.com/expedited](http://odpromises.com/expedited)



OD-DOMESTIC

OD-EXPEDITED

OD-PEOPLE

OD-GLOBAL

OD-TECHNOLOGY

**HELPING THE WORLD KEEP PROMISES™**

# Rail/Intermodal Services

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

## **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](http://www.actionago.com)

## **ALLIANCE**shippers inc.



### **Alliance Shippers, Inc**

516 Sylvan Avenue  
Englewood Cliffs, NJ 07632  
800-222-0451  
[info@alliance.com](mailto:info@alliance.com)  
[www.alliance.com](http://www.alliance.com)

**Services/Products:** • The Perfect Shipment Program • Intermodal: USA, Canada and Mexico • Over-the-Road Transportation • International Transportation Service • Complete Protective Service • Warehousing and Distribution Services • Dedicated Fleet • Box Car Service • Equipment Management • Carrier Management and Selection • Accessorial Management

### **American Fast Freight**

400 45th St. Ct. E.  
Fife, WA 98424  
253-926-5000  
800-642-6664  
Web: [AFFQuotesTAC@americanfast.com](mailto:AFFQuotesTAC@americanfast.com)  
[www.americanfast.com](http://www.americanfast.com)

**Services/Products:** Serving Alaska, Hawaii, Guam and Puerto Rico. AFF Hawaiian Ocean Transport, AFF Logistics, AFF Distribution Services, American Relocation Services. Freight forwarding, consolidation, short-

and long-term warehousing, cold storage, distribution, household goods moving and storage, commercial moving, military moving, air freight forwarding, bypass mail to bush Alaska, logistics, project management, oversize, hazardous, AIB "superior" rating, Alcan highway express service, Alaska intra-state trucking, FCL/LCL, rail service, barge charters, temperature protected.

### **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](mailto:sales@atsinc.com)  
Web: [www.atsinc.com](http://www.atsinc.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](mailto:intlsales@atsinc.com)  
Web: [www.atsisi.com](http://www.atsisi.com)

### **BNSF Logistics, LLC**

4700 South Thompson  
Suite A202  
Springdale, AR 72764  
888-285-4514  
Email: [sales@bnsflogistics.com](mailto:sales@bnsflogistics.com)  
Web: [www.bnsflogistics.com](http://www.bnsflogistics.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.averittexpress.com](http://www.averittexpress.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](mailto:sales@atsinc.com)  
Web: [www.atsinc.com](http://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.

### **Aspen Distribution, Inc.**

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

### **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](http://www.bnsf.com)

### **C.H. Robinson Co.**

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

### **Canadian Pacific Railway**

401 9th Ave., S.W.  
Ste. 500  
Calgary, AB T2P 4Z4  
Canada  
(403)319-7000  
(800)551-2553  
Fax: (403)336-370  
Web: [www.cpr.ca](http://www.cpr.ca)

### **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](http://www.cargoagents.net)

## CEVA Logistics

10751 Deerwood Park Blvd.  
Suite 200  
Jacksonville, FL 32256  
888-564-4789  
Web: [www.cevalogistics.com](http://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](http://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](http://www.clearpointt.com)

## Clipper Express

9014 Heritage Pkwy.,  
Ste. 300  
Woodridge, IL 60517  
(630)739-0700  
Fax: (630)739-1817  
Web: [www.clippergroup.com](http://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](http://www.commerceexpressinc.com)

## Compass Consolidators

47 Stephen St.  
Lemont, IL 60439  
(630)243-0200  
(800)845-5588  
Fax: (630)243-0250  
Web: [www.cpqqs.com](http://www.cpqqs.com)

## Comtrak Logistics

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

## The CrossGlobe Group

15521 Darling Path  
Rosemount, MN 55068  
612-801-4732  
Web: [www.crossglobegroup.com](http://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](http://www.CSXi.com)

## Dart Intermodal

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

## DB Schenker/BAX

150 Albany  
Freeport, NY 92602  
516-377-3000  
800-225-5229  
Web: [www.dbschenkerusa.com](http://www.dbschenkerusa.com)

## Ford Storage & Moving Co.

10364 South 136th Street  
Omaha, NE 68138  
402-592-5455  
800-397-8581  
Fax: 402-592-1285  
Web: [www.fordstorage.com](http://www.fordstorage.com)

## GE Capital Rail Services

161 N. Clark St.  
Chicago, IL 60601  
(312)853-5000  
(800)445-6126  
Fax: (312)853-5155  
Web: [www.ge.com/railservices](http://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](http://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](http://www.hubgroup.com)

## Kansas City Southern

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

## Landstar

13410 Sutton Park Dr. S.  
Jacksonville, FL 32224  
866-439-1407  
800-872-9400  
Web: [www.landstar.com](http://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](http://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](http://www.marten.com)

## Matson Integrated Logistics

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

## Mode Transportation

17330 Preston Road  
Suite 200 C, Dallas, TX 75252  
972-447-0075  
972-447-0090  
info@modetransportation.com  
[www.modetransportation.com](http://www.modetransportation.com)

**Services/Products:** Mode Transportation offers Truckload, Intermodal, Less than Truckload, Railcar, LCL and International Ocean and Air Services. Company Description: Mode Transportation was founded in 1989 and has remained a leading 3PL in North America ever since. Our Transportation Management Systems (TMS) TRITAN, links shippers, carriers and operators 24/7 via the internet. Self-Service options within our TMS offer our customers greater control and peace of mind. We also offer route optimization and planning, small package, final mile and other specialty services like heavy hauling, hazmat, etc. Mode Transportation, formerly known as Exel Transportation, is now a wholly-owned subsidiary of Hub Group.

## Nebraska Warehouse

10064 South 134th St.  
Omaha, NE 68138  
402-896-2200  
Fax: 402-896-2201  
Web: [www.nebraskawarehouse.com](http://www.nebraskawarehouse.com)



## Rail/Intermodal Services

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### 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

### NFI Intermodal

511 E. John Carpenter Fwy.,  
Suite 300,  
Irving, TX, 75062  
800-766-0919  
Web: www.nfiindustries.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

### Pacific Alaska Freightways

2812 70th Ave East  
Fife, WA 98424  
253-926-3292  
800-426-9940  
53-926-3161  
www.pafak.com  
**Products/Services:** Pacific Alaska Freightways has been providing freight transportation services to Anchorage, Fairbanks, Kenai, Kodiak & Southeast Alaska business and consumers since 1961. We have gained experience in all modes of transportation to Alaska including steamship, barge, rail, air and over the road. In addition, with established intermodal, LTL and Truckload Carrier services available in the lower 48 states, we can offer seamless origin to destination services to all our clients throughout Alaska.

### 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

### 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

### 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](http://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](http://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](http://www.goutsi.com)

**UPS**

55 Glenlake Pkwy. NE  
Atlanta, GA 30328  
800-PICK-UPS  
Web: [www.ups.com](http://www.ups.com)

“The Business of America is Business”

Calvin Coolidge

The Business of Alliance Shippers, Inc. is ...  
“To Manage Our Customers’ Business.”®

**ALLIANCE**shippers inc.



**The Perfect Shipment®**

Our Commitment To You.

For more information about all of our services, visit us at: [www.alliance.com](http://www.alliance.com)

Perfect Shipment® Performance<sup>1</sup>

On-Time Pick-Up = **98.7%**

On-Time Delivery = **95.8%**

YTD On-Time Delivery = **97.1%**

Damage-Free Performance<sup>2</sup>

Refrigerated Services = **99.98%**

Dry Van Intermodal and Highway Services = **99.79%**



<sup>1</sup>Data as of 10/31/11 <sup>2</sup>Fiscal Year 2010–2011

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# Maritime Services

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

## **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

## **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.

## **Damco**

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

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## **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

## **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,

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## **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



**Catapult International**

13632 W. 95th Street  
Lenexa, KS 66215  
913-232-2389  
growth@gocatapult.com  
www.gocatapult.com  
**Services/Products:** With its fast and sleek technology, Catapult helps NVOCC's, freight forwarders, and large importers/exporters manage their ocean and air rates through its Catapult QMS rate and quotation management system. Top 10 Uses for Catapult QMS: 10. Query up-to-date rates 9. Rate retrieval in seconds 8. Assign sell rates per customer or agent 7. Transit times per ocean carrier 6. Send quotations to customers 5. Currency converter 4. Request quotes to carriers 3. Web-based 2. RFQ Builder 1. Compare all options Let Catapult help you manage your rates/surcharges and provide a system where all of your offices can see their best option from A to B.

**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.byrne@damco.com  
Web: www.damco.com

**DB SCHENKER**  
**DB Schenker**

150 Albany Ave.  
Freeport, NY 11520  
516-377-3000  
800-225-5229  
info2@dbschenker.com  
www.dbschenkerusa.com  
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**DHL Global Forwarding**

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

**Elite International Transportation**

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

**Evergreen America Corporation**

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



**FedEx Trade Networks**

6075 Poplar Avenue  
Suite 400  
Memphis, TN 38119  
716-879-1075>  
800-249-2953  
www.ftn.fedex.com  
**Services/Products:** International air and ocean freight forwarding, International Direct Priority Ocean service, customs brokerage, NVOCC, distribution services, trade and customs advisory, duty drawback, cargo insurance arrangement, Global Order Logistics, Importer Security Filing, FDA assistance, web-based tracking, international coverage inc. North America, Europe, Asia, India, Middle East and Latin America.

**FESCO**

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

## Maritime Services

---

### Great White Fleet (US) Ltd.

250 East Fifth Street  
25th Floor  
Cincinnati, OH 45202  
(888)724-5493  
Web: [www.greatwhitefleet.com](http://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](http://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](http://www.hapag-lloyd.com)

### Horizon Lines

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

### Hyundai Merchant Marine

222 W. Las Colinas Ridge,  
Suite 700 Irving, TX 75039  
(972) 501-1100  
877-7-HYUNDAI

### Independent Container Line

4801 Audubon Dr.  
Richmond, VA 23231  
(804)222-2220  
(800)525-4499  
Fax: (804)236-5150  
Web: [www.icl-ltd.com](http://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](http://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](http://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](http://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](http://www.kn-portal.com)

### Landstar

13410 Sutton Park Dr. S.  
Jacksonville, FL 32224  
866-439-1407  
800-872-9400  
Web: [www.landstar.com](http://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](mailto:information@lynden.com)  
Web: [www.lynden.com](http://www.lynden.com)

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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](http://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](http://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](http://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](http://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.msccgva.ch](http://www.msccgva.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](http://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](http://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](http://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](http://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](http://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](http://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](http://www.rickmers.net)  
Email: [houston@rickmers.net](mailto:houston@rickmers.net)  
Web: [www.rickmers-linie.de](http://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](http://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  
Winnboro, 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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- + Your Logistics Hub Partner
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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](http://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](http://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](http://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](http://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](http://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](http://www.portofsacramento.com)

#### Port of San Francisco

Pier 1  
San Francisco, California  
94111  
(415)274-0400  
Fax: (415)274-0528  
Web: [www.sfport.com](http://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](http://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](http://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](http://www.portmanatee.com)

#### Port Everglades

1850 Eller Dr.  
Ft. Lauderdale, Florida 33316  
(954)523-3404  
Fax: (954)525-1910  
Web: [www.broward.org/port](http://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](http://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](http://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](http://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](http://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](http://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  
www.portofvirginia.com

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(360)533-9528  
Fax: (360)533-9505  
Web: [www.portofgraysharbor.com](http://www.portofgraysharbor.com)

#### Port of Kalama

380 W. Marine Dr.  
Kalama, Washington 98625  
(360)673-2325  
Fax: (360)673-5017  
Web: [www.portofkalama.com](http://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](http://www.portoflongview.com)

#### Port of Olympia

915 Washington St. NE  
Olympia, Washington 98501  
(360)528-8000  
Fax: (360)528-8090  
Web: [www.portolympia.com](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://www.portofthunderbay.ca)

### QUEBEC

#### Montreal Port Authority

Port of Montreal Building  
2100 Pierre-Dupuy Ave,  
Wing Number 1  
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*This section includes asset-based and non-asset-based third-party logistics service providers.*

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706-454-0195  
866-843-3827  
706-454-0197  
ayal@2bf.com  
www.a2bf.com

**Products and services:** a2b Fulfillment, Inc. is an innovative and progressive 3PL provider of distribution support services including Warehousing, Order Fulfillment, Discounted Shipping, Logistics and Value-Add services such as Kitting, Assembly, QC - Rework, and Reverse Logistics. We leverage low cost structure, state-of-the-art distribution systems, modern and expansive warehouse facilities, carrier relationships and overall logistics expertise to deliver best-of-breed service to our customers. a2b offers flexible storage solutions. Order Fulfillment programs support b2b and d2c distribution. Each fulfillment platform is complimented with the most aggressive transportation rates available, including FTL, LTL, and Small Parcel. We utilize transportation resources to ship goods cost-effectively to coincide best with your time-in-transit requirements.

## **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

## **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

## **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**

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

## **AFS Logistics, LLC.**

PO Box 18170  
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(318)798-2111  
Fax: (318)798-2105  
Web: www.afslogistics.com

## **Agility**

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Fax: 630-766-0205  
Web: www.aitworldwide.com

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Web: [www.warehousenetwork.com](http://www.warehousenetwork.com)

## Allied Warehousing Services, Inc.

20 26th St.  
Huntington, WV 25703  
(304)523-2131  
Fax: (304)523-9531  
Web: [www.alliedlogistics.com](http://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](http://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](http://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](http://www.americold.net)



## Amosoft EDI Services

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sales@amosoft.com  
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Fax: (970)337-7007  
Web: [www.AmwareLogistics.com](http://www.AmwareLogistics.com)

## APL Logistics

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Scottsdale, AZ 85254  
602-586-4800  
Fax: 602-586-4861  
Web: [www.apllogistics.com](http://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](http://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](http://www.arnoldlogistics.com)

## Aspen Distribution, Inc.

10875 E. 40th Ave.  
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(303)371-2511  
Fax: (303)576-9254  
Web: [www.aspendistribution.com](http://www.aspendistribution.com)

## Associated Global Systems

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Ste. 207  
New Hyde Park, NY 11042  
516-627-8910  
800-645-8300  
Fax: 516-627-6051  
Web: [www.agssystem.com](http://www.agssystem.com)

## Associated Warehouses, Inc.

1740 W. Katella Ave. Ste. M  
Orange, CA 92867  
714-538-5990  
Fax: 714-538-8156  
Web: [www.awilogistics.com](http://www.awilogistics.com)

## ASW Global, LLC

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Mogadore, OH 44260  
330-733-6291  
888-363-8492  
Fax: 330-733-5196  
Web: [www.aswservices.com](http://www.aswservices.com)

## ASW Services

ASW Supply Chain Services  
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Akron, OH 44260  
(330)733-2400  
(888)363-8492  
Fax: (330)733-5196  
Web: [www.aswservices.com](http://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.atclem.com](http://www.atclem.com)

## Atlanta Bonded Warehouse Corp.

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

## Averitt Express

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1-800-AVERITT  
Fax: 931-520-5603  
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## Barrett Distribution Centers

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## BAX Global Inc.

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### Bay Cities Warehouse Co., Inc.

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(510)471-9770  
Fax: (510)471-3755  
Web: www.baycitieswarehouse.com

### BDP International, Inc.

510 Walnut St.  
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Web: www.bdpint.com

### Bekins Logistics

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(877)258-5588  
Fax: (712)258-8380  
Web: www.bekinslogistics.com

### Bender Group

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

### BNSF Logistics

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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

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Eden Prairie, MN 55347-5045  
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800-CHRLOGI  
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Web: www.chrobinson.com

### Calbrock Enterprises Ltd.

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Canada  
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### Capitol Logistics, LLC

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Fax: (309)266-4420  
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Web: www.us.cevalogistics.com

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Mexico  
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### Choice Logistics

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Web: www.cmrgrupp.com

### Cogistics, Inc.

2525 Drane Field Rd.  
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Fax: (863)647-9379  
Web: www.cogistics.com

### Columbian Logistics Network

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(616)514-6000  
(888)609-8542  
Fax: (616)514-5990  
Web: www.columbian.us

### Concert Group Logistics, Inc

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866-245-7447  
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Fax: 319-390-6219  
Web: [www.crst.com](http://www.crst.com)

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800-243-4100  
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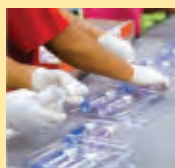
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Web: [www.metroparkwarehouses.com](http://www.metroparkwarehouses.com)

### MIQ Logistics

5200 West 110th St.  
Overland park, KS 66211  
877-246-4909, Fax: 913-344-4191  
Web: [www.miq.com](http://www.miq.com)



### Mode Transportation

17330 Preston Road  
Suite 200 C  
Dallas, TX 75252  
972-447-0075  
Fax: 972-447-0090  
[info@modetransportation.com](mailto:info@modetransportation.com)  
[www.modetransportation.com](http://www.modetransportation.com)

**Products and services:** Mode Transportation offers Truckload, Intermodal, Less than Truckload, Railcar, LCL and International Ocean and Air Services. Company Description: Mode Transportation was founded in 1989 and has remained a leading 3PL in North America ever since. Our Transportation Management Systems (TMS) TRITAN, links shippers, carriers and operators 24/7 via the internet. Self-Service options within our TMS offer our customers greater control and peace of mind. We also offer route optimization and planning, small package, final mile and other specialty services like heavy hauling, hazmat, etc. Mode Transportation, formerly known as Exel Transportation, is now a wholly-owned subsidiary of Hub Group.

### Murphy Warehouse Company

701 24th Ave., SE  
Minneapolis, MN 55414  
612-623-1200, Fax: 612-623-9108

Web: [murphywarehouse.com](http://murphywarehouse.com)

### Nakano Warehouse & Transportation Corp.

18924 S Laurel Park Rd., Ste. A  
Rancho Dominguez,  
CA 90220-6099  
(310)638-9363  
Fax: (310)604-9326  
Web: [www.tonnex.com](http://www.tonnex.com)

### NAL Worldwide

1200 Greenbriar Drive  
Addison, IL 60101  
(630)261-3100  
(800)316-6860  
Fax: (630)261-6860  
Web: [www.nalworldwide.com](http://www.nalworldwide.com)

### National Cold Storage, Inc.

Corporate H.Q.  
2826 E. Oakland Park Blvd.  
Suite 300  
Ft. Lauderdale, FL 33306  
(954)564-1928  
Fax: (954)564-3166

### National Logistics Management

14320 Joy Rd.  
Detroit, MI 48228-2494  
(313)272-6009  
Web: [www.nlmi.com](http://www.nlmi.com)

### National Material Handling Products Inc.

P.O. Box 13144  
Wauwatosa, WI 53213  
(800)676-5161  
Fax: (414)258-6820  
Web: [www.materialhandlingproducts.com](http://www.materialhandlingproducts.com)

### National Retail Systems, Inc.

611 US Hwy 46 W  
Hasbrouk Hts, NJ 07604  
201-330-3641  
Web: [www.nrsonline.com](http://www.nrsonline.com)

### Nebraska Warehouse

10064 South 134th St.  
Omaha, NE 68138  
402-896-2200  
Fax: 402-896-2201  
Web: [www.nebraskawarehouse.com](http://www.nebraskawarehouse.com)

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### **New Breed Logistics**

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

### **Next Generation Logistics, Inc.**

1611 Colonial Pkwy.  
Inverness, IL 60067-4732  
(847)963-0007  
Fax: (847)963-0079  
Web: [www.nextgeneration.com](http://www.nextgeneration.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](http://www.nexusdistribution.com)

### **NFI Logistics**

1515 Burnt Mill Rd.  
Cherry Hill, NJ 08003  
877-NFI-3777  
Web: [www.nfi.industries.com](http://www.nfi.industries.com)

### **NFI Warehousing Distribution Centers**

1515 Burnt Mill Road  
Cherry Hill, NJ 08003  
(877)NFI-3777  
Fax: (856)857-1745  
Web: [www.nfiindustries.com](http://www.nfiindustries.com)

### **Noble Distribution East, LLC**

2150 Roswell Dr.  
P.O. Box 4538  
Pittsburgh, PA 15205  
(412)922-2700  
(800)499-4698  
Fax: (412)922-2905  
Web: [www.nobledistributioneast.com](http://www.nobledistributioneast.com)

### **Noble Distribution Systems**

20500 So. Fordyce Ave.  
Carson, CA 90810  
310-639-0097  
800-927-8884  
Fax: 310-603-2319  
Web: [www.nobledist.com](http://www.nobledist.com)

### **NonstopDelivery, Inc.**

P.O. Box 5956  
Arlington, VA 22209  
(703)807-1166  
Fax: (703)807-4110

Web: [www.nonstopdelivery.com](http://www.nonstopdelivery.com)

### **North American Logistics Services, LLC**

2962 Stage Plaza N.  
Bartlett, TN 38134  
866-984-6257  
[www.nalogistics.com](http://www.nalogistics.com)

### **North American Warehousing Co.**

6800 W. 68th St.  
Bedford Park, IL 60638  
708-594-5380  
Fax: 708-496-1549  
Web: [www.nawarehouse.com](http://www.nawarehouse.com)

### **Northern Continental Logistics**

204 Pearl Street.  
Suite 301  
New Albany, IN 47150  
812-944-9488  
888-851-4556  
Fax: 812-944-9840  
Web: [www.nclworldwide.com](http://www.nclworldwide.com)

### **Norvanco International, Inc.**

21902 64th Avenue South  
Kent, WA 98032  
(253)796-3100  
(800)982-6122  
Fax: (253)796-3115  
Web: [www.norvanco.com](http://www.norvanco.com)

### **NoWaitFreight**

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

### **NVC Logistics Group, Inc.**

One Pond Rd.  
Rockleigh, NJ 07647  
201-767-0911  
800-526-0207  
Fax: 201-767-2646  
Web: [www.nvclogistics.com](http://www.nvclogistics.com)

### **NYK Logistics Americas**

2417 E. Carson Street  
Suite 210  
Long Beach, CA 90810  
(310)522-2200  
(800)624-3615  
Fax: (310)518-6811  
Web: [www.na.nyklogistics.com](http://www.na.nyklogistics.com)

### **O'Byrne Distribution Centers, Inc.**

5855 N. 94th St.  
Milwaukee, WI 53225  
(414)463-9090  
Fax: (414)463-4662  
Web: [www.obyrnedc.com](http://www.obyrnedc.com)

### **Odyssey Logistics & Technology**

39 Old Ridgebury Rd.-A4  
Danbury, CT 06810  
203-448-3900  
866-431-4570  
Fax: 203-448-3901  
Web: [www.odysseylogistics.com](http://www.odysseylogistics.com)

### **Odyssey Overland, LLC**

Bulk Tank Div  
1500 Rte. 517  
Ste. 300  
Hackettstown, NJ 07840  
(908)850-4490  
Fax: (908)850-3852  
Web: [www.odysseylogistics.com/overland](http://www.odysseylogistics.com/overland)

### **OHL**

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

### **OIA Global Logistics**

17230 NE Sacramento St.  
Portland, OR 97230  
(503)736-5950  
(800)938-3109  
Web: [www.oiaglobal.com](http://www.oiaglobal.com)

### **Overfl o Warehouse, LLC.**

3010 Nieman Ave.  
Baltimore, MD 21230-2709  
(410)646-5200  
(800)626-0616  
Fax: (410)644-2224  
Web: [www.overfl o.com](http://www.overfl o.com)

### **Ozburn-Hessey Logistics**

7101 Exec. Ctr. Dr., Ste. 333  
Brentwood, TN 37027  
615-401-6400  
877-401-6400  
Fax: 615-377-3977  
Web: [www.ohlogistics.com](http://www.ohlogistics.com)

### **Palestro Distribution Centers Inc.**

25127 Schulte Rd.  
Tracy, CA 95377  
(209)839-0553  
Fax: (209)830-0687  
Web: [www.via-palestro.com](http://www.via-palestro.com)

### **Pan American Express, Inc.**

4848 Riverside Dr.  
Laredo, TX 78041  
(419)724-9606  
(888)426-4349  
Fax: (419)724-9608  
Web: [www.panamex-zero.com](http://www.panamex-zero.com)

### **Paradigm Logistics USA, LLC**

88 Inverness Circle East  
Suite A106  
Englewood, CO 80112  
720-941-7400  
866-941-7400  
Fax: 720-941-7524  
Web: [www.paradigmlog.com](http://www.paradigmlog.com)

### **Paramount Storage Ltd.**

10 Hutchings St.  
Winnipeg, MB R2X 2X1  
Canada  
(204)632-0025  
Fax: (204)632-6367  
Web: [www.paramountstorage.com](http://www.paramountstorage.com)

### **Peninsular Warehouse Co., Inc.**

1610 Industrial Blvd.  
Jacksonville, FL 32254  
(904)786-1811  
Fax: (904)783-9953  
Web: [www.pentrans.com](http://www.pentrans.com)

### **Penske Logistics**

Rte. 10 Green Hills  
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Reading, PA 19603-0563  
610-775-6000  
800-529-6531  
Fax: 610-775-2449  
Web: [www.penskelogistics.com](http://www.penskelogistics.com)

### **PFSweb**

Priority Fulfillment Services Inc.  
500 North Central Expressway  
Plano, TX 75074  
(972)881-2900  
(800)920-4959  
Web: [www.pfsweb.com](http://www.pfsweb.com)

## Piedmont Distribution Services, Inc.

P.O. Box 632  
Mauldin, SC 29662  
(864)288-2512  
Fax: (864)288-2513  
Web: www.piedmontdistrib.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

## Port Logistics Group

125 Delawanna Ave  
Clifton, NJ 07014  
973-249-1230  
973-249-7324  
info@portlogisticsgroup.com  
www.portlogisticsgroup.com

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

## Powell Distribution Systems

47 Harvard Street  
Westwood, MA 02090  
(781)326-3553  
(877)855-7379

Fax: (781)326-2805  
Web: www.chpowell.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

## Puerto Rico Storage & Distribution, Inc.

Road 110 Km 5.6  
P. O. Box 250060  
Aguadilla, 00604-0060  
Puerto Rico  
(787)890-0131  
Fax: (787)890-7960  
Web: www.prsd.com

## Purolator USA Inc.

2 Jericho Plaza  
Jericho, NY 11753  
(516)681-3749  
(888)511-4811  
Fax: (516)938-2395  
Web: www.purolatorusa.com

## Quality Logistics Systems

3801 Pinnacle Point Dr.  
Ste. 100  
Dallas, TX 75211  
(214)231-0446  
Fax: (214)623-9644  
Web: www.qualitylogistics.com

## R&L Warehouse Distribution Services, Inc.

aka Rand L Warehouse Co.  
1490 - 66th Street  
Emeryville, CA 94608-1014  
(510)547-3611  
(888)475-9473  
Fax: (510)547-5436  
Web: www.warehousedistribution.com

## Rail Logistics, LCC

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

## Ray West Warehouses, Inc.

4801 Baldwin Blvd.  
Corpus Christi, TX 78408  
(361)884-5595  
Fax: (361)884-0309

Web: www.raywestwarehouses.com

## Regal Logistics

Corporate Headquarters  
6500 26th St. East  
Fife, WA 98424  
(253)922-2250  
Fax: (253)922-2251  
Web: www.regallogistics.com

## Rime Sales Corp.

PO Box 2  
Cranford, NJ 07016  
908-272-0126  
800-445-7976  
Fax: 908-272-1276  
Web: www.rimeslaes.com

## RMX Global Logistics

P.O. Box 4209  
Evergreen, CO 80437-4209  
(303)674-8522  
(888)824-7365  
Fax: (303)674-3803  
Web: www.rmxglobal.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

## RSI Logistics, Inc.

4131 Okemos Rd.  
P.O. Box 1396  
Okemos, MI 48805-1396  
(517)349-7713  
Fax: (517)349-7154  
Web: www.rsilogistics.com

## Ruan Transport

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

## Rudie Wilhelm

Warehouse Co.  
PO Box 22226  
Milwaukie, OR 97269-2226  
(503)850-5204  
Fax: (503)850-5104  
Web: www.wilhelmwarehouse.com



## Ryder Supply Chain Solutions

11690 NW 105th Street  
Miami, FL 33178-1103  
888-887-9337  
www.RyderSCS.com

### Products and services:

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

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

## Saddle Creek 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

**Products and services:** Saddle Creek Corp. is a nationwide 3PL providing integrated warehousing, transportation, packaging and fulfillment services. Our strategic, turnkey logistics solutions help leading companies to increase supply chain efficiency, streamline their businesses and manage costs. With 27 locations



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Web: www.slg.com

### Schilli Transportation Services, Inc.

3980 State Rd. 38 East, Ste. B  
Lafayette, IN 47905  
765-448-3400  
800-688-2101  
Fax: 765-449-9976  
Web: www.schilli.com

### Schneider Logistics, Inc.

3101 S. Packerland Dr.  
Green Bay, WI 54306-2666  
(920)592-4055  
(800)525-9358  
Fax: (920)592-2529  
Web: www.schneiderlogistics.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

### SDA - System Design Advantage, LLC

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Bloomington, MN 55431  
(952)703-3500  
(800)947-0007  
Fax: (952)703-0300  
Web: www.sdall.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

### Sentry Transport Services, LLC

Burle Business Park  
1032 New Holland Ave.  
Lancaster, PA 17601  
(717)299-3600  
(888)737-3449  
Fax: (717)299-3636  
Web: www.sentrytran.com

### ServiceCraft Logistics

6565 Knott Ave.  
Buena Park, CA 90620  
(714)690-6500  
(800)290-5952  
Fax: (714)690-6555  
Web: www.servicecraft.com

### Shaw Warehouse

305 26 Ave. W.  
Birmingham, AL 35204  
(800)467-7429  
Fax: (205)328-1865  
Web: www.shawwarehouse.com

### Sonwil Distribution

Center Inc.  
100 Sonwil Dr.  
Buffalo, NY 14225  
(716)684-0555  
Fax: (716)684-6996  
Web: www.sonwil.com

### Southern Warehousing & Distributing, Ltd.

3131 Caruso Way  
P.O. Box 568367  
Orlando, FL 32806  
(407)859-3550  
Fax: (407)859-4307  
Web: www.southernwarehouse.com

### Summit International Logistics

4338 Janitrol Rd.  
Columbus, OH 43228  
(614)278-9716  
(877)282-7387  
Fax: (614)278-9719  
Web: www.summit3pl.com

### Sunland Distribution, Inc.

2605 Anderson Rd.  
Greenville, SC 29611  
(800)295-0081  
Fax: (864)295-6616  
Web: www.sunlanddistribution.com

### Sunteck Transport Group

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

#### Products and services:

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.

### Target Logistics Services

1400 Glenn Curtiss Street  
Carson, CA 90746  
(310)900-1974  
Fax: (310)900-1982  
Web: www.targetlogistics.com

### Taylor Distributing Co.

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

### Taylor Warehouse Co.

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

### TBB Global Logistics

802 Far Hills Dr.  
New Freedom, PA 17349  
(717)227-5543  
(800)937-8224  
Fax: (717)227-5043  
Web: www.tbbgl.com

### Team Worldwide

629 W. Broadway  
Winnsboro, TX 75494  
(903)342-3516  
(800)527-1168  
Fax: (903)342-3764  
Web: www.teamwww.com

### Technical Transportation, Inc.

2850 Market Loop  
Southlake, TX 76092  
(817)421-0470  
(800)852-8726  
Fax: (817)488-0306  
Web: www.techtrans.com

### TechTrans

2850 Mkt. Loop  
Southlake, TX 76092  
(800)852-8726  
Web: www.techtrans.com

### TEKLYNX

2221 W. Camden Road  
Glendale, WI 53209  
414-228-3335  
888-629-4444  
Fax: 414-228-3336  
Web: www.teklynx.com

### Texas Cartage Warehouse, Inc.

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

### Texas Star Warehouse & Distribution Inc.

5200 E. Grand Ave.  
Dallas, TX 75223  
(214)821-1999  
Fax: (214)821-1033  
Web: www.texasstarwhse.com

### TMSi Logistics

(Regional Headquarters)  
40 Congress St., 3rd Floor  
Portsmouth, NH 03801  
603-422-0777  
Fax: 603-422-7337  
Web: www.tmsilog.com

### Torus Freight Systems

45A West Wilmot St.  
Ste. #213  
Richmond Hill, ON L4B 1K1  
Canada

(905)771-7111  
(800)463-3102  
Fax: (905)771-7339  
Web: [www.torusfreight.com](http://www.torusfreight.com)

### Total Control Logistics

2809 Kirby Pkwy  
Suite 116-156  
Memphis, TN 38119  
901-248-3644  
Web: [www.tclogistix.com](http://www.tclogistix.com)

### Total Freight Systems

2809 Kirby Pkwy, Ste. 116-156  
Memphis, TN 38119  
901-248-3644  
Web: [www.tfclogistix.com](http://www.tfclogistix.com)

### Total Logistic Control

10717 Adams St  
Suite 200  
Holland, MI 49423  
800-333-5599  
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Web: [www.totallogistic.com](http://www.totallogistic.com)

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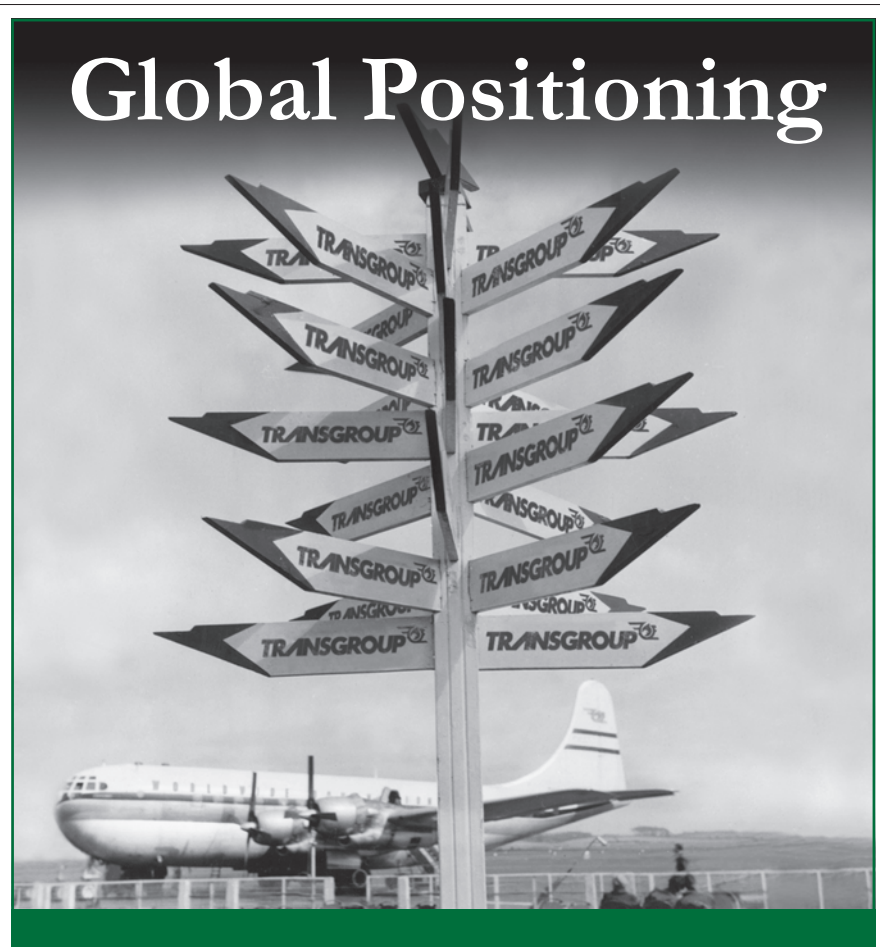
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(415)685-4200  
Fax: (415)685-4201  
Web: www.smartturn.com

## 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

## 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  
Holtsville, 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.tagsysrfd.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

## 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](http://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](http://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](http://www.tradebeam.com)

**Transcore**

8158 Adams Dr.  
Liberty Centre, Bldg. 200  
Hummelstown, PA 17036  
717-561-2400  
Web: [www.transcore.com](http://www.transcore.com)

**Transite Tehnology, Inc.**

1008 Bullard Ct. Ste 100  
Re;eogj, NC 27615  
919-862-1900  
Fax: 919-862-1902  
Web: [www.transite.com](http://www.transite.com)

**TransLogistics, Inc.**

290 Main St.  
Royersford, PA 19468  
610-792-1610  
888-983-3012  
Fax: 610-792-1630  
Web: [translogisticsinc.com](http://translogisticsinc.com)

**Transolutions, Inc.**

22015 N. Calle Royale  
Scottsdale, AZ 85255  
480-473-2453  
Fax: 480-473-2454  
Web: [www.transolutionsinc.com](http://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](http://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](http://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](http://www.transportsecurity.com)

**TranSystems**

10 South 5th St  
Minneapolis, MN 55402  
612-372-3015  
Fax: 612-372-5809  
[supplychain@transystems.com](mailto:supplychain@transystems.com)  
[www.transystems.com](http://www.transystems.com)

**Products/Services:** TranSystems is a single source for integrated transportation and logistics solutions, including supply chain network analysis, modeling, operations analysis, facility planning, transportation analysis, full service engineering and architecture and construction management for both private and public-sector clients. Our 43 office and 1,100 professionals provide a broad range of services to develop the solutions to your challenges.

**TranzAct Technologies Inc.**

360 West Butterfi eld Rd.  
Suite 400  
Elmhurst, IL 60126  
630-833-0890  
Web: [www.tranzact.com](http://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](http://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](http://www.trinitytransport.com)

**TSi Logistics**

285 Country Club Dr.  
Stockbridge, GA 30281  
(770)474-1555  
Fax: (770)474-5095  
Web: [www.tsilogistics.com](http://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.goutsi.com](http://www.goutsi.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](http://www.varsitylogistics.com)

**Verizon Wireless**

295 N. Maple Ave.  
Basking Ridge, NJ 07920  
908-696-2000  
866-899-2862  
Web: [www.verizonwireless.com/distribution](http://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](http://www.videojet.com)

**Videx, Inc.**

1105 NE Circle Blvd.  
Corvallis, OR 97330  
541-758-0521  
Fax: 541-752-5285  
Web: [www.videx.com](http://www.videx.com)

**Vocollect, Inc.**

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

# Industry Organizations

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

## **AIM Global**

125 Warrendale-Bayne Rd.  
Warrendale, PA 15086  
(724)934-4470  
Fax: (724)934-4495  
Web: [www.aimglobal.org](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](mailto:info@cowinglobal.com)  
Web: [www.cowinglobal.com/usa](http://www.cowinglobal.com/usa)

## **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](http://www.dgac.org)

## Industry Organizations

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### **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](http://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](http://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](http://www.expedite.org)

### **Express Carriers Association**

PO Box 4376  
Allentown, PA 18105  
(866)322-7447  
Fax: (866)322-3299  
Web: [www.expresscarriers.com](http://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](http://www.expressassociation.org)

### **Garden City Group**

105 Maxess Rd.  
Melville, NY 11747  
800-327-3664  
Web: [www.gcjinc.com](http://www.gcjinc.com)

### **Global Trade Academy**

66 Witherspoon Street  
Princeton, NJ 08542  
609-896-2020  
609-896-2025  
[info@learnatgta.com](mailto:info@learnatgta.com)  
[www.learnatgta.com](http://www.learnatgta.com)

**Products/Services:** Global Trade Academy -- the most advanced resource for international supply chain management. Training available for all levels of a corporation. The programs are relevant to both the executive and new employee. Courses include Import Compliance from A-Z, Tariff Classification and NAFTA. Courses on Export Compliance track include Transportation and Logistics, and Letters of Credit. C-TPAT, TSCA, Incoterms and other timely course are available. Public courses are offered in over 15 locations nationwide, and over 5 foreign countries. Webinars and on-sites available. Build your expertise with us.

### **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](http://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](http://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](http://www.ism.ws)

### **Institute of International Container Lessors**

555 Pleasantville Rd.  
Suite 140 South  
Briarcliff Manor, NY 10510  
(914)747-9100  
Fax: (914)747-4600  
Web: [www.iicl.org](http://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](http://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](http://www.intermodal.org)

### **The International Air Cargo Association**

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

### **International Vessel Operators Hazardous Materials, Assoc. Inc.**

10 Hunter Brook Ln.  
Queensbury, NY 12804  
(518)761-0263  
Fax: (518)792-7781  
Web: [www.vohma.com](http://www.vohma.com)

### **International Warehouse Logistics Assoc.**

2800 S. River Rd., Ste. 260  
Des Plaines, IL 60018  
(847)813-4699  
Fax: (847)813-0115  
Web: [www.iwla.com](http://www.iwla.com)

### **The Intl. Furniture Transportation and Logistics Council, Inc.**

27 Bay Ln.  
Chatham, MA 02633  
(508)945-2272  
Fax: (508)945-4815  
Web: [www.iftlc.org](http://www.iftlc.org)

### **Material Handling Industry of America (MHIA)**

8720 Red Oak Blvd.,  
Ste. 201  
Charlotte, NC 28217  
(704)676-1190  
(800)345-1815  
Fax: (704)676-1199  
Web: [www.mhia.org](http://www.mhia.org)

### **Materials Handling and Management Society**

8720 Red Oak Blvd.,  
Ste. 201  
Charlotte, NC 28217  
(704)676-1190  
Fax: (704)676-1199  
Web: [www.mhia.org/mhms](http://www.mhia.org/mhms)

### **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](http://www.megatrux.com)

### **Motion Industries, Inc.**

1650 Alton Rd.  
Birmingham, AL 35210  
(205)951-1191  
Fax: (205)957-5290  
Web: [www.motion-ind.com](http://www.motion-ind.com)

### **NAFA Fleet Management Association**

125 Village Blvd.  
Suite 200  
Princeton, NJ 08540  
609-720-0882  
Fax: 609-452-8004  
Web: [www.nafa.org](http://www.nafa.org)

## NASSTRAC

9382 Oak Ave.  
Waconia, MN 55387  
952-442-8850  
Fax: 952-442-3941  
Web: [www.nasstrac.org](http://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](http://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](http://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](http://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](http://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](http://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](http://www.nmfta.org)

## National Private Truck Council

950 N. Glebe Road, Suite 530  
Arlington, VA 22203-4183  
703-683-1300  
Fax: 703-683-1217  
Web: [www.nptc.org](http://www.nptc.org)

## National Tank Truck Carriers, Inc.

2200 Mill Rd.  
Suite 620  
Alexandria, VA 22314  
(703)838-1960  
Fax: (703)684-5753  
Web: [www.tanktruck.org](http://www.tanktruck.org)

## National Waterways Conference, Inc.

4650 Washington Blvd.  
Suite 608  
Arlington, VA 22201  
(703)243-4090  
Fax: (703)243-4155  
Web: [www.waterways.org](http://www.waterways.org)

## National Wooden Pallet & Container Association

1421 Prince St., Ste. 340  
Alexandria, VA 22314  
(703)519-6104  
Fax: (703)519-4720  
Web: [www.palletcentral.com](http://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](http://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](http://www.njnyforwarders-brokers.org)

## ORBIS Corporation

1055 Corporate Center Drive  
Oconomowoc, WI 53066  
262-560-5000  
800-890-7292  
920-751-2478  
info@orbiscorporation.com  
[www.orbiscorporation.com](http://www.orbiscorporation.com)  
**Products/Services:** Plastic reusable packaging products and services improve the flow of product all along the supply chain, to reduce costs. ORBIS helps world-class customers move their product faster, easier, safer and more cost-effectively with plastic reusable containers, pallets and protective dunnage. ORBIS uses proven expertise, industry-leading knowledge, innovation, superior products and supply chain services (pooling, cleaning and logistics) to implement plastic reusable packaging systems. To learn more, contact ORBIS, a subsidiary of Menasha Corporation, at 888-307-2185 or visit [www.orbiscorporation.com](http://www.orbiscorporation.com).

## Parcel Shippers Association

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

## Private Motor Truck Council of Canada

1155 N. Svc. Rd. W.  
Ste. 11  
Oakville, ON L6M 3E3  
Canada  
(905)827-0587  
877-501-PMTC  
Fax: (905)827-8212  
Web: [www.pmtc.ca](http://www.pmtc.ca)

## Pro-Line

10 Avco Road  
Haverhill, MA 01835  
978 521 2600  
800 739 9067  
Fax: 978 374 4885  
Email: [bench@1proline.com](mailto:bench@1proline.com)  
Web: [www.1proline.com](http://www.1proline.com)

## Rack Manufacturers Institute

8720 Red Oak Blvd.  
Ste. 201

Charlotte, NC 28217  
(704)676-1190  
Fax: (704)676-1199  
Web: [www.mhia.org](http://www.mhia.org)

## Ruan Transport Corporation

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

## SMC3

500 Westpark Dr.  
Peachtree City, GA 30269  
770-486-5800  
800-845-8090  
Fax: 770-486-7649  
Web: [www.smc3.com](http://www.smc3.com)

## SOLE - The International Society of Logistics

8100 Professional Pl.  
Ste. 111  
Hyattsville, MD 20785-2229  
(301)459-8446  
Fax: (301)459-1522  
Web: [www.sole.org](http://www.sole.org)

## 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](http://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](http://www.sclcanada.org)



## Industry Organizations

### 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](http://www.tli.gatech.edu)

### Supply-Chain Council, Inc.

1331 H St. NW  
Suite 500  
Washington, DC 20005  
202-962-0440  
Fax: 202-962-3939  
Web: [www.supply-chain.org](http://www.supply-chain.org)

### Texas Cartage Warehouse, Inc.

12344 E. N.W. Hwy.  
Dallas, TX 75228  
214-320-3200  
Fax: 214-320-9103  
Web: [www.texcar.com](http://www.texcar.com)

### TMCA

9382 Oak Ave.  
Waconia, MN 55387  
952-442-5638

Fax: 952-442-3941  
Web: [www.tmcatology.com](http://www.tmcatology.com)

### Transportation Intermediaries Association

1625 Prince Street,  
Suite 200  
Alexandria, VA 22314  
(703)299-5700  
Fax: (703)836-0123  
Web: [www.tianet.org](http://www.tianet.org)

### TRNET

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Canadian Freightways/Epic  
Express, Lakeville Motor Express,  
Land Air Express of New  
England, Peninsula Truck Lines,  
Mountain Valley Express, PITT  
Ohio

### Transportation Research Board

500 Fifth St., NW  
Washington, DC 20001  
(202)334-2934  
Fax: (202)334-2003  
Web: [www.trb.org](http://www.trb.org)

### Truck Renting & Leasing Association

675 N. Washington St.  
Ste. 410  
Alexandria, VA 22314  
(703)299-9120  
Fax: (703)299-9115  
Web: [www.trala.org](http://www.trala.org)

### Truck Trailer Manufacturers Association

1020 Princess St.  
Alexandria, VA 22314  
(703)549-3010  
Fax: (703)549-3014  
Web: [www.ttmanet.org](http://www.ttmanet.org)

### Truckload Carriers Association

555 E. Braddock Road  
Alexandria, VA 22314  
(703)838-1950  
Fax: (703)836-6610  
Web: [www.truckload.org](http://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](http://www.werc.org)

### World Shipping Council

1015 15th St., NW  
Suite 450  
Washington, DC 20005  
(202)589-1230  
Fax: (202)589-1231  
Web: [worldshipping.org](http://worldshipping.org)

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# Financial Services

*The following is a representative sample; it is not intended to be an exhaustive listing of all the companies in this category.*

## American Express

800-528-2122

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

**Products/Services:** In addition to the choice of several corporate credit card programs, AMEX offers an online solution for sending foreign currency wires and draft payments and a host of business travel and source-to-settle solutions.

## Bank of America Corporation

704-386-5681

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

**Products/Services:** Financial services offered include trade services, asset-based finance, asset management, electronic trading, treasury management, principal investing debt and liquid products and more.

## Citigroup

800-285-3000

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

**Products/Services:** Offers services in corporate and investment banking, global transactions, trade, securities and funds and more. Trade products include import/export letter of credit and import/export collection.

## CT Logistics

216-267-2000

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

**Products/Services:** 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.

## Euler Hermes

410-753-0753

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

**Products/Services:** Provides trade credit insurance, both domestic and export policies. Other services offered include financing of trade receivables.

## GE Corporate Payment Services

800-554-0581

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

**Products/Services:** Corporate card and electronic settlement provider features a dynamic payment network that combines payment strategies into a comprehensive web-based solution; a strategic account management system that supports sophisticated accounting needs; and an integrated settlement technology suite that validates each transaction before the payment will process.

## The Hartford

Hartford, CT 06115

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

**Products/Services:** The Hartford (NYSE: HIG) is one of the largest insurance and investment companies serving millions of customers - including individuals, institutions and businesses. The Hartford is a leading provider of life insurance, group and employee benefits, automobile and homeowners insurance and business insurance as well as investment products. Learn more at [www.thehartford.com](http://www.thehartford.com)

## HSBC Corporate Services

212-525-2563

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

**Products/Services:** Offers a full range of tailored financial products and services in the areas of advisory, mergers and acquisitions, structured finance, asset management, private equity, treasury and capital markets. Payments and cash management and trade services as well as a comprehensive suite of banking services with a focus on emerging markets.

## JPMorgan Chase & Co.

212-270-6000

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

**Products/Services:** Treasury services offered include payments and receivables services, liquidity and investment management and trade and commercial card services.

## MasterCard Worldwide

914-249-2000

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

**Products/Services:** Corporate business solutions include a choice of several credit card programs; end-to-end purchasing featuring payment integration reconciliation and reporting and risk management solutions.

## Meridian Finance Group

310-260-2130

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

**Products/Services:** Meridian Finance Group provides credit, insurance and financial services that help exporters expand their international sales.

## PowerTrack (US Bank)

800-417-1844

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

**Products/Services:** Part of US Bank's Commercial Business Services, PowerTrack is a Web-based system for managing payments, invoices, catalogs and price lists. The system makes and receives payments offers real-time payment information and automates audits and other functions.

## PrimeRevenue

678-904-7100

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

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

## Financial Services

### RBS

212-401-3200  
www.rbsmarkets.com

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

### TradeCard Inc.

212-405-1800  
www.tradecard.com

**Products/Services:** Automates trade transactions from procurement through payment. Offers the platform for the transactions, trading partner management, AP/AR management, financial management including payment protection and export financing, plus integrated services.

### UPS Capital

800-637-0620  
www.capital.ups.com

**Products/Services:** Working capital financing available through payables discounting, receivables management, inventory financing and global asset based lending. Equipment financing through leasing services and export credit agency financing. Cargo and credit insurance are also offered.

### Visa Inc.

800-847-2911  
www.visa.com

**Products/Services:** Offers a multitude of payment options and payment solution providers for mid- and large size companies with many resources available including a program optimization service, RFP payment solutions guidelines and more.

### Wachovia

800-922-4684  
www.wachovia.com

**Products/Services:** Corporate and institutional products and services include asset management, benefits and retirement services, capital markets, cash management and deposit services, domestic correspondent

banking, insurance, international banking, lending and financing, online services, risk management, and sales and trading.

### Zurich North America

www.zurichna.com

**Products/Services:** Zurich offers a wide range of commercial business insurance products and risk management solutions for mid-sized and large businesses, and multinational corporations.

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Contact Elizabeth Bronger-Jones at [elizabeth.bronger-jones@thehartford.com](mailto:elizabeth.bronger-jones@thehartford.com), or visit [thehartford.com/logistics/marine](http://thehartford.com/logistics/marine).



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## AIRNET SYSTEMS, INC.

As the third largest air cargo airline in the United States, AirNet is the leading provider of expedited and specialized transportation solutions. AirNet is always on standby – awaiting your call. Our Customer Resource Center, the heart of our operations, is staffed 24/7/365 with specialists trained to immediately take your call and create a customized solution to meet your time and handling requirements.

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

- Aerospace & AOG
- Life Sciences
- Government
- Banking/Financial
- Medical Devices
- Security Sensitive
- Media & Entertainment
- High Tech
- Dangerous Goods

### KEY BENEFITS:

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

### AIRNET'S PRIVATE FLEET (ANX):

AirNet's fleet of over 150 aircraft regularly conducts more than 400 flights nightly to cities nationwide. Our customized shipping solutions leverage the most extensive transportation network available to offer you unmatched speed and flexibility with the latest departures and earliest arrivals in the industry.

### SAME DAY EXPRESS (SDX):

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

### INTERNATIONAL NEXT FLIGHT OUT (SDX-G):

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

### AIR CHARTER:

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

### EXPEDITED GROUND (GNX):

Our network includes more than 400 surface transportation partners, ensuring premium point-to-point, regional hotshot delivery service anywhere in the US. When air service is not the best option, we provide dependable surface transportation to get your shipment delivered safely, securely, and on time.



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Phone: 614-409-4900 • Toll Free 24/7/365: 888-888-TIME (8463) • Email: solutions@airnet.com



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## ALLIANCE SHIPPERS, INC.

Founded in 1977, Alliance Shippers, Inc. is one of the largest independently owned providers of global transportation services. Today, The Alliance Team provides the best people, technology and service for our customers.

### Customer Service

We pride ourselves on offering prompt, high-quality customer service that's centered on dedicated resources. It begins at the sales level and serves to link business, operations and quality assurance support in a team effort featuring enhanced communications between the customer, team members and service providers.

### Performance Metrics

Our performance metrics allow us to establish goals and timelines as well as develop a systematic approach for auditing the overall process. In using these benchmarks, we can plan, implement, check status, adjust or continue a given service until the desired outcome is reached or a new plan is identified.

### Services and Solutions

- The Perfect Shipment® Program
- Intermodal: USA, Canada and Mexico
- Over-the-Road Transportation
- International Transportation Service
- Complete Protective Service
- Warehousing and Distribution Services
- Dedicated Fleet
- Box Car Service
- Equipment Management
- Carrier Management and Selection
- Accessorial Management



Ensuring **The Perfect Shipment®** takes an integrated team approach linking the very best people, technology and services. To find out more about Alliance Shippers, Inc. visit our Web site at [www.alliance.com](http://www.alliance.com).

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Amber Road is setting the standard for on-demand Global Trade Management (GTM) solutions for importers, exporters, and logistics service providers.

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

**Solutions**

Our solutions address mission-critical business challenges in the following areas:

**Supply Chain Visibility & Performance Management**

Our supply chain visibility solution integrates all order, shipment and inventory information to give you a complete view of operations. We offer performance management tools that collect operational data to power the dashboards and scorecards needed to continuously improve processes.

**Trade Automation**

We automate export, import and trade agreement processes. Our trade compliance solutions are deeply integrated with Global Knowledge to improve the efficiency and accuracy of decisions related to calculating landed cost, classifying products, screening for restricted parties, managing licenses, complying with import/export controls and producing documentation.

**Trade Portals**

Trade Portals extend our GTM solutions to improve collaboration with your trading partners. You can easily solicit suppliers to provide FTA certificates, coordinate purchase orders and manage ship windows, or plan origin operations with your logistics provider partners.

**International Transportation Management**

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

**Global Knowledge™**

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

**Our Differentiators**

- A total solution that includes global transportation management, trade compliance and supply chain visibility
- The industry's most comprehensive and current repository of global trade content and international business rules, addressing over 95% of the world trade market
- Data quality management technologies and processes that ensure complete information and promote accurate decision-making
- On-demand delivery model that minimizes implementation costs to get you up and running quickly
- Performance management tools to benchmark and improve operations
- Global presence with 24/7 multilingual service and support capabilities



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We combine our deep competencies across and between modes – truckload, intermodal, rail, LTL, air, ocean and transload – to provide a personalized solution for our customers.

It's our unique ability to combine rail services with other modes that truly sets us apart.

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## **Citi® Integrated Freight Processing**

Simplified freight payments for improved working capital



**A**s part of Citi's end-to-end suite of working capital supply chain management solutions, Citi® Integrated Freight Processing (CIFP) is an easy-to-use web-based system that simplifies the audit, approval and payment of freight-related expenses by automating the entire supply chain process.

### **Benefits at a Glance**

- Better financial visibility
- Lower processing costs
- More control over cash flows
- Improved buyer-supplier relationships

Payment terms and processes for transportation can be costly and cumbersome for both buyers (shippers) and suppliers (carriers). The cost of processing freight-related payables and receivables is high for many reasons, including:

- Complicated, detailed pricing structures
- Very specific and often

stringent audit requirements

- The extensive amount of paperwork that results from complex invoices and arduous auditing

For many companies with global operations, issues with extensive manual processes surrounding payment of freight bills and the accompanying audit process can prove particularly burdensome. Additionally, these companies can have the added challenge of dealing with non-compliant data and limited access to reporting tools, which makes it difficult to provide real time analysis of the supply chain.

That's why Citi has added the Citi® Integrated Freight Processing, which automates the entire audit, approval and payment processes related specifically to freight invoices to its suite of working capital and supply chain management offerings. A global supply chain network automates invoicing

and payment processes, reduces expenses with less manual processing and allows for comprehensive prepayment audits ensuring that invoices meet all payment criteria before approval and payment. The Citi® Integrated Freight Processing solution also provides an online forum for collaboration between buyers and suppliers, enabling both parties to work together to resolve invoice exceptions quickly.



To learn more about the Citi® Integrated Freight Processing solution contact:  
Jeffrey Carlson, Vice President  
North America Trade Sales  
Citi Global Transaction Services

at [jeffrey.carlson@citi.com](mailto:jeffrey.carlson@citi.com)

or visit [www.transactionservices.citi.com](http://www.transactionservices.citi.com)



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- **PEACE OF MIND** — state-of-the-art online shipping tools for visibility and efficiency including a smart phone app

Con-way Freight continues to lead the industry in innovation with continued improvements in safety and technology — most recently with SafeStack™. Our SafeStack system secures and protects customers' freight while allowing us to get each shipment to its final destination faster and with less handling.

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# CRST International family of companies.

*David L. Rusch, President and Chief Executive Officer*

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

CRST's operating companies include:

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

**CRST Malone, Inc.** is an industry leader in the management of flatbed freight with

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

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

**CRST Logistics, Inc.** is a full-service asset-based third party logistics (3PL) provider with big advantages to offer—from transportation brokerage services and freight management to complete transportation

outsourcing. We leverage our buying power to the fastest, safest, most innovative ways to move your products, anywhere.

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

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

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**Jesus David Rodriguez**  
President



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### Cliff Otto

President  
Saddle Creek Corporation

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## Blame for missed goals and planning for 2012

By John A. Gentle, DLP

THE *LOGISTICS MANAGEMENT* STAFF ASKED ME to review the predictions I made in December 2010, measure them against what actually transpired in 2011, and then make another prognostication for 2012. Well, if you missed your forecast let's see if together we can plan more strategically to meet and exceed our goals next year.

To start, I had suggested that regulatory changes aside, a small growth in GDP would increase transportation costs—specifically driver wages, health care, fuel, equipment costs, and lost income recovery. While this became a reality, my thought was that there would be a bidding war. That did *not* come to fruition, although there were times that capacity was challenged especially on the flatbed side.

Simply put, our domestic economy stalled half way through the year. I'm going to blame someone for this, and so I've chosen the federal government for failing to instill public confidence and instead choosing paths of extreme polarity around the issue of public debt.

I also felt strongly that CSA's BASIC's focus on drivers would create intense bidding among carriers for the best and safest drivers. While driver turnover has increased, the intense competition did not occur. And while some shippers had bids, the prudent ones choose to have negotiations or had collaborative and non-confrontational bids. For this I have chosen to blame both state and federal agencies for their inconsistent rule application and reporting—and because the CSA backed off on its EOBR rule.

An unfavorable change in HOS could have caused DCs to be relocated, disrupted carrier network flows, and negatively affected backhauls. While I strongly believed that CSA would, and still could, fold under pressure from the lawsuits, I am happy to take this one for the team.

Last, I felt that negligent hiring law suits against shippers would continue to rise as a result of shipper ignorance or failure to not properly qualify and monitor their carriers and 3PLs. Regrettably, I was correct as many companies are both consciously and unconsciously

incompetent when it comes to managing this aspect of their business, especially 3PLs.

My projections for the 2012 election year are as follows:

- Carriers will be replacing equipment, not adding capacity. Plan on strong performing carriers to be even more selective about their customers and even more diligent about maximizing their ROI. If you think that any old carrier will do this, think again.
- Small and underfunded carriers that can't upgrade their equipment or don't perform maintenance will put the public and their shippers at risk. Monitor carrier BASICs immediately, then continue to do so rigorously and consistently.
- Wise shippers will begin looking now for new network service points as even the smallest changes in HOS, like the elimination of the 34-hour restart, would dramatically affect driver hours and subsequently backhauls—ultimately affecting cost as well as carrier and shipper networks.

### Make sure your customers and carriers can't afford to do business without you tomorrow.

- As far as a Federal Transportation bill is concerned, be realistic. Let the organizations you belong to lobby for those. Spend your time positioning your team to be successful a year from now.
- Savvy shippers will spend more time on contingency planning. If 2011 taught us anything it's that we are also in a new normal for North American weather events. I would add that, overall, the industry has not created contingency plans for extraordinary events that have the ability to stretch and break supply chains. And unfortunately, 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.

The big difference between my goals and yours is that I get to write and lament about them. As for you, this is your livelihood. Your job is strategic, not transactional. Work hard to understand the elements that your carriers and customers value, and measure your effectiveness in meeting and exceeding their expectations. Then work aggressively to make sure your customers and carriers can't afford to do business without you tomorrow. □

**John A. Gentle** is president of John A. Gentle & Associates, LLC, a logistics consulting firm specializing in contract/relationship management and regulatory compliance for shippers, carriers, brokers, and distribution centers. A recipient of several industry awards, he has more than 35 years of experience in transportation and logistics management. He can be reached at jag@RelaTranShips.com.

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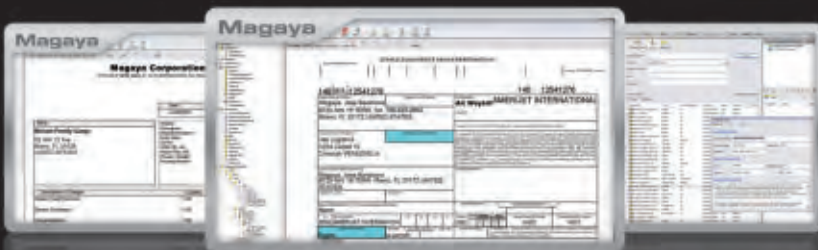
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