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December 2014

## ***Includes:***

- Transportation Services
- Third-Party Logistics
- Logistics Technology
- Warehouse/Distribution Centers

A hand in a brown leather glove holds a globe of the Earth. The globe is overlaid with a network of white lines representing global logistics routes. Various transportation icons are scattered across the globe, including white airplanes, blue and white trucks, blue and white cargo ships, and blue and white trains. The text '2015 BUYERS GUIDE' is prominently displayed in the center of the globe in large, bold, orange letters.

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# management UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

## ◆ **Logue to step down as FedEx Freight chief.**

FedEx announced that Bill Logue, president and CEO of FedEx Freight, its less-than-truckload subsidiary, will retire from his position effective December 31, 2014. FedEx officials said Logue cited health concerns as the reason for retirement. Logue was appointed president of FedEx Freight in late 2009 and subsequently named CEO in the spring of 2010. Logue will be replaced by Michael Drucker, who currently serves as chief operating officer of FedEx Express, on January 1, 2015. "Bill Logue has led FedEx Freight to significant growth, success, and a leading position in the LTL industry," said Fred Smith, chairman and CEO of FedEx Corp. "He navigated some of the worst economic conditions the industry has ever seen and delivered outstanding results while positioning FedEx Freight for long-term success. He has established himself as an all-time great leader during his 25 years at FedEx."

◆ **Another loss for the USPS...** While its operating revenue increased by \$569 million—due largely to a January 2014 rate increase and an ongoing strong performance in its Shipping and Package group—the United States Postal Service (USPS) still incurred a fiscal year 2014 net loss of \$5.5 billion, marking the eighth straight annual net loss. USPS officials said that this most recent annual loss highlights the need for legislation to repair its "broken business model." A major reason for this "broken model" is the \$5.7 billion prefunding requirement for the Postal Service Retiree Health Benefit Fund, coupled with \$1.2 billion in non-cash workers' compensation expense. "We have grown our revenue for two years in a row, primarily through growth in our package business and price changes, and we are making strong progress in many core areas of our business," said Patrick Donahoe, postmaster general and CEO. "While we still have major issues to resolve, our message today is about momentum and progress."

◆ **...and a change at the top.** Patrick Donahoe, postmaster general and CEO of the United States Postal Service (USPS), will retire from his position early next year and will be replaced by Megan Brennan, the current COO. In her current role, which she

assumed in December 2010, Brennan oversees day-to-day activities of 491,000 career employees working in more than 31,000 facilities supported by a fleet of more than 200,000 vehicles. She is responsible for all Postal Service operations, including mail processing, transportation, delivery, and retail operations. Parcel consultant Jerry Hempstead lauded the move, saying that the outgoing Donahoe has done a terrific job for the USPS in reducing costs, making service far more consistent, while earning the respect of everyone he works with. He added that Brennan is more than qualified to be his successor.

◆ **West Coast singing the blues.** While shippers are understandably shaken by the impasse in U.S. West Coast dockside labor talks, port authorities are resolute in taking a neutral position on the issue. "Cargo movement has definitely been slowing down," said Port of Tacoma spokesperson Tara Mattina. "The truckers and the beneficial cargo owners are hurting the most." At the Port of Los Angeles, spokesperson Phillip Sanfield said that congestion continues to be a concern, but that a number of factors apart from stalled contract talks can also be blamed. "We don't wish to get involved in a fight between terminal operators and longshoremen," he said. "We have to focus on the big picture." Analysts also suggested that West Coast port efficiency has been strong up until recently. Zepol, a global trade and intelligence provider based in Minneapolis, told *Logistics Management* that year-to-date throughput at all major ocean gateways has been a consistent metric.

◆ **Transplace brings LMS into the fold.** Non asset-based third-party logistics (3PL) services provider Transplace has acquired Logistics Management Solutions (LMS), a non-asset-based 3PL serving shippers in the chemical and industrial manufacturing sectors. LMS was established in 1996 and provides technology and transportation management services, including freight management solutions and transportation services for various *Fortune 500* companies. LMS CEO Dennis Schoemehl will serve as an advisor to Transplace. Greg Umstead, president and COO of LMS, will

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# LM management UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

remain in his role and run the LMS business as a key member of the Transplace leadership team. Tom Sanderson, CEO of Transplace, said that the addition of LMS expands Transplace's service offering in the chemical vertical as well as specific offerings, such as bulk, rail carload, and LTL. "LMS has excellent capabilities and services in the area of procurement, carrier contracting and relationships, and technology capabilities—all areas that are consistent with Transplace's solutions and focus areas," added Sanderson.

◆ **LTL sector heading in right direction.** In an interview with *Logistics Management*, Jack Holmes, president of UPS Freight, said that while the LTL sector is improving based on recent earnings, current market conditions are relative in terms of what they're being compared to. "If you look at things compared to when the market was really strong in 2005 to 2006, it would not be much to get excited about," he said. "It's all about perspective." From the perspective of UPS Freight, Holmes explained that the general outlook is that there appears to be continuous improvement, with demand continuing to grow, and issues like the driver shortage likely pushing some truckload freight towards LTL. "We're getting the opportunity to move that type of freight more, and I think overall on the LTL side that demand is improving and should continue to move in that direction going forward," he added.

◆ **UPS issues long-term financial objectives.** At its investor conference last month, the UPS management team made presentations based on the theme "Networked for Growth" that included various plans geared towards future revenue and profitability. UPS said it plans to focus on industry verticals and international growth markets; be efficient in capital investment in technologies; develop customer solutions that leverage the global UPS network; improve business-to-consumer profitability; and deliver long-term UPS shareowner value. UPS also laid out its financial goals for 2015 to 2019, which include: revenue growth of 5 percent to 7 percent average annual rate; earnings per share up 9 percent to 13 percent per year; return on invested capital between 25 percent and 30 percent; and share repurchases of more than \$15 billion and total shareowner distributions totaling \$30 billion.

◆ **Alaska just over the Horizon.** In a move that may alter the balance of U.S.-flag shipping, Matson, Inc. announced that it is acquiring the stocks of rival carrier Horizon and its Alaska operations. Meanwhile, Pasha, a privately held logistics provider based in the San Francisco Bay Area, will acquire Horizon's Hawaii operations. In a related development, Horizon stated that it will cease operations and shut down its Puerto Rico domestic liner service. "The acquisition of Horizon's Alaska operations is a rare opportunity to substantially grow our Jones Act business," said Matt Cox, president and chief executive officer of Matson. "Horizon's Alaska business represents a natural geographic extension of our platform as a leader serving our customers in the Pacific." Cox added that he was encouraged by the long-term prospects of the Alaska market—which mirrors Hawaii in many operational ways—despite having different underlying economic drivers.

◆ **Good news from Savannah.** The Georgia Ports Authority (GPA) announced that its terminals in Brunswick and Savannah moved a combined 2.79 million tons of freight in October, a record for the authority. "Strong growth across all key sectors of our business is an indication that our ports are reaching a larger and more diverse customer base," said Curtis Foltz, GPA's executive director. For the fiscal year to date, the GPA has moved 10.28 million tons, up 7.2 percent. Savannah's Garden City Terminal handled a record 311,759 twenty-foot equivalent container units (TEU) in October, a 13.6 percent increase compared to the same month a year ago. For the fiscal year to date, the GPA has moved 1.2 million TEU, an increase of 13.1 percent over the same period last year.

◆ **Surcharge proposed by ocean lines.** A number of container lines operating between the U.S. and Asia threatened to implement congestion charges of up to \$1,000 per 40-foot container for cargo destined for the West Coast in response to labor-related terminal delays. Earlier this year, shipping lines individually published congestion charges specifically to cover labor-related service disruptions. Carriers began to assess and collect their respective charges on an individual basis

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for eastbound and westbound cargo. While most major container lines continue to operate on very thin margins, industry analysts warn that this may not be the way to a long-term recovery. "By adding on surcharges, the liners could be playing with fire," said Paul Bingham, economics practice leader at CDM Smith. "This is not a sustainable solution."

◆ **Accelerating cross-border trade.** U.S. Customs and Border Protection (CBP) Commissioner R. Gil Kerlikowske and Mexico's Tax Administration Service (SAT) chief Aristóteles Núñez Sánchez recently signed a mutual recognition arrangement that allows stronger collaboration between CBP's Customs-Trade Partnership Against Terrorism (C-TPAT) and SAT's New Certified Companies Scheme. The goal of the mutual recognition arrangement is to link the two industry partnership programs, so that together they create a unified and sustainable security posture that can assist in securing and facilitating global cargo trade. The new arrangement between U.S. and Mexican Customs authorities may at least address the security aspect of that issue. The arrangement provides tangible and intangible benefits to program members to include: fewer exams when shipping cargo; a faster validation process; and common standards.

◆ **Mixed messages in the air.** The International Air Transport Association (IATA) released data for global airfreight markets showing an acceleration of demand in September. Volumes rose 5.2 percent compared to September last year, which is 0.8 percentage points ahead of the 4.4 percent average growth in demand reported for the year-to-date. Capacity grew by 3.8 percent. Although the overall growth rate continues the positive trend of recent months, regional variations are significant. Airlines in Asia-Pacific, North America, Middle East, and Africa all posted strong growth figures. European airlines, however, saw a decline of 1.6 percent compared to September 2013 while Latin American airlines reported little difference from 2013 with just 0.3 percent growth. "There were mixed messages in September's freight performance," said Tony Tyler, IATA's director general and CEO. "The solid 5.7 percent growth for Asia

Pacific airlines is a particularly positive sign given their 40 percent market share. But the 1.6 percent decline in demand for European airlines is a worrying trend."

◆ **NAM says start building infrastructure.**

A recent study commissioned by the National Association of Manufacturers (NAM) and conducted by Inforum at the University of Maryland offers a view into the economic benefits the U.S. economy would reap with a more concerted effort to address the nation's infrastructure needs. In total, the study finds that a targeted and long-term increase in public infrastructure investments from all public and private sources over the next 15 years will increase jobs by almost 1.3 million at the onset of an initial boost. The report also reveals a decade of troubling trends in infrastructure formation, such as a 3.5 percent drop per year in the volume of highway, road, and bridge investments as well as further sharp decreases in mass transit, aviation, and water transportation infrastructure investment. Last year, the NAM sounded the alarm on this troubling trend by partnering with "Building America's Future" to survey manufacturers about their perspectives on the state of infrastructure in the U.S.

◆ **Energy risk falls.** The 2014 edition of the U.S. Chamber of Commerce's *U.S. Energy Security Risk Index* issued by the Energy Institute continues to show positive trends for America's energy security thanks largely to increased oil and gas production, but warning signs remain. This year's index is the fifth annual edition of the groundbreaking tool, which tracks 37 individual metrics in four primary areas from 1970 to 2014. As the index shows, America's energy security risk dropped to 87.4 in 2013—the first time the score has been below 90 since 2004 and a 5 percent reduction in risk from 2012. "Given continued geopolitical uncertainty, rising U.S. oil and gas output couldn't come at a better time, and has helped insulate our nation from instability," said Karen Harbert, president and CEO of the Energy Institute. "Yet there is still the potential for big risks, especially from the continued forced reduction of coal, which threatens America's electricity reliability and diversity. □



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## Special 2015 Buyers Guide issue



### NEWS & ANALYSIS

## Proposed FMCSA regulation regarding “driver coercion” could be game changer

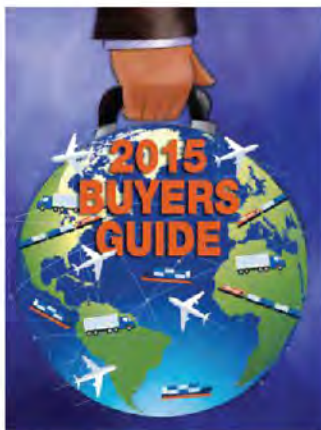
**17** If “driver coercion rule” becomes law, it has the potential to fundamentally change various facets of how freight is moved, tendered, and brokered.

- ATA's Graves: “A few brave souls” in Congress wanted to step up on infrastructure spending, **Page 18**
- Q3 intermodal volumes are solid with domestic performance leading the way, reports IANA, **Page 20**
- Port Tracker reports solid volumes even though West Coast port labor situation remains muddled, **Page 22**

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Looking for a carrier, third-party logistics provider, or technology vendor? Look inside for a comprehensive list of logistics industry services and organizations.

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## Meeting the omni-channel fulfillment challenge

AS WE HAVE FOR THE PAST several years in the December issue, we've removed ourselves from the end-of-year prediction business and have attempted to put together an educational experience that will help you prepare for the year ahead.

In fact, after you read through this month's News & Insight section as well as our columns, I'm going to suggest you jump over to your laptop or tablet and attend our Virtual Conference, *Supply Chain Transformation: Meeting the Omni-channel Fulfillment Challenge*, an event especially designed to help logistics and supply chain professionals re-engineer their operations for an intense new world.

Programmed by the editors of *LM* and *Supply Chain Management Review*, this year's virtual conference (our 10th annual) puts the impact of omni-channel fulfillment into perspective by exploring how supply chain organizations have had to transform their transportation management, re-think their distribution processes, and apply software, systems, and technology to meet new customer expectations in this competitive environment. (Visit [www.logisticsmgmt.com/2014\\_vc\\_bestpractices](http://www.logisticsmgmt.com/2014_vc_bestpractices).)

And as *LM* readers are well aware, the pressure is on both retailers and manufacturers to deliver anything, anytime, from anywhere. This world of omni-channel fulfillment is one where mobile technology, wireless networks, and e-commerce capabilities have collided to create a new slew of challenges for logistics and supply chain professionals. And to be successful, they will need to adopt new practices, implement new technology, and shake off resistance to necessary process changes.

Not a simple task. However, I believe that the Keynote and five subsequent sessions work toward demystifying some of the most vital elements through case study examples of how supply chain organizations have adapted and continue to

evolve in the omni-channel environment.

Setting the tone perfectly in this year's Keynote, the supply chain leadership team of Sears offers attendees a 30,000-foot-view of the state of omni-channel fulfillment from their unique perspectives and then shares the details of how they've re-engineered the supply chain of one of the nation's most storied retailers to meet new customer demand.

"The customer is in charge," says Jeff Starecheski vice president of logistics services at Sears. "They have a mall in their hands and can shop using finger strokes versus footsteps. Now we need to meet those demands with our 'always on' transportation network and final mile solutions."

According to Bill Hutchinson, Sear's senior vice president of supply chain, the smartest retail supply chains will be those that transform from traditional, hierarchical supply chains, invest in relevant technology platforms, practice boundary-less leadership, and invest in talent. "Cross-functional skills and leadership are now required," says Hutchinson.

After the high-level insight from Starecheski and Hutchinson, we dig into how to put 3PLs to work for omni-channel success; what it takes to design an omni-channel fulfillment DC; how to create a more mobile supply chain; and the growing importance of supply chain management software.

So, don't bother with predictions. Instead, get prepared. Because no matter what industry your logistics organization serves, it will likely face the omni-channel fulfillment challenge.

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# Newsroom Notes

## with Jeff Berman

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## Stories that shaped the industry in 2014

WHILE 2014 IS NOT YET OFFICIALLY WRAPPED UP, we're in the home stretch. That said, I thought it would be a good time to take a look back at the year that was and consider some of the major stories that helped shape the current state of the logistic and transportation markets.

Of course, given this finite space, not every major story may be included, so please accept my apologies in advance if you feel I've overlooked any game-changing events.



- **The harsh winter weather** wreaked havoc on various fronts in the form of closed roads as well as impaired train tracks and network issues. As a result, rail service suffered for much of year as carriers dealt with clogged networks and service-related disruptions, although things appeared to get better over the second half.

- Not surprisingly, **the driver shortage situation** continued (see story on page 17) to be a major problem with no immediate

end in sight, even as many major carriers rolled out increased pay package and incentive-based programs. Many industry observers told *Logistics Management* that the current situation is as dire as it has been in decades. Along with low pay and the regulatory drag on the sector, the industry continues to face a fundamental problem in that without a sufficient amount of drivers, assets sit idle, creating an even tighter capacity environment.

- **Over the road capacity** has been a major topic through 2014 due to evolving regulations like hours-of-service and CSA as well as the driver shortage. This tight capacity has seen shippers scrambling for trucks, a reality that's reflected in significant gains over the year in spot market volumes and rates. With transportation analyst firm FTR recently noting that current truck utilization levels are within 100 basis points of record levels, this means that any further economic growth and associated freight will further strain capacity and send rates even higher.

- **The future of a new long-term federal transportation bill** does not look rosy, even with the mid-term elections now complete. While funding for the current authorization, MAP-21, is intact through May 2015, it stands to reason that prospects for a future long-term bill are relatively dim, due largely to funding issues. As we've reported, there

remains a significant chasm between what is really needed for future highway and transportation infrastructure investment compared to what is truly available, which is simply not enough.

Who knows, maybe one day our elected "leaders" will cumulatively collect the political clout needed to increase the federal gas tax once and for all—but the chances of that happening are about as good as mine are for playing center for the New York Rangers.

- **The impact of increasing e-commerce activity on supply chains** has become the new normal, especially for retail shippers. With many consumers comfortable shopping online, it has resulted in steep gains in e-commerce sales—and supply chains need to adjust for increased ordering activity, new customer habits, and



the need for supply chain speed. While there were some e-commerce delivery issues last holiday season, it appears that both shippers and carriers have learned a lesson and have now fixed a sharp eye on planning and forecasting along with increased communications to ensure all gifts get to where they need to be with time to spare.

- **West Coast port congestion** continues to have an impact on cargo flows, especially on the import side, with an ongoing dispute over a new labor contract between the



Pacific Maritime Association and the International Longshore and Warehouse Union. However, the hanging labor dispute is just one of the issues slowing down the pace. Increased seasonal demand, a lack of available chassis, clogged

transportation networks, and the lack of drivers are other issues that are mounting at our nation's critical gateways that are adding to the delays.

To say 2014 has seen its fair share of developments with direct tie-ins to supply chain and logistics productivity and throughput would be an understatement. As for how these issues shake out going forward remains to be seen. However, one thing remains clear: when it comes to major issues in our sector, there's truly never a dull moment. □

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## Oil and Fuel Markets: A year in review and the view ahead

THE BIGGEST OIL AND FUEL MARKET STORY OF 2014 was the 30+ percent decline in global crude oil prices experienced in the second half of the year. West Texas Intermediate (WTI) spot prices fell from just under \$110 to \$74 per barrel—a level not seen since the global recession cut a whopping 6 percent from global consumption back in 2009.

This price decline has come largely at the hands of surging U.S. oil production and the fact that global demand has lagged due to significant deceleration in the growth rate of Chinese demand.

Through the course of the year, domestic crude oil production grew by approximately 13.5 percent, or over 1 million barrels per day (bpd). By comparison, domestic consumption grew by only 80,000 bpd, and Chinese consumption increased by just 230,000 bpd.

On a net basis, the U.S. alone supplied nearly half of the crude oil needed to support the increase in global liquid fuels consumption. Another 750,000 bpd of supply came from Libya, where production remains more than 500,000 bpd below preprising (2011) levels. Consequently, looking forward, there is room for further growth in both the U.S. and Libya in the months to come.

While gasoline prices have declined by more than 20 percent from summer highs, with the national average now just under \$2.90 per gallon, the extreme softening of global oil prices has not translated to significant savings for most diesel consumers. The national average price for a gallon of diesel has only declined 9 percent from summer highs, and the strength of this decline was largely driven by pump prices in the Northeast falling from winter highs associated with the unusually severe weather that pushed up regional

demand for heating oil and natural gas.

Outside of the Northeast, diesel price declines have been much more muted, ranging from just 5 percent in the Rocky Mountain region to 7 percent on the West Coast. While such savings are welcome, they land far short of the more than 30 percent decline in crude oil prices.

From a diesel perspective, the problem is that global distillate markets remain tight, especially relative to oil markets. While investments in refinery equipment continue to lift the yield of diesel per barrel of crude oil, diesel demand continues to grow apace. This pattern will persist at least through the first half of 2015 as the next round of MARPOL Annex VI sulfur regulations will be brought into force in January.

These regulations will force ships operating in emissions control areas (ECAs) to switch from heavy fuel oil to low sulfur distillate fuel. Rough calculations suggest that if all vessel operators adhere to Annex VI requirements, global distillate demand could rise an additional 3 percent, thus making it that much harder for refineries to adjust output to match the shift in demand.

Last year, average weekly natural gas spot prices experienced a significant jump as the Polar Vortex rolled through the Northeast, rising from \$3.50 per mcf to over \$6.50 over the course of the winter, but prices fell below \$4.00 per mcf by July. Despite the low price, natural gas producers were able to rebuild storage inventories at a nearly unprecedented rate, which is good considering that by the end of the draw-down period, inventories had declined to 50 percent of the prior five-year cyclical low.

As of late November, levels are now approximately 9 percent below average as we head into the next draw-down cycle.





While the low prices kept producers from increasing the number of active drilling rigs, and, in fact, the number of drilling rigs deployed on natural gas fields is 5 percent lower than a year ago and 80 percent below the peak level reached in October 2008, efficiency gains have proved to be stronger than many analysts had anticipated.

At the beginning of the year, I had anticipated that natural gas prices would rise above \$5 per mcf, and while they did for a short period, as of mid-November the price is just \$4.34 per mcf. Given that the market has most likely moved into the draw-down period, and the first snowstorm of the year has dumped three feet of snow in parts of New York, there is certainly still room for prices to rise along with demand and against storage levels. Even at \$4.34, prices are \$0.68 per mcf—or 18.5 percent—higher than year-ago levels.

With natural gas prices above \$4.25 per mcf, CNG and LNG remain viable options for only a small portion of the U.S. trucking fleet. While significant opportunities still exist in conversion, at the current price differential, there is not a lot of incentive to be an “early adopter” of CNG or LNG technologies.

Looking to 2015, oil and fuel markets are likely to

**While gasoline prices have declined by more than 20 percent from summer highs, with the national average now just under \$2.90 per gallon, the extreme softening of global oil prices has not translated to significant savings for most diesel consumers.**

remain soft if not soften further, with diesel markets continuing to be the tightest market. It’s difficult to know the degree to which MARPOL Annex VI sulfur emissions regulations will impact distillate markets, but the threat of rising diesel prices persists even in the face of softening crude oil markets.

In the end, it looks like gasoline consumers will be the biggest beneficiaries of softening oil markets as diesel demand continues to outpace gasoline demand, and satisfying the global distillate market will result in a buyer’s market for gasoline. Of course, gas savings translate into higher retail sales, so there will be some indirect benefits for carriers even if diesel prices remain firm. □



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Also:

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## Proposed FMCSA regulation regarding "driver coercion" could be game changer

*If "driver coercion rule" becomes law, it has the potential to fundamentally change various facets of how freight is moved, tendered, and brokered.*

By Jeff Berman, Group News Editor and John D. Schulz, Contributing Editor

WASHINGTON, D.C.—When the Federal Motor Carrier Safety Administration (FMCSA) issued a notice of proposed rulemaking request for comments for a rule entitled "Coercion of Commercial Motor Vehicle Drivers" last May, there was a fair amount of confusion in regards to how this rule would work for shippers, carriers, as well as all freight transportation and supply chain stakeholders.

And since comments on the proposed rule were submitted to the FMCSA in August, the confusion remains intact.

Commonly referred to as the "driver coercion rule," it has various moving parts that have the potential to fundamentally change various facets of how freight is moved by motor carriers as well as how it's tendered and brokered—and many stakeholders maintain that these changes will not be for the better.

According to the FMCSA, the driver coercion rule proposes to "adopt regulations that prohibit motor carriers, shippers, receivers, or transportation intermediaries from coercing drivers to operate commercial motor vehicles (CMV) in violation of certain provisions of the Federal Motor Carrier Safety regulations, including drivers' hours-of-service (HOS) limits and the commercial drivers' license

regulations and associated drug and alcohol testing rules or the hazardous materials regulations."

FMCSA added that the rule would prohibit anyone who operates a CMV in interstate commerce from coercing a driver to violate the commercial regulations, adding that the rule includes procedures for drivers to report incidents of coercion to the FMCSA, which the agency would follow in response to allegations of coercion.

And it added that an act of coercion by a carrier, shipper, receiver, or transportation intermediary does not absolve the driver of responsibility to comply with safety regulations, including HOS rules. It went on to explain that the FMCSA definition of coercion prohibits "threats by the aforementioned parties to withhold future business from a driver for objecting to operate a vehicle in violation of safety regulations."

What's more, FMCSA explained



a threat would not constitute coercion unless the driver objects or attempts to object to the operation of a vehicle for reasons related to HOS or other regulations. Violations of the driver coercion rule would result in a fine of up to \$11,000, coupled with the agency able to suspend, amend, or revoke the operating authority registration of a for-hire motor carrier, broker, or freight forwarder.

The driver coercion rule is being viewed through a careful lens by industry stakeholders, as there is not yet a final rule in place, although industry sources expect it to be rolled out closer to the end of the year.

“Our biggest concern with this rule is that it changes the presumption to what you ‘knew’ to what you ‘should have known,’ and it puts that onus on every shipper and every receiver and anybody who engages a truck,” said Bob Voltmann, president and CEO of the Transportation Intermediaries Association (TIA). “It’s what you should know about the driver, which means that you have to ask and that means you’re increasing their vicarious liability because now you have to know it creates a catch-22 situation.”

As an example, Voltmann said that if a shipper calls a carrier to move a shipment, and the carrier says that it can be handled, a situation can occur in which a driver arrives and tells the shipper he does not have enough hours to make the run—meaning that the shipper was not correctly informed.

This situation, in turn, leaves the shipper in a predicament, said Voltmann, because if the shipper tells the driver he needs to make this run, it’s viewed as coercing the driver into breaking the rules. He added that this premise would also apply if the shipper intended to call another motor carrier to move the load, which is considered coercion as the driver has been threatened financially.

Voltmann said that this rule leaves more questions than answers, because to fully be in compliance it’s unknown if stakeholders would need to boost staffing levels or learn and adopt new systems to be compliant.

“We’re telling our members not to jump off the cliff just yet,” Voltmann quipped. “Instead, we are telling them to

stand on the ledge.”

Stifel Nicolaus analyst John Larkin added that the rule will prevent brokers and shippers from pushing carriers to break the HOS rules and the speed limits, adding that it will hurt the small carrier, reduce capacity, and drive more labor away from the industry.

## INFRASTRUCTURE

### ATA’s Graves: “A few brave souls” in Congress wanted to step up on infrastructure spending

ATLANTA—There’s a short window for Congress to sufficiently increase investment in U.S. infrastructure before the early 2016 presidential campaigns squash any hope of raising taxes to pay for the estimated additional \$100 billion needed over the next five years.

That’s the word from Bill Graves, president and CEO of the American Trucking Associations. He recently spoke at the 28th annual meeting of the North American Transportation Employee Relations Association (NATERA).

Graves and ATA have been feverishly lobbying Congress for a boost in the federal fuels tax to pay for a comprehensive, multi-year infrastructure spending bill to attack long-deferred maintenance and bottleneck issues that are threatening to

disrupt the nation’s supply chain.

The current stop-gap funding for the Highway Trust Fund expires next May. Graves has been outspoken in backing an increase in the federal tax on motor fuels—18.4 cents a gallon on gasoline, 24.4 cents on diesel, and unchanged since 1993.

“We have made almost a nuisance of ourselves on Capitol Hill talking about raising the fuel tax, so much so that we’ve been asked to quit coming around,” said Graves. “Now that the elections are over, it’s possible a few of them will change their minds.”

A lifelong moderate Republican, Graves admitted that it’s going to be a hard sell in the new 114th Congress that convenes in January. There will be at least 54 Republican senators and 249 Republicans in the House—the largest number since 1931 when Herbert Hoover was president.

However, even though Republicans will soon be totally in charge of Congress, that does not make the trucking lobby’s job any easier in Washington, Graves added. “Right now is a very challenging time,” he said, noting that the soon-to-be Republican-led Congress will be reluctant to raise any type of taxes before the 2016 president election.

Sufficiently maintaining U.S. highways and bridges is a “very, very expensive proposition,” Graves said. “The estimate to maintain current funding levels of U.S. infrastructure is \$100 billion above the current spending level of \$254 billion level in the old two-year highway bill. Congress needs to find \$100 billion. The floor to keep us where we are is \$100 billion.





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Congress hasn't shown any interest in finding that \$100 billion."

What's needed, said Graves, is a few courageous Republicans to break ranks from their party's no-tax mantra to support Democrats in a compromise to fund a multi-year highway bill. That will not be an easy task.

"We need a few brave souls in Congress to step up," Grave said. "But if they tell us that user fees are off the table and we have to go to general funding, we'll shift and go from there."

Trucking is one of the few industries that is actively working to raise its taxes. Some of ATA's largest members, including FedEx and others, are working behind the scenes on a fuel tax increase to pay for U.S. road and bridge improvements. To date, Congress has been unwilling to take the truckers up on their offer.

"Why they would walk away from users willing to pay more in fuel taxes, I

just don't understand," Graves said.

When Graves was a two-term governor of Kansas from 1995-2003, he twice raised that state's fuel tax. He told the NATERA gathering on Nov. 10 now that fuel prices have fallen precipitously, the fuel tax increase would hardly be noticeable.

"Fuel prices are always volatile," Graves said, noting we are currently enjoying the lowest prices at the pump in four years. "If you raised it 10 cents a gallon, people would hardly notice."

While admitting the cost of fuel is volatile and that world oil supply is "a complicated subject," Graves said Americans would understand a fuel tax increase if it was dedicated to repairing and improving the U.S. infrastructure. "When I was in office, I raised fuel taxes twice," he added. "People do understand that stuff isn't free."

—John D. Schulz, Contributing Editor

that since domestic containers embarked on this growth path, volumes have subsequently more than doubled during this period—which, in turn, makes the case for the ongoing growth rate softening to a degree.

"Domestic gains have been consistent, averaging approximately 6 percent a quarter over the last 24 months," Casey said. "Growth in this segment has been driven by the same relative factors—tight highway and driver capacity, congestion, and consistent diversions from roads to rail. Continued economic recovery, albeit marginal, was also a factor."

When asked how the ongoing congestion-related issues at West Coast ports are making an impact on domestic intermodal service and operations, Casey said that based on the bi-directional flow of loads moving in the Southwest/South Central lane, there has been minimal impact on overall domestic intermodal volumes. She added that the same observation holds for domestic movements in the Southwest/Southeast and Southwest/Midwest lanes.

"Domestic volumes in the Northwest/Midwest lane dropped 2.5 percent during the third quarter, which may be due to the fact that approximately one third of this traffic is typically transloaded and could have been impacted by terminal congestion," Casey added.

International, or ISO, containers, were up 4.7 percent, which was down from second quarter; however, IANA made the case that third quarter international output was still good, given the

## INTERMODAL

### Q3 intermodal volumes are solid with domestic performance leading the way, reports IANA

CALVERTON, Md.—According to the Intermodal Market Trends & Statistics Report recently released by the Intermodal Association of North America (IANA), third quarter intermodal volumes were solid, with domestic containers back to leading the charge after the second quarter, which saw international volumes pace quarterly growth.

Total intermodal volume was up 5.1 percent compared to the third quarter of 2013. IANA said that this is slightly below the first half growth rate of 5.5 percent and below the second quarter's 8.2 percent annual increase.

Domestic containers were up 7 percent, down slightly from the 7.7 percent growth rate it had in the second quarter. Total domestic volumes, up 5.5 percent, are ahead of international volumes on a seasonally adjusted basis for the first time ever going back to when IANA first began keeping data. Trailer growth in the third quarter was flat at 411,614.

"While actual domestic intermodal volumes are still slightly below interna-

tional traffic, it wasn't a surprise that on a seasonally adjusted basis, domestic was higher," said Joni Casey, president and CEO of IANA. "We've been flirting with this outcome for almost a year."

IANA noted in the report that domestic container volumes have seen annual quarterly gains in every quarter going back to the third quarter of 2005, adding



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significant second quarter volume.

According to the report, there was concern that the strong second quarter international output was due to shippers moving freight earlier in the year, with third quarter volumes expected to be weaker, as there was early import volume based on report from various shippers.

What's more, IANA said that the solid third quarter performance indicates that much of the second quarter's gains were due to the "rebound effect from the horrendous winter and continuing strength in the economy."

With international volumes back down to a more typical growth range after a very strong second quarter, Casey added that barring any last minute surges in import volumes, fourth quarter international growth is anticipated to be comparable to the third quarter's volumes, ending the year with gains of approximately 3.5 to 4 percent.

—Jeff Berman, Group News Editor

## OCEAN CARGO

### Port Tracker reports solid volumes even though West Coast port labor situation remains muddled

WASHINGTON, D.C.—On the heels of record-breaking volumes in September and October, the most recent edition of the Port Tracker report from the National Retail Federation (NRF) and maritime consultancy Hackett Associates expects import cargo volumes at U.S.-based retail container ports to slow down in November.

As previously reported, the heavy September and October volumes were spurred on by various factors, including a combination of increasing congestion at ports; the lack of a new labor contract between the Pacific Maritime Association and the International Longshore and Warehouse Union (ILWU) having an impact on West Coast port operations; and improving consumer confidence that subsequently resulted in strong volumes

as retailers made sure that they were prepared for the holiday shopping season.

"Retailers have done all they can to stock their shelves and build up inventories in case the worst should happen," said Jonathan Gold, vice president for supply chain and customs policy at NRF. "We believe it's time for President Obama to send in a federal mediator and do what it takes to reach an agreement that will work to the benefit of not just labor and management, but all the businesses and consumers who depend on these ports."

Last month, the NRF and more than 100 other organizations penned a letter to President Obama expressing their concern about the ongoing interruptions at West Coast port terminal operations and asking for help to ensure the situation does

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not escalate to a complete shutdown.

“While the parties to the negotiation stated earlier this year that they would continue operations throughout the negotiations, we have seen crisis levels of congestion at the ports since September,” the letter stated. “The sudden change in tone is alarming and suggests that a full shutdown of every West Coast port may be imminent. The impact this would have on jobs, down-stream consumers, and the business operations of exporters, importers, retailers, transportation providers, manufacturers and other stakeholders would be catastrophic.”

In September, the most recent month for which data is available, the report said that the surveyed ports handled 1.59 million twenty-foot equivalent units (TEU),



which represents a 5.2 percent increase over August and a 10.9 percent annual gain over September 2013.

October is estimated to hit 1.59 million TEU and is within 3,000 containers of September, for an 11 percent annual increase. November is forecasted to reach 1.4 million TEU for a 3.9 percent annual hike, and December is expected to be up 3.3 percent at 1.36 million TEU.

Should these numbers hold, the report stated that total 2014 volumes would reach 17.4 million TEU, up from last month's 17.1 million TEU forecast,

and would signal a 6.4 percent annual increase over 2013's 16.2 million TEU. Port Tracker also said that the first half of this year was up 7 percent over the first half of last year at 8.3 million TEU.

The NRF recently stated that it expects holiday sales for the months of November and December to be up 4.1 percent this year at \$616.9 billion and up 3.6 percent for all of 2014.

Hackett Associates Founder Ben Hackett wrote in the report that, surprisingly, “there has been a marked Peak Season on the West Coast despite all the obstacles to the free flow of goods that have been in the way,” adding that “perhaps it was in anticipation of the consequences of the obstacles that brought so much cargo forward.”

—Jeff Berman, Group News Editor

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**Web:** www.megatrux.com

## Mode Transportation (AC)

9724470075  
**Web:** www.nationalaircargo.com/default.aspx

## Montgomery International, Inc. (FF)

610-521-1450  
**Web:** www.montyinternational.com

## National Air Cargo, Inc. (FF)

716-631-0011  
**Web:** www.nationalaircargo.com

## Network Global Logistics (AC)

866-938-1870  
**Web:** www.nglog.com

## Nippon Cargo Airlines (A)

718-632-6500  
**Web:** www.nippon-cargo.com

## Nippon Express USA Inc. (FF)

718-997-4300  
**Web:** www.nipponexpressusa.com

## Northwest Airlines (A)

800-692-2746  
**Web:** www.cargo.nwa.com

## NoWaitFreight (A)

260-579-5343  
**Web:** nowaitfreight.com

## OCS America, Inc. (AC)

718-784-6080  
**Web:** www.shipocs.com

## OHL (FF)

877-401-6400  
**Web:** www.ohl.com

## OIA Global Logistics (FF)

503-736-5950  
**Web:** www.oiaglobal.com

## Panalpina Inc. (FF)

650-653-6600  
**Web:** www.panalpina.com

## Pilot Freight Services (FF)

610-891-8100  
**Web:** www.pilotdelivers.com

## Air Services

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### **Purolator International (FF)**

2 Jericho Plaza  
Jericho, NY 11753  
888-511-4811

**Web:** [www.purolatorinternational.com](http://www.purolatorinternational.com)  
**Services:** Purolator International is the established leader in helping US businesses ship to, from and within Canada. As the only US subsidiary of Purolator Inc, we have unique, direct access to Purolator Canada's comprehensive distribution network enabling us to deliver your freight more effectively than any other carrier.

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

718-995-3616  
**Web:** [www.quickintl.com](http://www.quickintl.com)

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

516-377-3000  
**Web:** [www.schenkerusa.com](http://www.schenkerusa.com)

### **SEKO (FF)**

630-919-4800  
**Web:** [www.sekoworldwide.com](http://www.sekoworldwide.com)



### **SEKO Logistics (FF)**

1100 Arlington Heights Road  
Suite 600  
Itasca, IL 60143  
630-919-4800  
**Fax:** 630-919-4822

**Email:** [hello@sekologistics.com](mailto:hello@sekologistics.com)  
**Web:** [www.sekologistics.com](http://www.sekologistics.com)  
**Services:** SEKO provides a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength. With over 120 offices in 40 countries worldwide, our unique shareholder management model enables you to benefit from Global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and service at the local level.

### **Sentry Transport Services, LLC (FF)**

717-285-2795  
**Web:** [www.sentrytran.com](http://www.sentrytran.com)

### **Service By Air, Inc. (FF)**

516-921-4101  
**Web:** [www.servicebyair.com](http://www.servicebyair.com)

### **Singapore Airlines Cargo (A)**

310-646-6200  
**Web:** [www.siacargo.com](http://www.siacargo.com)

### **Southwest Airlines Cargo (A)**

800-533-1222  
**Web:** [www.swacargo.com](http://www.swacargo.com)

### **Swiss WorldCargo (A)**

516-247-4100  
**Web:** [www.swissworldcargo.com](http://www.swissworldcargo.com)

### **Team Air Express, Inc.(FF)**

903-342-3516  
**Web:** [www.teamww.com](http://www.teamww.com)

### **TNT Express (AC)**

516-746-4229  
**Web:** [www.tnt.com](http://www.tnt.com)

### **TransGroup Worldwide Logistics (FF)**

206-241-1514  
**Web:** [www.transgroup.com](http://www.transgroup.com)

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

302-253-3935  
**Web:** [www.trinitytransport.com](http://www.trinitytransport.com)

### **U.S. Postal Service International Product Development (IC)**

703-292-3607  
**Web:** [www.usps.com/global/welcome.htm](http://www.usps.com/global/welcome.htm)

### **United Airlines (A)**

847-700-4000  
**Web:** [www.unitedcargo.com](http://www.unitedcargo.com)

### **UPS Airlines (A)**

800-535-2345  
**Web:** [www.ups.com/aircargo/index.html](http://www.ups.com/aircargo/index.html)

### **US Airways Cargo (A)**

888-300-0099  
**Web:** [www.usairwayscargo.com](http://www.usairwayscargo.com)

### **UTi Worldwide (FF)**

562-552-9400  
**Web:** [www.go2uti.com](http://www.go2uti.com)

### **Virgin Atlantic Cargo (A)**

516-488-5007  
**Web:** [www.virgin-atlantic.com](http://www.virgin-atlantic.com)

### **W.J. Byrnes & Co. (FF)**

415-421-2068  
**Web:** [www.byrnesnet.com](http://www.byrnesnet.com)

### **William L. Griffin & Co. (FF)**

952-854-2600  
**Web:** [www.griffinlogisticsco.com](http://www.griffinlogisticsco.com)

### **XpressRate (FF)**

855-517-3777  
**Web:** [www.xpressrate.com](http://www.xpressrate.com)

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

516-222-1777  
**Web:** [www.yusenusa.com](http://www.yusenusa.com)

# Relentlessly Reliable<sup>®</sup> service.

Southwest Airlines Cargo<sup>®</sup> can handle your expedited air cargo needs with our Next Flight Guaranteed (NFG<sup>SM</sup>) service. With over 3,500 daily flights throughout the Southwest Airlines<sup>®</sup> network, your shipment will arrive at its destination on time. Our service is so reliable, we guarantee it. Visit [swacargo.com](https://www.swacargo.com)<sup>®</sup> to open an account today!

**Southwest**<sup>®</sup>  
Cargo



# Maritime Services

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

## **A.G.O. Transportation**

514-631-6456

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

## **Alianca Navegacao E Logistica Ltda.**

973-775-5600

Web: [www.alianca.com.br](http://www.alianca.com.br)

## **Anderson Trucking Service, Inc.**

320-255-7400

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

## **APL**

602-586-4800

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

## **Atlantic Container Line (ACL)**

908-518-5300

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

## **Averitt Express**

931-526-3306

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

## **BDP International, Inc.**

215-629-8900

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

## **Bermuda Container Line**

441-295-1624

Web: [www.bcl.bm](http://www.bcl.bm)

## **C.H. Robinson**

630-766-4445

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

## **Cargo International Logistics Inc.**

905-524-2112

Web: [www.cargoagents.net](http://www.cargoagents.net)

## **Catapult International**

913-232-2389

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

## **CCNI**

800-223-2264

Web: [www.ccnl.cl](http://www.ccnl.cl)

## **CEVA Logistics**

888-564-4789

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

## **China Shipping North America**

201-505-9810

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

## **CMA/CGM**

+33 0-4 88 91 90 00

Web: [www.cma-cgm.com](http://www.cma-cgm.com)

## **COSCO North America**

201-422-8623

Web: [www.cosco-usa.com](http://www.cosco-usa.com)

## **Crowley Liner Services**

904-727-2200

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

## **Crowley Logistics, Inc.**

904-727-2200

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

## **CSAV**

732-635-2600

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

## **Damco**

973-514-5126

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

## **DB Schenker/BAX**

516-377-3000

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

## **DHL Global Forwarding**

954-888-7000

Web: [www.dhl-dgf.com](http://www.dhl-dgf.com)

## **Elite International Transportation**

281-775-2100

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

## **Evergreen America Corporation**

201-761-3000

Web:

[www.evergreen-marine.com](http://www.evergreen-marine.com)

## **FedEx Trade Networks (FF)**

716-879-1075

Web: [www.ftn.fedex.com](http://www.ftn.fedex.com)

## **FESCO**

206-583-0860

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

## **Great White Fleet (US) Ltd.**

888-724-5493

Web: [www.greatwhitefleet.com/liner/Home.asp](http://www.greatwhitefleet.com/liner/Home.asp)

## **Hanjin**

201-291-4600

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

## **Hapag-Lloyd (America) Inc.**

732-562-1800

Web: [www.hapag-lloyd.com](http://www.hapag-lloyd.com)

## **Horizon Lines**

877-678-7477

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

## **Hyundai Merchant Marine**

972-677-2500

Web: [www.hmm21.com](http://www.hmm21.com)

## **Independent Container Line**

804-222-2220

Web: [www.icl-ltd.com](http://www.icl-ltd.com)

## **Italia Marittima America**

973-775-3333

Web: [www.italiamarittima.it](http://www.italiamarittima.it)

## **K Line America, Inc.**

804-560-3600

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

## **Kenneth Clark Company, Inc.**

410-465-5116

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

## **Kuehne + Nagel**

201-413-5500

Web: [www.kn-portal.com](http://www.kn-portal.com)

## **Landstar**

800-872-9400

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



## **Lynden**

18000 International Blvd

Suite 800

Seattle, WA 98188

206-241-8778

Toll Free: 888-596-3361

Fax: 206-243-8415

Email: [information@lynden.com](mailto:information@lynden.com)

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

**Services:** Over land, on the water, in the air - or in any combination - Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, and worldwide, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing. The combined capabilities of the Lynden companies includes truckload and less-than-truckload transportation, scheduled and charter barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.

## Maersk Inc.

973-514-5000

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

## Matson Navigation Co., Inc.

510-628-4000

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

## Megatrux, Inc.

800-544-8831

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

## MOL (America) Inc.

925-688-2600

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

## MSC (USA) Inc.

212-764-4800

Web: [www.msccgva.ch](http://www.msccgva.ch)

## NEMF World Transport

908-965-0100

Web: [www.nemf.com/WORLDServices.html](http://www.nemf.com/WORLDServices.html)

## NYK Line

### (North America) Inc.

201-330-3000

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



## Odyssey Logistics & Technology Corporation

39 Old Ridgebury Rd

Danbury, CT 06810

203-448-3900

Toll Free: 855-412-0199

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

**Services:** With operations in North America, Europe and Asia, Odyssey Logistics & Technology Corporation (Odyssey) operates in all modes of transport: TL/LTL trucking, containership, rail, air, and bulk including bulk truck, ISO Tank, railcar and tanker. Odyssey leverages four main components to drive process improvements and savings for clients: supply chain network evaluation

& design; a proprietary, web-based information technology infrastructure; proven operational processes; and, volume aggregation that provides economies of scale. In addition to fully-managed logistics services, Odyssey offers individual 3PL services that include truck brokerage, intermodal transportation, customs brokerage, freight forwarding, facilities management, rail fleet management, and more.

## OHL

615-401-6400

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

## OOCL (USA) Inc.

925-358-6625

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

## Phoenix International Freight Services, Ltd.

816-891-9169

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

## Pilot Freight Services

610-891-8100

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

## Rickmers-Linie (America) Inc.

281-453-7500

Web: [www.rickmers.net](http://www.rickmers.net)

## Safmarine Inc.

973-443-4370

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

## Sea Star Line, LLC

10550 Deerwood Park Blvd  
Suite 509

Jacksonville, FL 32256

904-855-1260

Toll Free: 877-775-7447

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

**Services:** Sea Star Line provides safe, reliable transportation at the fastest speed possible for the Puerto Rican and

related Caribbean trades.

Our high-speed roll-on/roll-off and lift-on/lift-off vessels are the most versatile in the trade and supported by a seamless network of port facilities, support systems and inland transportation resources.

Sea Star Line's vessels can quickly transport dry and refrigerated container cargo, automobiles and heavy equipment for homeowners, major retailers and manufacturers within the Puerto Rico and related Caribbean trade.

## Seaboard Marine, Ltd.

305-863-4444

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

## Sinotrans Container Line

562-590-8000

Web:

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

## Sonoma CRM, Inc.

707-328-1887

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

## Team Ocean Services, Inc.

903-342-0985

Web:

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

## Totem Ocean Trailer Express Inc.

800-426-0074

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

## Trailer Bridge, Inc.

904-751-7100

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

## Trinity Transport, Inc.

302-253-3935

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

## United Arab Shipping Company (UASC)

908-272-0050

Web: [www.uasc.net](http://www.uasc.net)

## UPS

800-PICK-UPS

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

## W.J. Byrnes & Co.

415-421-2068

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

## Wallenius Wilhelmsen Logistics

201-307-1300

Web: [www.2wglobal.com](http://www.2wglobal.com)

## Wan Hai Lines (America) Ltd.

602-567-9100

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

## Waterman Steamship Corp.

212-747-8550

Web:

[www.intship.com/waterman](http://www.intship.com/waterman)

## Yang Ming Line

201-222-8899

Web:

[www.yangming.com/index.asp](http://www.yangming.com/index.asp)

## Zim Container Service

757-228-1300

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

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# Motor Carriers

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

**A. Anastasio & Sons Trucking Co., Inc.**  
203-787-5746  
Web: [www.aanastasio.com](http://www.aanastasio.com)

**A. Duie Pyle, Inc.**  
610-696-5800  
Web: [www.pyleco.com](http://www.pyleco.com)

**AAA Cooper Transportation**  
334-793-2284  
Web: [www.aaacooper.com](http://www.aaacooper.com)

**ABF Freight System, Inc.**  
800-610-5544  
Web: [www.abf.com](http://www.abf.com)

**Acme Truck Line, Inc.**  
504-368-2510  
Web: [www.acmetruck.com](http://www.acmetruck.com)

**Allied Van Lines**  
888-368-4689  
Web: [www.allied.com](http://www.allied.com)

**Anderson Trucking**  
800-328-2307  
Web: [www.ats-inc.com](http://www.ats-inc.com)

**Apex Logistics**  
732-940-7328  
Web: [www.apexlogisticsinc.com](http://www.apexlogisticsinc.com)

**Arnold Bros. Transport Ltd.**  
800-665-8085  
Web: [www.arnoldbr.com](http://www.arnoldbr.com)

**Associated Petroleum Carriers Inc.**  
864-573-9301  
Web: [www.apccorporate.com](http://www.apccorporate.com)

**Atlas Van Lines, Inc.**  
800-638-9797  
Web: [www.atlasworldgroup.com](http://www.atlasworldgroup.com)

**Averitt Express**  
800-283-7488  
Web: [www.averittpress.com](http://www.averittpress.com)

**Benchmark Distribution Services, L.P.**  
713-235-9500  
Web: [www.BenchmarkDistributionServices.com](http://www.BenchmarkDistributionServices.com)

**Big Freight Systems Inc.**  
204-772-3434  
Web: [www.bigfreight.com](http://www.bigfreight.com)

**Bowers Transportation Services, Inc.**  
770-663-8090  
Web: [www.bowerstransportation.com](http://www.bowerstransportation.com)

**BT Trucking**  
877-489-8428  
Web: [www.bttrucking.com](http://www.bttrucking.com)

**Burns Motor Freight, Inc.**  
304-799-6106  
Web: [www.burnsmotorfreight.com/](http://www.burnsmotorfreight.com/)

**C.R. England Inc.**  
801-972-2712  
Web: [www.crengland.com](http://www.crengland.com)

**Capitol Warehousing Corp.**  
608-846-9310  
Web: [www.capitolwhse.com](http://www.capitolwhse.com)

**Cardinal Transport, Inc.**  
800-435-9302  
Web: [www.cardinaltransport.com](http://www.cardinaltransport.com)

**Celadon Trucking Service**  
317-972-7000  
Web: [www.celadontrucking.com](http://www.celadontrucking.com)

**Central Transport**  
586-939-7000  
Web: [www.centraltransportint.com](http://www.centraltransportint.com)

**CEVA Logistics**  
888-564-4789  
Web: [www.cevalogistics.com](http://www.cevalogistics.com)

**CFI Logistica**  
734-994-6600  
Web: [www.con-way.com](http://www.con-way.com)

**Clipper Express Co.**  
630-739-0700  
Web: [www.clippergroup.com](http://www.clippergroup.com)

**Colonial Freight Systems, Inc.**  
865-966-9711  
Web: [www.cfsi.com](http://www.cfsi.com)

**Contract Freighters, Inc.**  
417-623-5229  
Web: [www.cfi-us.com](http://www.cfi-us.com)

**CON-WAY FREIGHT**  
734-994-6600  
Web: [www.con-way.com/freight](http://www.con-way.com/freight)

**CON-WAY FREIGHT-CANADA**  
905-602-9477  
Web: [www.con-way.com/freight](http://www.con-way.com/freight)

**CON-WAY TRUCKLOAD**  
1-800-641-4747  
Web: [www.con-way.com/en/truckload](http://www.con-way.com/en/truckload)

**Cornerstone Systems**  
901-842-0660  
Web: [www.cornerstone-systems.com](http://www.cornerstone-systems.com)

**Crete Carrier Corp.**  
402-475-9521  
Web: [www.cretecarrier.com](http://www.cretecarrier.com)

**CRST INTERNATIONAL, INC.**  
319-396-4400  
Web: [www.crst.com](http://www.crst.com)

**CRST MALONE**  
800-366-6350  
Web: [www.crstmalone.com](http://www.crstmalone.com)

**CT Logistics**  
216-267-2000  
Web: [www.ctlogistics.com](http://www.ctlogistics.com)

**Day & Ross Inc.**  
506-375-4401  
Web: [www.dayross.ca](http://www.dayross.ca)

**DHL Express**  
954-888-7000  
Web: [www.dhl-usa.com](http://www.dhl-usa.com)

**Dupre Transport, LLC**  
337-237-8471  
Web: [www.duprelogistics.com](http://www.duprelogistics.com)

**Eastern Freightways Inc.**  
732-940-7200  
Web: [www.easternfreightways.com](http://www.easternfreightways.com)

**Epes Transport System, Inc.**  
336-668-3358  
Web: [www.epestransport.com](http://www.epestransport.com)

**Estes Express Lines**  
804-353-1900  
Web: [www.estes-express.com](http://www.estes-express.com)

**FedEx Custom Critical, Inc.**  
234-310-4090  
Web: [www.customcritical.fedex.com](http://www.customcritical.fedex.com)

**FedEx Freight**  
800-393-4585  
Web: [www.fedex.com](http://www.fedex.com)

**FedEx National LTL**  
800-274-9099  
Web: [www.fedex.com](http://www.fedex.com)

**FFE Transportation Services, Inc.**  
800-569-9200  
Web: [www.ffeinc.com](http://www.ffeinc.com)

**Ford Storage & Moving Co.**  
402-597-3185  
Web: [www.fordstorage.com/ford/index.php](http://www.fordstorage.com/ford/index.php)



**Fort Transportation & Service Co., Inc.**  
920-563-0800  
**Web:** www.shipwithfort.com

**Fortrans, Inc.**  
920-563-0810  
**Web:** shipwithfortrans.com

**Frame's Motor Freight, Inc.**  
804-233-3976  
**Web:** www.framesmotor.com

**FST Logistics, Inc.**  
614-529-7900  
**Web:** www.fstlogistics.com

**FST Logistics, Inc. Truckload Services**  
614-529-7900  
**Web:** www.fstlogistics.com

**FST Logistics, Inc. Warehousing and Transportation**  
614-351-3333  
**Web:** www.fstlogistics.com

**Greentree**  
877-694-5529  
**Web:** www.transportinvestments.com

**Grimshaw Trucking Ltd.**  
780-414-2850  
**Web:** www.grimshaw-trucking.com

**Groendyke Transport Inc.**  
580-234-4663  
**Web:** www.groendyke.com

**Heartland Express Inc.**  
319-625-3600  
**Web:** www.heartlandexpress.com

**Holland**  
616-395-5000  
**Web:** www.hollandregional.com

**Interstate Distributor Co.**  
800-426-8560  
**Web:** www.intd.com

**J. B. Hunt Transport Inc.**  
479-820-0000  
**Web:** www.jbhunt.com

**Kane Freight Lines, Inc.**  
888-356-5263

**Web:** www.kaneisable.com

**Knight Transportation**  
602-269-2000  
**Web:** www.knighttrans.com

**L. Neill Cartage Co., Inc.**  
708-547-7676  
**Web:** www.neillcartage.com

**Landstar Express America**  
904-398-9400  
**Web:** www.landstar.com

**Landstar Gemini, Inc.**  
800-872-9813  
**Web:** www.landstar.com

**Landstar Ligon, Inc.**  
904-306-2440  
**Web:** www.landstar.com

**Landstar Logistics, Inc.**  
888-489-5644  
**Web:** www.landstar.com



**Landstar System, Inc.**  
13410 Sutton Park Drive South  
Jacksonville, FL 32224  
877-696-4507

**Toll Free:** 877-696-4507  
**Email:** solutions@landstar.com  
**Web:** www.landstar.com

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

**Description:** Landstar, a worldwide, asset-light provider of integrated transportation management solutions offers complete transportation and logistics services, including truckload, LTL, heavy haul/specialized, expedited,

intermodal, global air and ocean services. Landstar's transportation management solutions offer global shipment visibility, bidding & shipping tools, carrier selection & management, event management and freight optimization.



**Lynden**  
18000 International Blvd  
Suite 800  
Seattle, WA 98188  
206-241-8778  
**Toll Free:** 888-596-3361  
**Fax:** 206-243-8415

**Email:** information@lynden.com  
**Web:** www.lynden.com  
**Services:** Over land, on the water, in the air - or in any combination - Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, and worldwide, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing. The combined capabilities of the Lynden companies includes truckload and less-than-truckload transportation, scheduled and charter barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.

**Marten Transport Ltd.**  
800-395-3000  
**Web:** www.marten.com

**Mayflower Transit**  
636-305-4000  
**Web:** www.mayflower.com

**Megatrux, Inc.**  
800-544-8831  
**Web:** www.megatrux.com

**Melton Truck Lines, Inc.**  
918-234-8000  
**Web:** www.meltontruck.com

**Mercer Transportation Co. Inc.**  
502-584-2301  
**Web:** www.mercer-trans.com

**Miller Transporters Inc.**  
601-922-8331  
**Web:** www.millert.com

**Millis Transfer, Inc.**  
715-284-4384  
**Web:** www.millistransfer.com

**National Freight**  
856-691-7000  
**Web:** www.nfiindustries.com

**Nebraska Warehouse**  
402-896-2200  
**Web:** www.nebraskawarehouse.com

**Ned Bard & Son Co.**  
717-656-2931  
**Web:** www.nedbard.com/

**New Century Transportation**  
877-870-4031  
**Web:** www.nctrans.com

**New England Motor Freight**  
908-965-0100  
**Web:** www.nemf.com

**New Penn**  
800-950-5046  
**Web:** www.newpenn.com

**Nexus Distribution Corporation**  
847-829-0224  
**Web:** www.nexusdistribution.com

**Northland Express Transport**  
616-846-8450  
**Web:** www.northlandexpresstransport.com

**NVC Logistics Group, Inc.**  
800-526-0207  
**Web:** www.nvcllogistics.com

**Oak Harbor Freight Lines**  
253-288-8300  
**Web:** www.oakh.com

**OHL**  
615-401-6400  
**Web:** www.ohl.com

## Motor Carriers

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**Old Dominion Freight Line, Inc.**  
336-889-5000  
Web: [www.odfl.com](http://www.odfl.com)

**Old Time Express, Inc.**  
615-374-4466  
Web: [oldtimeexpress.com/](http://oldtimeexpress.com/)

**Pan American Express, Inc.**  
419-724-9606  
Web: [www.panamex-zero.com](http://www.panamex-zero.com)

**Pitt Ohio Express**  
412-232-3015  
Web: [www.pittohio.com](http://www.pittohio.com)

**Prime Inc.**  
417-866-0001  
Web: [www.primeinc.com](http://www.primeinc.com)

**Propak Corporation**  
479-478-7800  
Web: [www.propak.com](http://www.propak.com)

**Quality Carriers, Inc.**  
813-569-7286  
Web: [www.qualitydistribution.com](http://www.qualitydistribution.com)

**R+L Carriers**  
800-543-5589  
Web: [www.rlcarriers.com](http://www.rlcarriers.com)

**Reddaway**  
888-420-8960  
Web: [www.reddawayregional.com](http://www.reddawayregional.com)

**Roehl Transport, Inc.**  
715-591-3795  
Web: [www.roehl.net](http://www.roehl.net)

**Ruan Transport Corporation**  
866-782-6669  
Web: [www.ruan.com](http://www.ruan.com)

**Ryder**  
888-887-9337  
Web: [www.ryder.com](http://www.ryder.com)

**Saia Inc.**  
770-232-4074  
Web: [www.saia.com](http://www.saia.com)

**Schilli Transportation Services, Inc.**  
765-448-3400  
Web: [www.schilli.com](http://www.schilli.com)

**Schneider National Bulk Carriers, Inc.**  
920-592-5100  
Web: [www.schneider.com](http://www.schneider.com)

**Schneider National, Inc.**  
920-592-2000  
Web: [www.schneider.com](http://www.schneider.com)

**Schneider Specialized Carriers, Inc.**  
800-482-2737  
Web: [www.schneider.com](http://www.schneider.com)

**Sentry Transport Services, LLC**  
717-285-2795  
Web: [www.sentrytran.com](http://www.sentrytran.com)

**Southeastern Freight Lines**  
803-749-7300  
Web: [www.sefl.com](http://www.sefl.com)

**Stevens Transport, Inc.**  
972-216-9000  
Web: [www.stevenstransport.com](http://www.stevenstransport.com)

**Superior Carriers**  
630-573-2555  
Web: [www.superior-carriers.com](http://www.superior-carriers.com)

**Swift Transportation**  
602-269-9700  
Web: [www.swifttrans.com](http://www.swifttrans.com)

**Team Transportation, Inc.**  
903-342-6201  
Web: [www.teamwww.com](http://www.teamwww.com)

**Texas Cartage Warehouse, Inc.**  
214-320-3200  
Web: [www.texcar.com](http://www.texcar.com)

**The CrossGlobe Group**  
757-244-8169  
Web: [www.crossglobegroup.com](http://www.crossglobegroup.com)

**Transport Corporation of America, Inc.**  
651-686-2500  
Web: [www.transportamerica.com](http://www.transportamerica.com)

**Trimac Transportation**  
502-459-5122  
Web: [www.trimac.com](http://www.trimac.com)

**Trinity Transport, Inc.**  
302-253-3935  
Web: [www.trinitytransport.com](http://www.trinitytransport.com)

**Tri-State Motor Transit Co.**  
800-234-8768  
Web: [www.tsmtco.com](http://www.tsmtco.com)

**U.S. Cargo and Courier Service**  
614-449-2854  
Web: [www.us-cargo.com](http://www.us-cargo.com)

**U.S. Xpress Enterprises, Inc.**  
423-510-3000  
Web: [www.usxpress.com](http://www.usxpress.com)

**United Van Lines**  
636-343-3900  
Web: [www.unitedvanlines.com](http://www.unitedvanlines.com)

**UNIVERSAL TRUCKLOAD SERVICES, INC.**  
586-920-0100  
Web: [www.goutsi.com](http://www.goutsi.com)

**UPS**  
800-PICK-UPS  
Web: [www.ups.com](http://www.ups.com)

**Velocity Express**  
888-839-7669  
Web: [www.velocityexpress.com](http://www.velocityexpress.com)

**Vitrans Express**  
317-803-6400  
Web: [www.vitransexpress.com](http://www.vitransexpress.com)

**VM Trucking LLC.**  
973-690-5363  
Web: [www.vmtrucking.com](http://www.vmtrucking.com)

**Ward Trucking Corp.**  
814-944-0803  
Web: [www.wardtrucking.com](http://www.wardtrucking.com)

**Weber Distribution**  
562-356-6364  
Web: [www.weberdistribution.com](http://www.weberdistribution.com)

**Werner Enterprises Inc.**  
402-895-6640  
Web: [www.werner.com](http://www.werner.com)

**Wilson Trucking Corporation**  
540-949-3200  
Web: [www.wilsontrucking.com](http://www.wilsontrucking.com)

**Worldwide Logistics Solutions, Inc.**  
937-652-4704  
Web: [www.worldwidelogisticssolutions.com](http://www.worldwidelogisticssolutions.com)

**YRC**  
913-344-3359  
Web: [www.yrc.com](http://www.yrc.com)

**YRC Glen Moore**  
913-344-3359  
Web: [www.yrcglenmoore.com](http://www.yrcglenmoore.com)



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**ABF**<sup>SM</sup>  
Freight

# Rail/Intermodal Services

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

**A.G.O. Transportation**  
Canada  
**Web:** [www.actionago.com](http://www.actionago.com)



**Alliance Shippers Inc.**  
Corporate Office:  
516 Sylvan Avenue  
Englewood Cliffs, NJ 07632  
800-222-0451  
**Fax:** 201-227-1212  
**Email:** [info@alliance.com](mailto:info@alliance.com)  
**Web:** [www.alliance.com](http://www.alliance.com)  
**Services:** --The Perfect Shipment® Program  
• Intermodal: USA, Canada and Mexico  
• Over-the-Road Transportation  
• International Transportation Service  
• Logistics Solutions  
• Complete Protective Service  
• Warehousing and Distribution Services  
• Dedicated Fleet  
• Box Car Service  
• Equipment Management  
• Carrier Management and Selection  
• Accessorial Management

**American Fast Freight**  
253-926-5000  
**Web:** [www.americanfast.com](http://www.americanfast.com)

**Anderson Trucking Service, Inc.**  
800-328-2316  
**Web:** [www.atsinc.com](http://www.atsinc.com)

**Aspen Distribution, Inc.**  
303-371-2511  
**Web:** [www.aspendistribution.com](http://www.aspendistribution.com)

**ATS International Services, Inc.**  
320-255-7400  
**Web:** [www.atsisi.com](http://www.atsisi.com)

**Averitt Express**  
931-526-3306  
**Web:** [www.averittpress.com](http://www.averittpress.com)

**BNSF Logistics, LLC.**  
479-927-6215  
**Web:** [www.bnsflogistics.com](http://www.bnsflogistics.com)

**BNSF Railway**  
817-352-1000  
**Web:** [www.bnsf.com](http://www.bnsf.com)

**C.H. Robinson Co.**  
952-683-2800  
**Web:** [www.chrobinson.com](http://www.chrobinson.com)

**Canadian Pacific Railway**  
403-319-7000  
**Web:** [www.cpr.ca](http://www.cpr.ca)

**Cargo International Logistics Inc.**  
905-524-2112  
**Web:** [www.cargoagents.net](http://www.cargoagents.net)

**CEVA Logistics**  
888-564-4789  
**Web:** [www.cevalogistics.com](http://www.cevalogistics.com)

**Chassis King**  
727-585-1500  
**Web:** [www.chassisking.com](http://www.chassisking.com)

**ClearPointt**  
425-787-8399  
**Web:** [www.clearpointt.com](http://www.clearpointt.com)

**Clipper Express**  
630-739-0700  
**Web:** [www.clippergroup.com](http://www.clippergroup.com)

**Commerce Express**  
651-451-7332  
**Web:** [www.commerceexpressinc.com](http://www.commerceexpressinc.com)

**Compass Consolidators**  
630-243-0200  
**Web:** [www.cpqcs.com](http://www.cpqcs.com)

**Comtrak Logistics**  
901-541-8000  
**Web:** [www.comtrak.com](http://www.comtrak.com)

**Cornerstone Systems**  
901-842-0660  
**Web:** [www.cornerstone-systems.com](http://www.cornerstone-systems.com)

**CSX Rail/Intermodal Services**  
904-633-1070  
**Web:** [www.intermodal.com](http://www.intermodal.com)

**Dart Rail/Intermodal Services**  
800-366-9000  
**Web:** [www.dartintermodal.com](http://www.dartintermodal.com)

**DB Schenker/BAX**  
516-377-3000  
**Web:** [www.dbschenkerusa.com](http://www.dbschenkerusa.com)

**Ford Storage & Moving Co.**  
402-592-5455  
**Web:** [www.fordstorage.com/ford/index.php](http://www.fordstorage.com/ford/index.php)

**GE Capital Rail Services**  
312-853-5000  
**Web:** [www.ge.com/railservices](http://www.ge.com/railservices)

**Genex, L.P.**  
847-446-0440  
**Web:** [www.genexlp.com](http://www.genexlp.com)

**Hub Group, Inc.**  
630-271-3600  
**Web:** [www.hubgroup.com](http://www.hubgroup.com)

**Kansas City Southern**  
816-983-1303  
**Web:** [www.kcsi.com](http://www.kcsi.com)

**Kenco Transportation Management LLC**  
423-894-4622  
**Web:** [www.kencotrans.com](http://www.kencotrans.com)

**Landstar**  
800-872-9400  
**Web:** [www.landstar.com](http://www.landstar.com)

**Logistics Management Solutions (LMS)**  
314-692-8886  
**Web:** [www.lmslogistics.com](http://www.lmslogistics.com)



## Lynden

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

**Services:** Over land, on the water, in the air — or in any combination — Lynden has been helping customers solve transportation problems for over a century. Operating in such challenging areas as Alaska, and worldwide, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing. The combined capabilities of the Lynden companies includes truckload and less-than-truckload transportation, scheduled and charter barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air and ocean forwarding, customs brokerage, trade show shipping, sanitary bulk commodities hauling, and multi-modal logistics.

## Marten Transport Ltd.

800-395-3000  
**Web:** www.marten.com

## Matson Integrated Logistics

510-628-4000  
**Web:** www.matson.com

## McCann's Piggyback Consolidation, Inc.

636-343-5222  
**Web:** www.mccannspiggyback.com

## Megatrux, Inc.

800-544-8831  
**Web:** www.megatrux.com

## Menlo Worldwide Logistics

415-486-2680  
**Web:** www.con-way.com/en/logistics

## Mode Transportation

972-447-0075  
**Web:** www.modetransportation.com

## Nebraska Warehouse

402-896-2200  
**Web:** www.nebraskawarehouse.com

## Network F.O.B.

651-256-1000  
**Web:** www.networkfob.com

## Nexus Distribution Corporation

847-829-0224  
**Web:** www.nexusdistribution.com

## NFI Intermodal

877-NFI-3777  
**Web:** www.nfiindustries.com

## Norfolk Southern Corp.

855-667-3655  
**Web:** www.nscorp.com



## Odyssey Logistics & Technology Corporation

39 Old Ridgebury Rd  
Danbury, CT 06810  
203-448-3900  
**Toll Free:** 855-412-0199  
**Web:** odysseylogistics.com  
**Services:** With operations in North America, Europe and Asia, Odyssey Logistics & Technology Corporation (Odyssey) operates in all modes of transport: TL/LTL trucking, containership, rail, air, and bulk including bulk truck, ISO Tank, railcar and tanker. Odyssey leverages four main components to drive process improvements and savings for clients: supply chain network evaluation & design; a proprietary, web-based information technology infrastructure; proven operational processes; and, volume aggregation that provides economies of scale. In addition to fully-managed logistics services,

Odyssey offers individual 3PL services that include truck brokerage, intermodal transportation, customs brokerage, freight forwarding, facilities management, rail fleet management, and more.

## OHL

615-401-6400  
**Web:** www.ohl.com

## Pacer

888-722-7404  
**Web:** www.pacer.com

## Pacific Alaska Freightways

253-926-3292  
**Web:** www.pafak.com

## PROLOGIS

303-567-5000  
**Web:** www.prologis.com

## Quality Carriers, Inc.

800-282-2031  
**Web:** www.qualitydistribution.com

## Road & Rail Services, Inc.

502-495-6688  
**Web:** www.roadandrail.com

## Royal 4 Systems

562-420-9594  
**Web:** www.royal4.com

## Schneider National, Inc.

920-592-2000  
**Web:** www.schneider.com

## Schneider Rail/Intermodal Services

920-592-2000  
**Web:** www.schneider.com

## Sea Star Line

904-855-1260



## SEKO Logistics

1100 Arlington Heights Road  
Suite 600  
Itasca, IL 60143  
630-919-4800  
**Fax:** 630-919-4822  
**Email:** hello@sekologistics.com

**Web:** www.sekologistics.com  
**Services:** SEKO provides a suite of logistics services which enable you to use your supply chain as a competitive differentiator.

As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength. With over 120 offices in 40 countries worldwide, our unique shareholder management model enables you to benefit from Global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and service at the local level.

## Sentry Transport Services, LLC

717-285-2795  
**Web:** www.sentrytran.com

## Southwest International Freight Services

214-371-1901  
**Web:** www.swfreight.com

## Target Transportation

908-709-4400  
**Web:** www.targettrans.com

## Texas Cartage Warehouse, Inc.

214-320-3200  
**Web:** www.texcar.com

## The CrossGlobe Group

757-244-8169  
**Web:** www.crossglobe.com

## Trailer Transport Systems, Inc.

585-427-2080  
**Web:** www.trailertransport.com

## Transentric

402-544-6000  
**Web:** www.transentric.com

## Trinity Transport, Inc.

302-253-3935  
**Web:** www.trinitytransport.com

## Rail/Intermodal Services

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**Triple Crown Services  
Company**

260-416-3600

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

**Universal Truckload  
Services, Inc.**

586-920-0100

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

**TRN Logistics, LCC.**

609-239-5200

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

**UPS**

800-PICK-UPS

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

**Twin Modal, Inc.**

651-697-8800

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

**Union Pacific Railroad**

402-544-5000

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

**Union Tank Car Company**

312-431-3111

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



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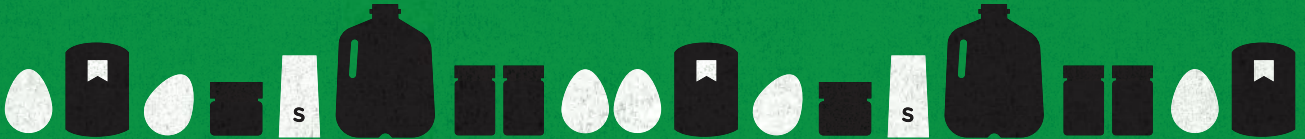
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# Major North American Ports

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

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## USA

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### ALASKA

Port of Cordova  
907-424-6400  
[www.cityofcordova.net](http://www.cityofcordova.net)

Whittier Port Authority  
Commission  
907-472-2327  
[www.wharbor@yukontel.com](mailto:www.wharbor@yukontel.com)

### CALIFORNIA

Megatrux, Inc.  
800-544-8831  
[www.megatrux.com](http://www.megatrux.com)

Port of Long Beach  
562-2837000  
[www.polb.com](http://www.polb.com)

Port of Los Angeles  
310-732-7678  
[www.portoflosangeles.org](http://www.portoflosangeles.org)

Port of Oakland  
510-627-1353  
[www.portofoakland.com](http://www.portofoakland.com)

Port of Sacramento  
916-374-1866  
[www.portofsacramento.com](http://www.portofsacramento.com)

Port of San Francisco  
415-274-0400  
[www.sfport.com](http://www.sfport.com)

### FLORIDA

Canaveral Port Authority  
321-783-7831  
[www.portcanaveral.org](http://www.portcanaveral.org)

Jacksonville Port Authority  
904-630-3070  
[www.jaxport.com](http://www.jaxport.com)

Manatee County Port Authority  
941-722-6621  
[www.portmanatee.com](http://www.portmanatee.com)

Port Everglades  
954-523-3404  
[www.broward.org/port](http://www.broward.org/port)

Port of Miami  
305-347-4800  
[www.miamidade.gov/portofmiami](http://www.miamidade.gov/portofmiami)

Tampa Port Authority  
813-905-7678  
[www.tampaport.com](http://www.tampaport.com)

### GEORGIA

Georgia Ports Authority  
912-964-3811  
[www.gaports.com](http://www.gaports.com)

### HAWAII

Hawaii Dept. of Transportation  
808-587-2150  
[www.hawaii.gov/dot](http://www.hawaii.gov/dot)

### LOUISIANA

Plaquemines Port, Harbor & Terminal District  
504-682-7920  
[www.portofplaquemines.com](http://www.portofplaquemines.com)

Port of New Orleans  
504-522-2551  
[www.portno.com](http://www.portno.com)

Port of South Louisiana  
985-652-9278  
[www.portsl.com](http://www.portsl.com)

### MARYLAND

Maryland Port Administration  
410-385-4480  
[www.marylandports.com](http://www.marylandports.com)

### MASSACHUSETTS

Massachusetts Port Authority  
617-946-4429  
[www.massport.com](http://www.massport.com)

### MISSISSIPPI

Mississippi State Port Authority at Gulfport  
228-865-4300  
[www.shipmspa.com](http://www.shipmspa.com)

### NEW JERSEY

Port Elizabeth Terminal & Warehouse  
973-491-0600  
[www.judgeorg.com](http://www.judgeorg.com)

### NEW YORK

The Port Authority of New York & New Jersey  
212-435-3008  
[www.panynj.com](http://www.panynj.com)

### NORTH CAROLINA

North Carolina State Ports Authority  
910-763-1621  
[www.ncports.com](http://www.ncports.com)

### OREGON

Oregon International Port of Coos Bay  
541-267-7678  
[www.portofcoosbay.com](http://www.portofcoosbay.com)

Port of Portland  
503-944-7235  
[www.portofportland.com](http://www.portofportland.com)

### SOUTH CAROLINA

South Carolina State Ports Authority  
843-723-8651  
[www.scsipa.com](http://www.scsipa.com)

### TENNESSEE

OHL  
615-401-6400  
[www.ohl.com](http://www.ohl.com)

### TEXAS

Port of Corpus Christi  
361-882-5633  
[www.portofcorpuschristi.com](http://www.portofcorpuschristi.com)

Port of Galveston  
409-765-6183  
[www.portofgalveston.com](http://www.portofgalveston.com)

Port of Houston Authority  
713-670-2400  
[www.portofhouston.com](http://www.portofhouston.com)

### VIRGINIA

The CrossGlobe Group  
757-244-8169  
[www.crossglobe.com](http://www.crossglobe.com)

Port of Richmond  
804-646-2020  
[www.portofrichmond.com](http://www.portofrichmond.com)

Virginia Port Authority  
757-683-8000  
[www.portofvirginia.com](http://www.portofvirginia.com)



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### WASHINGTON

Port of Grays Harbor  
360-533-9528  
www.portofgraysharbor.com

Port of Kalama  
360-673-2325  
www.portofkalama.com

Port of Longview  
360-425-3305  
www.portoflongview.com

Port of Olympia  
360-528-8000  
www.portolympia.com

Port of Seattle  
206-787-3000  
www.portseattle.org

Port of Tacoma  
253-383-5841  
www.portoftacoma.com

Port of Vancouver  
360-693-3611  
www.portvanusa.com

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## CANADA

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### BRITISH COLUMBIA

Port Metro Vancouver  
604-665-9000  
www.portmetrovancover.com

Port of Vancouver  
604-665-9000  
www.portvancouver.com

### NOVA SCOTIA

Halifax Port Authority Business  
Development & Customer  
Relations Dept.  
902-426-8222  
www.portofhalifax.ca

### ONTARIO

Hamilton Port Authority  
905-525-4330  
www.hamiltonport.ca

Thunder Bay Port Authority  
807-345-6400  
www.portofthunderbay.ca

### QUEBEC

Montreal Port Authority  
514-283-7011  
www.port-montreal.com

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

**4 Way Logistics, Inc.**  
925-830-8900  
**Web:** www.4way.com

## **4SIGHT Supply Chain Group**

140 E. Ridgewood Ave.  
Suite 415 ST  
Paramus, NJ 07652  
201-940-7311  
**Email:**  
greg.puckett@go4sight.com  
**Web:** www.go4sight.com  
**Services:** 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 19 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at in4mation@go4sight.com or call (201) 940-7311.

## **A. Anastasio & Sons Trucking Co., Inc.**

203-787-5746  
**Web:** www.aanastasio.com

## **A.N. Deringer, Inc.**

802-524-8110  
**Web:** www.anderinger.com



## **a2b Fulfillment, Inc.**

150 Stewart Parkway  
Greensboro, GA 30642  
866-843-3827 x 113  
**Toll Free:** 866-843-3827 x 113  
**Fax:** 706-454-0197  
**Email:** allison@a2bf.com  
**Web:** www.a2bf.com  
**Services:** a2b Fulfillment, Inc. is an innovative 3PL provider of distribution support services including Warehousing, US & Canadian Order Fulfillment, Climate-controlled storage, Discounted Shipping, e-Commerce, Logistics, US-based Customer Service Contact Center and Value-Add services such as Kitting, Assembly, QC - Rework, and Reverse Logistics. We leverage low cost structure, state-of-the-art technology and distribution systems, modern and expansive warehouse facilities, carrier relationships and overall logistics expertise to deliver best-of-breed service to our customers. a2b offers flexible storage solutions. Order Fulfillment programs support B2B and D2C distribution. Each fulfillment platform is complimented with aggressive transportation rates including FTL, LTL, and Small Parcel. We utilize transportation resources to ship goods cost-effectively to coincide best with your time-in-transit requirements.

## **Access Business Group**

616-787-5578  
**Web:** www.accessbusinessgroup.com

**Acme Distribution Centers**  
303-340-2100  
**Web:** www.acmedistribution.com

## **Adams Warehouse and Delivery**

713-699-3515  
**Web:** www.adamsdist.com

## **ADP Logistics**

610-696-5800  
**Web:** www.aduieppyle.com

## **Affiliated Warehouse Companies, Inc.**

732-739-2323  
**Web:** www.awco.com

## **AFMS Logistics Management Group**

503-246-3521  
**Web:** www.afms.com

## **AFS Logistics, LLC.**

318-798-2111  
**Web:** www.afslogistics.com

## **Agility Logistics**

714-617-6300  
**Web:** www.agilitylogistics.org

## **AIT Worldwide Logistics, Inc.**

630-766-0711  
**Web:** www.aitworldwide.com



## **Alliance Shippers Inc.**

Corporate Office:  
516 Sylvan Avenue  
Englewood Cliffs, NJ 07632  
800-222-0451  
**Fax:** 201-227-1212  
**Email:** info@alliance.com  
**Web:** www.alliance.com  
**Services:** — The Perfect

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— Intermodal: USA, Canada and Mexico  
— Over-the-Road Transportation  
— International Transportation Service  
— Logistics Solutions  
— Complete Protective Service  
— Warehousing and Distribution Services  
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— Box Car Service  
— Equipment Management  
— Carrier Management and Selection  
— Accessorial Management

## **Allied Distribution, Inc.**

715-479-3530  
**Web:**  
www.warehousenetwork.com

## **Allied Warehousing Services, Inc.**

304-523-2131  
**Web:** www.alliedlogistics.com

## **American Relocation & Logistics**

562-229-3600  
**Web:** www.american-moving.com

## **American Transloading Services, Inc.**

239-389-7896  
**Web:**  
www.americantransloading.com

## **AmeriCold Logistics, L.L.C.**

678-441-1400  
**Web:** www.americold.com

## **Amosoft EDI Services**

310-862-4259  
**Web:** www.amosoft.com

### Amware Logistics Services, Inc.

678-377-8585  
**Web:** www.AmwareLogistics.com

### Anderson Trucking Service, Inc.

320-255-7400  
**Web:** www.atsinc.com

### APL Logistics

602-586-4800  
**Web:** www.aplogistics.com

### Armstrong & Associates, Inc.

608-873-8929  
**Web:** www.3plogistics.com

### Arnold Logistics

717-731-4374  
**Web:** www.arnoldlogistics.com

### Aspen Distribution, Inc.

303-371-2511  
**Web:** www.aspendistribution.com

### Associated Global Systems

516-627-8910  
**Web:** www.agsystems.com

### Associated Warehouses, Inc.

714-538-5990  
**Web:** www.awillogistics.com

### ASW Global LLC

330-733-6291  
**Web:** www.aswservices.com

### ASW Services

330-733-2400  
**Web:** www.aswservices.com

### ATC Logistics & Electronics

817-491-7727  
**Web:** www.atcle.com

### Atlanta Bonded Warehouse Corp.

770-425-3000  
**Web:** www.atlantabonded.com

### Atlas Logistics Services USA

678-432-6729  
**Web:** www.atlascold.com

### Averitt Express

931-526-3306  
**Web:** www.averittpress.com

### Barrett Distribution Centers

508-553-8800  
**Web:** www.barrettdistribution.com

### BAX Global Inc.

419-867-9911  
**Web:** www.baxfn.com

### Bay Cities Warehouse Co., Inc.

510-471-9770  
**Web:** www.baycitieswarehouse.com

### BDP International, Inc.

215-629-8900  
**Web:** www.bdpint.com

### Bekins Logistics

877-258-5588  
**Web:** www.bekinslogistics.com

### Bender Group

775-788-8800  
**Web:** www.bendergroup.com

### BNSF LOGISTICS, LLC.

479-927-5589  
**Web:** www.bnsflogistics.com

### Broussard Logistics, LLC

713-926-9053  
**Web:** www.broussardlogistics.com

### Bulk Plus Logistics

905-469-2120  
**Web:** www.bulkplus.com

### C.H. Robinson Worldwide

952-683-3700  
**Web:** www.chrobinson.com

### Calbrock Enterprises Ltd.

613-345-2320  
**Web:** www.leslee.com

### Capitol Logistics, LLC

608-846-9310  
**Web:** www.capitolwhse.com

### Cardinal Logistics Management Corporation

704-786-6125  
**Web:** www.cardlog.com

### Cargo International Logistics Inc.

888-253-3458  
**Web:** www.cargoagents.net

### Carrier Industries Inc.

732-287-7930  
**Web:** www.carrierindustries.com

### CaseStack

310-473-8885  
**Web:** www.casestack.com

### Caterpillar Logistics Services, Inc.

309-266-3591  
**Web:** www.CatLogistics.com

### CEVA Logistics

888-564-4789  
**Web:** www.cevalogistics.com

### CEVA Logistics (formerly EGL)

281-618-3100  
**Web:** www.cevalogistics.com

### CHEP

407-370-2437  
**Web:** www.chep.com

### Choice Logistics

212-370-1999  
**Web:** www.choicelogistics.com

### CHTL Logistics

328 1st Avenue NW  
 Hickory, NC 28601  
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**Email:** info@chtlogistics.com  
**Web:** www.chtllogistics.com  
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### Clark Logistic Services

314-389-4004  
**Web:** www.clarklogisticservices.com

### CMR Group, LLC

912-634-1000  
**Web:** www.thecmrgroup.org

### COGISTICS, Inc.

863-647-9389  
**Web:** www.cogistics.com

### Columbian Logistics Network

616-514-6000  
**Web:** www.columbian.us

### Concert Group Logistics, Inc.

630-795-1300  
**Web:** www.cglship.com

### Con-way Multimodal

33- 1253-3600  
**Web:** www.con-way.com

### Cornerstone Systems

901-842-0660  
**Web:** www.cornerstone-systems.com

### Crowley Logistics, Inc.

904-727-2200  
**Web:** www.crowley.com

### CRST Logistics, Inc.

800-736-2778  
**Web:** www.crst.com

### CT Logistics

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 Location  
 Cleveland, OH 44130  
 216-267-2000 ext 2190  
**Email:** sales@ctlogistics.com  
**Web:** info.ctlogistics.com  
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## Third-Party Services

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Suite 1100

Charlotte, NC 28208

704-887-4300

**Toll Free:** 800-596-0708

**Fax:** 704-887-6730

**Email:** [info@](mailto:info@customshippingsolutions.com)

[customshippingsolutions.com](http://customshippingsolutions.com)

**Web:**

[www2.transportationinsight.com/CSS](http://www2.transportationinsight.com/CSS)

**Services:** Access LTL Rater technology powered by Insight TMS®; select from a broad group of respected carriers; receive shipment delivery notifications; get monthly shipping activity reports; and optional cargo claims processing. Create Bills of Lading easily and accurately; reduce time spent shopping rates — eliminate the hassle; maintain control of carrier choices — choose from a network of the best carriers in the industry; leverage around the clock visibility to competitive pricing from a single source; lower landed costs by reducing inbound and outbound transportation expenses; stop guessing profit margins — obtain quick quotes and know the cost of every shipment.

### D & D Distribution Services

717-845-1646

**Web:** [www.dd-dist.com](http://www.dd-dist.com)

### D. J. Powers Company, Inc.

5000 Business Center Drive  
Suite 1000

Savannah, GA 31405

912-234-7241

**Fax:** 912-236-5230

**Email:** [sales.djp@djpowers.com](mailto:sales.djp@djpowers.com)

**Web:** [www.djpowers.com](http://www.djpowers.com)

**Services:** D.J. Powers is a full service provider of comprehensive global supply chain solutions. We excel in providing our customers with a wide array of innovative and cost effective services. We can help you build and manage your Supply Chain Program, effectively, from Door to Door logistics services to full Regulatory Compliance programs. Our management philosophy focuses on proactive partnerships with our customers, which forms the basis for our success in customer retention.

### Damco

973-514-5000

**Web:** [www.damco.com](http://www.damco.com)

### DB Schenker/BAX

516-377-3000

**Web:** [www.dbschenkerusa.com](http://www.dbschenkerusa.com)

### DDI Logistics

276-956-2179

**Web:** [www.ddilogistics.com](http://www.ddilogistics.com)

### Delta Logistics, Inc.

800-240-2654

**Web:** [www.deltalogistics.com](http://www.deltalogistics.com)

### Desert Empire Transfer & Storage

909-370-3077

**Web:** [www.desert-empire.com](http://www.desert-empire.com)

### DGX - Dependable Global Express

19201 Susana Rd  
Rancho Dominguez, CA 90221  
310-669-8888

**Toll Free:** 888-488-4888

**Fax:** 310-868-5181

**Email:** [mat.silver@dgx.com](mailto:mat.silver@dgx.com)

**Web:** [www.dgxglobal.com](http://www.dgxglobal.com)

**Services:** Dependable Global Express — an international shipping and logistics company. We ship cargo/freight globally by ocean and air to/from most major global points. Look to us as your single source for reliable, cost-effective shipment of goods around the world and here at home. With experienced teams who provide excellent customer service at office locations across the globe, we have the capability

to cover all of your freight and shipping requests.

### DHL Global Forwarding

954-888-7000

**Web:** [www.dhl-dgf.com](http://www.dhl-dgf.com)

### DHL Solutions

954-888-7000

**Web:** [www.dhl-usa.com](http://www.dhl-usa.com)

### DHX - Dependable Hawaiian Express

19201 Susana Rd  
Rancho Dominguez, CA 90221  
310-537-2000

**Toll Free:** 800-488-4888

**Fax:** 310-537-2000

**Email:** [cammie.laster@dhx.com](mailto:cammie.laster@dhx.com)

**Web:** [www.dhx.com](http://www.dhx.com)

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### DLT Transportation Services, Inc.

816-241-9800

**Web:** [www.dltservices.com](http://www.dltservices.com)

### DSC Logistics

847-372-1960

**Web:** [www.dscllogistics.com](http://www.dscllogistics.com)

### Eastern Connection

800-795-2872

**Web:**

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

### Echo Global Logistics

800-354-7993

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

### Empire Terminal Warehouse

972-271-4646

**Web:**

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

### England Logistics, Inc.

801-656-4500

**Web:** [www.englishlogistics.com](http://www.englishlogistics.com)

### Epes Logistics Services Inc. 3PL

336-665-1553

**Web:** [www.epeslogistics.com](http://www.epeslogistics.com)

### Evans Distribution Systems

313-388-3200

**Web:** [www.evansdist.com](http://www.evansdist.com)

### Exel

614-865-8500

**Web:** [www.exel.com](http://www.exel.com)

### Expeditors

206-674-3400

**Web:** [www.expeditors.com](http://www.expeditors.com)

### FDSI Logistics

818-971-3300

**Web:** [www.fdsi.com](http://www.fdsi.com)

### FedEx Supply Chain Services

330-342-3000

**Web:** [www.fedex.com](http://www.fedex.com)

### Ferber Midwest, Inc.

248-650-2870

**Web:** [www.ferbermidwest.com](http://www.ferbermidwest.com)

### Fidelitone, Inc.

847-487-3300

**Web:** [www.fidelitone.com](http://www.fidelitone.com)

### Ford Storage & Moving Co.

402-592-5455

**Web:** [www.fordstorage.com](http://www.fordstorage.com)

### Fort Storage

204-488-9774

**Web:** [www.fortstorage.com](http://www.fortstorage.com)

### Freeport Logistics, Inc.

602-233-3891

**Web:** [www.freeport-logistics.com](http://www.freeport-logistics.com)

### Freight Management Inc.

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**Web:** [www.freightmgmtinc.com](http://www.freightmgmtinc.com)

### freightquote.com

888-595-5664

**Web:** [www.freightquote.com](http://www.freightquote.com)

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### **GENCO**

412-820-3700

**Web:** [www.genco.com](http://www.genco.com)

### **General Warehouse & Transportation**

630-941-0400

**Web:** [gwlogistics.com](http://gwlogistics.com)

### **Genesis Engineering, Inc.**

888-826-9942

**Web:** [www.genlog.com](http://www.genlog.com)

### **Geodis Wilson USA**

617-561-5140

**Web:** [www.geodiswilson.com](http://www.geodiswilson.com)

### **Golden Gate Logistics, LLC**

650-838-1111

**Web:** [www.goldengatelogistics.net/index.html](http://www.goldengatelogistics.net/index.html)

### **Group Warehouses Inc.**

559-265-4200

**Web:** [www.groupwarehouse.com](http://www.groupwarehouse.com)

### **GSI Commerce Inc.**

610-491-7000

**Web:** [www.ebayenterprise.com](http://www.ebayenterprise.com)

### **Hanson Logistics Group**

269-982-1390

**Web:** [www.hansonlogisticsgroup.com](http://www.hansonlogisticsgroup.com)

### **Hellmann Worldwide Logistics**

305-406-4500

**Web:** [www.hellmann.net](http://www.hellmann.net)

### **Henningsen Cold Storage Co.**

503-531-5400

**Web:** [www.henningsen.com](http://www.henningsen.com)

### **Howell Logistics**

416-675-6090

**Web:** [www.howellwarehouses.com](http://www.howellwarehouses.com)

### **ICS Logistics, Inc.**

904-786-8038

**Web:** [www.seaonus.com](http://www.seaonus.com)

### **Ingram Micro Logistics**

714-566-1000

**Web:** [www.im-logistics.com](http://www.im-logistics.com)

### **Inland Star Distribution Centers, Inc.**

559-237-2052

**Web:** [www.inlandstar.com](http://www.inlandstar.com)



### **Inmar**

635 Vine St.  
Winston Salem, NC 27101  
855-815-2646

**Fax:** 336-770-1939

**Email:** [solutions@inmar.com](mailto:solutions@inmar.com)

**Web:** [www.inmar.com](http://www.inmar.com)

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### **InSite Logistics, LLC**

800-428-1288

**Web:** [www.insitelogistics.com](http://www.insitelogistics.com)

### **Integrated Logistics Solutions (ILS)**

216-692-7100

**Web:** [www.ilsonline.com](http://www.ilsonline.com)

### **INTRAL Corporation**

617-439-5880

**Web:** [www.intral.com](http://www.intral.com)

### **Jacobson Companies**

515-265-6171

**Web:** [www.jacobsonco.com](http://www.jacobsonco.com)

### **Jameson Enterprises, Inc.**

727-846-8787

**Web:** [www.jamesonlogistics.com](http://www.jamesonlogistics.com)

### **KACE Logistics, LLC**

734-946-4644

**Web:** [www.kacelogistics.com](http://www.kacelogistics.com)

### **KANE IS ABLE, INC.**

570-558-5100

**Web:** [www.kaneisable.com](http://www.kaneisable.com)

### **Kelron Logistics**

905-795-8400

**Web:** [www.kelron.com](http://www.kelron.com)



### **Kenco**

2001 Riverside Drive  
Chattanooga, TN 37406  
423-622-1113

**Toll Free:** 800-758-3289

**Email:** [info@kencogroup.com](mailto:info@kencogroup.com)

**Web:** [www.kencogroup.com](http://www.kencogroup.com)

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Ellicott City, MD 21042

410-465-5116

**Toll Free:** 866-999-5116

**Email:** [sales@kennethclark.com](mailto:sales@kennethclark.com)

**Web:** [www.kennethclark.com](http://www.kennethclark.com)

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### **Keystone Dedicated Logistics**

412-429-2141

**Web:** [www.kdlog.com](http://www.kdlog.com)

### **KRC Logistics**

616-531-1850

**Web:** [www.krclogistics.com](http://www.krclogistics.com)

### **Kuehne + Nagel**

203-597-5300

**Web:** [www.kuehne-nagel.com](http://www.kuehne-nagel.com)

### **L. Neill Cartage Co., Inc.**

708-547-7676

**Web:** [www.neillcartage.com](http://www.neillcartage.com)

### **Lakeside Logistics Inc.**

905-338-4810

**Web:** [www.lakesidelogistics.com](http://www.lakesidelogistics.com)

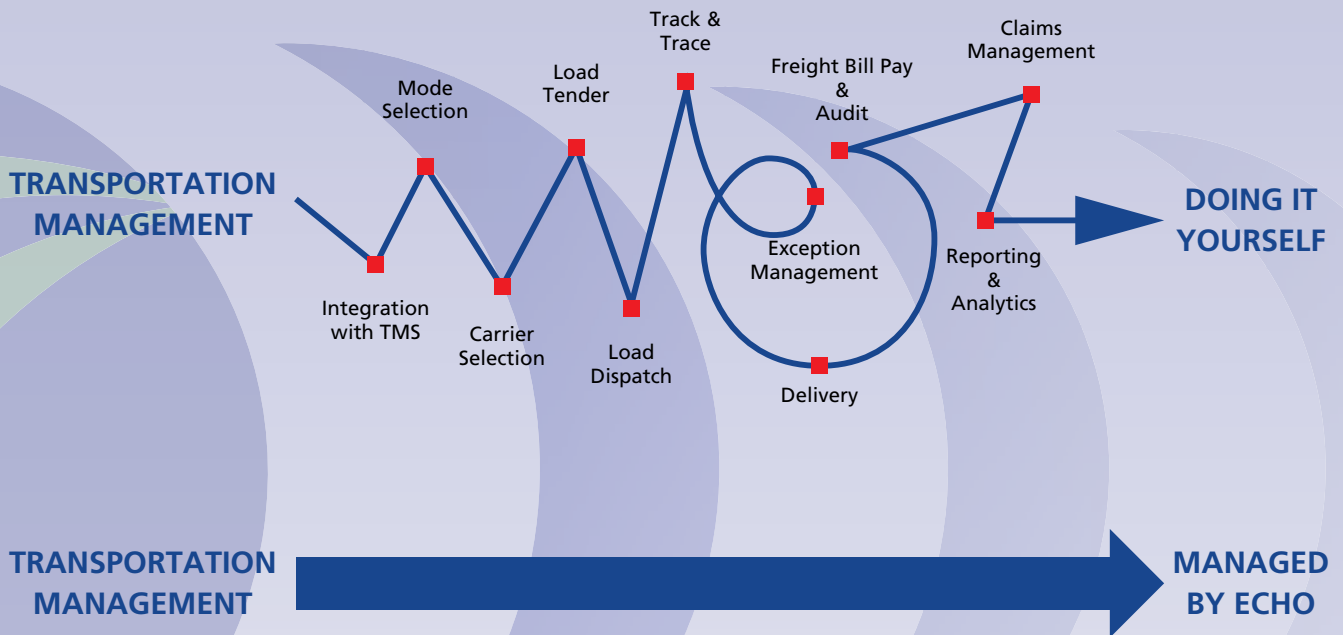
### **Landair**

888-526-3247

**Web:** [www.landair.com](http://www.landair.com)



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## Third-Party Services



### Landstar System, Inc.

13410 Sutton Park Drive South  
Jacksonville, FL 32224  
877-696-4507

**Toll Free:** 877-696-4507

**Email:** solutions@landstar.com

**Web:** www.landstar.com

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

**Description:** Landstar, a worldwide, asset-light provider of integrated transportation management solutions offers complete transportation and logistics services, including truckload, LTL, heavy haul/specialized, expedited, intermodal, global air and ocean services. Landstar's transportation management solutions offer global shipment visibility, bidding & shipping tools, carrier selection & management, event management and freight optimization.

### Langham Logistics

5335 W. 74th Street  
Indianapolis, IN 46268  
317-290-0227

**Toll Free:** 800-727-3962

**Fax:** 317-471-5158

**Email:** www.info@elangham.com

**Web:** www.elangham.com

**Services:** Langham Logistics Inc. is a global freight management company that specializes in domestic and international expedited transportation, ocean, shipping, and truckload shipping. Langham also manages warehousing, product picking

and packaging, kitting and fulfillment. Langham manages the transportation supply chain for their clients. This involves moving shipments, tracking them, and providing portal visibility and reporting to measure compliance, and reduce overall transportation spend.

### Lansdale Warehouse Co., Inc.

215-855-8460

**Web:**

www.lansdalewarehouse.com

### Leading Edge Logistics, LLC

610-359-1500

**Web:**

www.leadingedge logistics.com



### LEGACY Supply Chain Services

99 Bow Street, Suite 300W  
Portsmouth, NH 03801  
603-422-0777

**Toll Free:** 866-560-8694

**Fax:** 603-422-7337

**Email:** contactus@legacyscs.com

**Web:** www.LEGACYscs.com

**Services:** LEGACY Supply Chain Services is a U.S.-based 3PL with a nationwide distribution footprint and over 35 years of supply chain experience. We have an integrated offering of warehousing and distribution, international and domestic transportation, and customs brokerage services. Our rapid evaluation and implementation approach, along with a leadership-driven culture, allows us to improve business performance for our clients, year-over-year. For more information, visit us at www.LEGACYscs.com.

### Leveraged Execution Providers (LXP)

412-406-5800

**Web:**

www.leveragedexecution.com

### Lewis Storage Co., Inc.

336-275-8458

**Web:** www.lewisstorage.com

### Logistics Insight Corporation (LINC)

586-467-1500

**Web:** www.4linc.com

### Logistics Management Solutions (LMS)

314-692-8886

**Web:** www.lmslogistics.com

### Logistics Plus Inc.

1406 Peach Street

Erie, PA 16501

814-461-7600

**Toll Free:** 866-564-7587

**Fax:** 814-461-7645

**Email:**

information@logisticsplus.net

**Web:** www.logisticsplus.net

**Services:** Logistics Plus Inc. is a worldwide provider of freight management, global logistics, and specialized business solutions. Founded in Erie, PA nearly 20 years ago, today we help clients with air, ground, sea, and rail transportation through a comprehensive network of offices located around the world. Working as your 3PL/4PL partner, Logistics Plus® offers simple, reliable, and affordable solutions, including LTL, truckload, air/ocean freight forwarding, warehousing/distribution, project cargo, import/export, and global trade compliance services. With a strong passion for excellence, our 300+ employees put the "plus" in logistics by doing the extra little things needed to ensure your success.

### LTD Management

610-614-1814

**Web:** www.ltdmgmt.com

### LTD Supply Chain

610-614-1814

**Web:** www.ltdsupplychain.com



### Lynden

18000 International Blvd

Suite 800

Seattle, WA 98188

206-241-8778

**Toll Free:** 888-596-3361

**Fax:** 206-243-8415

**Email:** information@lynden.com

**Web:** www.lynden.com

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water, in the air - or in any

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been helping customers solve

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a century. Operating in such

challenging areas as Alaska, and

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reputation of superior service to

diverse industries including oil

and gas, mining, construction,

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of the Lynden companies

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international air and ocean

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trade show shipping, sanitary

bulk commodities hauling, and

multi-modal logistics.

### Lynden Air Freight Lynden International

206-777-5300

**Web:** www.laf.lynden.com

### M & E Storage Inc.

859-252-1776

**Web:** www.mestorage.com

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877-696-4507

## Third-Party Services



### M33 Integrated Solutions

511 Rhett Street  
Suite 3

Greenville, SC 29601

864-672-2862

Fax: 864-297-3955

Email: info@m33integrated.com

Web: www.m33integrated.com

**Services:** M33 believes the best way to optimize logistics and drive business growth is through scalable technology tools and supply chain expertise. We are committed to helping organizations reduce costs, improve efficiencies and gain the ultimate competitive advantage.

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### Madison Warehouse Corporation

314-383-4300

Web:

www.madisonwarehouse.com

### Martini Inc.

570-788-1515

Web: www.gomartini.com

### Matson Integrated Logistics

510-628-4000

Web: www.matson.com

### Megatrux, Inc.

800-544-8831

Web: www.megatrux.com

### MENLO WORLDWIDE LOGISTICS

1-866-466-3656

Web: www.con-way.com/en/logistics

### Mericle Logistics

570-823-1100

Web: www.mericle.com/logistics

### Meritex Logistics

901-795-5320

Web: www.meritex.com

### Messinger Trucking & Warehouse Corp.

973-344-4200

Web:

www.messingertrucking.com

### Metro Park Warehouses, Inc.

816-231-0777

Web: www.

metroparkwarehouses.com

### MIQ Logistics

11501 Outlook Street

Suite 500

Overland Park, KS 66211

913-696-7100

Toll Free: 866-972-9272

Fax: 913-696-7501

Email: contact\_us@miq.com

Web: www.miq.com

**Services:** MIQ Logistics is a global logistics company headquartered in Overland Park, Kan., and with offices in North America, Asia, Europe and Latin America. MIQ Logistics enables companies to improve their transportation network and overall supply chain efficiency by offering flexible logistics solutions supported by Web-native technology and global logistics management capabilities. Our end-to-end supply chain and logistics services include: Air & Ocean International Freight Forwarding, International Supply Chain, Customs Brokerage and Clearance, Global Trade Management, Transportation Management, Truckload Brokerage, Value-added Services, Project Logistics, Origin & Destination Services, Supply Chain Management, Supply Chain Visibility.

### MKM Distribution Services Inc.

5304 W. 74th Street

Indianapolis, IN 46268

317-334-7900

Email: kmelendez@

mkmdistribution.com

Web: www.mkmdistribution.com

**Services:** It's a combination of services and dedication that allows us to satisfy the demands of daily and seasonal volume fluctuations, time-sensitive deliveries, and special packaging needs to keep your product moving as promised. ecommerce fulfillment, value added services, store distribution, transportation.

### Mode Transportation

972-447-0075

Web:

www.modetransportation.com

### Murphy Warehouse Company

612-623-1200

Web: murphywarehouse.com

### Nakano Warehouse & Transportation Corp.

310-638-9363

Web: www.tonnex.com

### NAL Worldwide

630-261-3100

Web: www.nalworldwide.com

### National Logistics Management

313-272-6009

Web: www.nlm.com

### National Material Handling Products Inc.

800-676-5161

Web: www.

materialhandlingproducts.com

### National Retail Systems, Inc.

201-330-1900

Web: www.nrsonline.com

### Nebraska Warehouse

402-896-2200

Web:

www.nebraskawarehouse.com

### New Breed Logistics

336-232-4100

Web: www.newbreed.com

### Next Generation Logistics Inc.

847-963-0007

Web: www.nextgeneration.com

### Nexus Distribution Corporation

847-590-6200

Web: www.nexusdistribution.com

### NFI Interactive Logistics

877-634-3777

Web: www.nfiindustries.com

### NFI National Distribution Centers

877-634-3777

Web: www.ndc-nfi.com

### Noble Distribution East, LLC

412-922-2700

Web:

www.nobledistributioneast.com

### Noble Distribution Systems

310-639-0097

Web: www.nobledist.com

### NonstopDelivery, Inc.

703-964-9500

Web: www.nonstopdelivery.com

### North American Logistics Services, Co.

305-455-1150

Web: www.nalogistics.com

### North American Warehousing Co.

708-594-5380

Web: www.nawarehouse.com

### Northern Continental Logistics

812-944-9488

Web: www.nclworldwide.com

### Norvanco International, Inc.

253-987-4031

Web: www.norvanco.com

### NoWaitFreight

260-579-5343

Web: nowaitfreight.com

### NVC Logistics Group, Inc.

201-767-0911

Web: www.nvclogistics.com

### NYK Logistics Americas

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### **Odyssey Logistics & Technology Corporation**

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Danbury, CT 06810  
203-448-3900  
Toll Free: 855-412-0199  
Web: odysseylogistics.com  
**Services:** With operations in North America, Europe and Asia, Odyssey Logistics & Technology Corporation (Odyssey) operates in all modes of transport: TL/LTL trucking, containership, rail, air, and bulk including bulk truck, ISO Tank, railcar and tanker. Odyssey leverages four main components to drive process improvements and savings for clients: supply chain network evaluation & design; a proprietary, web-based information technology infrastructure; proven operational processes; and, volume aggregation that provides economies of scale. In addition to fully-managed logistics services, Odyssey offers individual 3PL services that include truck brokerage, intermodal transportation, customs brokerage, freight forwarding, facilities management, rail fleet management, and more.

**Odyssey Overland LLC**  
908-850-4490  
Web: www.odysseylogistics.com/overland

**OHL**  
615-401-6400  
Web: www.ohl.com

**OIA Global Logistics**  
503-736-5950  
Web: www.oialoglobal.com

**Orbis Corporation**  
262-560-5000  
Web: www.orbiscorporation.com

**Overflo Warehouse, LLC.**  
410-646-5200  
Web: www.overflo.com

**Ozburn-Hessey Logistics**  
615-401-6400  
Web: www.ohlogistics.com

**Palestro Distribution Centers Inc.**  
209-839-0553  
Web: www.via-palestro.com

**Pan American Express, Inc.**  
419-724-9606  
Web: www.panamex-zero.com

**Paradigm Logistics USA, LLC**  
720-941-7400  
Web: www.paradigm-logistics.com

**Paramount Storage Ltd.**  
204-632-0025  
Web: www.paramountstorage.com

**Partnership LLC**  
800-599-2902  
Web: www.partnership.com

**Peninsular Warehouse Co., Inc.**  
904-786-1811  
Web: www.pentrans.com

**Penske Logistics**  
610-775-6000  
Web: www.penskelogistics.com

**PFSweb**  
972-881-2900  
Web: www.pfsweb.com

**Piedmont Distribution Services, Inc.**  
864-244-8787  
Web: www.piedmontdistrib.com

**Pilot Freight Services**  
610-891-8100  
Web: www.pilotdelivers.com

**Pitney Bowes Distribution Solutions**  
952-885-7116  
Web: www.pbdistributionsolutions.com

**PLS Logistics Services**  
724-709-9000

Web: www.plslogistics.com

**Port Logistics Group**  
973-249-1230  
Web: www.portlogisticsgroup.com

**Powell Distribution Systems**  
781-326-3553  
Web: www.chpowell.com

**Propak Corporation**  
479-478-7800  
Web: www.propak.com

**ProTrans International, INC.**  
317-240-4100  
Web: www.protrans.com

**Puerto Rico Storage & Distribution, Inc.**  
787-890-0131  
Web: www.prsd.com

**Purolator USA Inc.**  
516-681-3749  
Web: www.purolator.com

**Quality Logistics Systems**  
214-231-0446  
Web: www.qualitylogistics.com

**R&L Warehouse Distribution Services, Inc.**  
510-547-3611  
Web: www.warehousedistribution.com

**Rail Logistics, LC**  
913-491-0050  
Web: www.rrix.com

**Ray West Warehouses, Inc.**  
361-884-5595  
Web: www.raywestwarehouses.com

**Regal Logistics**  
253-922-2250  
Web: www.regallogistics.com

**Rime Sales Corp.**  
908-272-0126  
Web: www.rimesales.com

**RMX Global Logistics**  
888-824-7365  
Web: www.rmxglobal.com

**Royal 4 Systems**  
562-420-9594

Web: www.royal4.com

**RSI Logistics, Inc.**  
517-349-7713  
Web: www.rsilogistics.com

**Ruan Transport Corporation**  
515-245-5674  
Web: www.ruan.com

**Rudie Wilhelm Warehouse Co.**  
503-850-5204  
Web: www.wilhelmwarehouse.com

**Ryder**  
888-887-9337  
Web: www.ryder.com



### **Saddle Creek Logistics Services**

3010 Saddle Creek Rd.  
Lakeland, FL 33801  
863-665-0966  
Toll Free: 888-878-1177  
Email: sales@sclogistics.com  
Web: www.sclogistics.com  
**Services:** Saddle Creek Logistics Services is a nationwide 3PL providing integrated warehousing, transportation, packaging and fulfillment services. Our strategic, turnkey logistics solutions help leading companies to increase supply chain efficiency, streamline their businesses and manage costs. With 37 locations nationwide, more than 16 million square feet of space, and over 2,400 associates, we have the resources and expertise to help you meet customer demands and accommodate business growth.  
**Description:** At Saddle Creek Logistics Services, we leverage our warehousing, transportation, packaging and fulfillment capabilities to give you a competitive edge. With our integrated solutions, you can increase speed to market, accommodate fluctuations, control supply chain costs and improve service to your customers. That's our integrated advantage.



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## Third-Party Services

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### Satellite Logistics Group

877-795-7540  
Web: www.slg.com

### Schilli Transportation Services, Inc.

765-448-3400  
Web: www.schilli.com

### Schneider Logistics, Inc.

920-592-4055  
Web: www.schneiderlogistics.com

### Schneider National, Inc.

920-592-2000  
Web: www.schneider.com

### SDA - System Design

952-703-3500  
Web: www.sdallc.com

### Sea Star Line

904-855-1260  
Web: www.seastarline.com



### SEKO Logistics

1100 Arlington Heights Road  
Suite 600  
Itasca, IL 60143  
630-919-4800  
Fax: 630-919-4822  
Email: hello@sekologistics.com  
Web: www.sekologistics.com  
Services: SEKO provides a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength. With over 120 offices in 40 countries worldwide, our unique shareholder management model enables you to benefit from Global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and service at the local level.

### Sentry Transport Services, LLC

717-285-2795  
Web: www.sentrytran.com

### ServiceCraft Logistics

714-690-6500  
Web: www.servicecraft.com

### Shaw Warehouse

334-269-1415  
Web: www.shawwarehouse.com

### Sonwil Distribution Center Inc.

716-684-0555  
Web: www.sonwil.com

### Southern Warehousing & Distributing, Ltd.

201-224-7771  
Web: www.southernwd.com

### Suddath Global Logistics

904-352-2577  
Web: www.suddath.com

### Summit International Logistics

614-278-9716  
Web: www.summitlogistics.com

### Sunland Distribution, Inc.

800-295-0081  
Web: www.sunlanddistribution.com

### Sunteck Transport Group

800-759-7910  
Web: www.suntecktransportgroup.com

### Target Logistics Services

310-900-1974  
Web: www.targetlogistics.com

### Taylor Distributing Co.

513-773-1850  
Web: www.taylordistributing.com

### Taylor Warehouse Co.

513-773-1850  
Web: www.taylordistributing.com

### TBB Global Logistics

717-227-5543  
Web: www.tbbgl.com

### Team Worldwide

903-342-3516  
Web: www.teamwww.com

### Technical Transportation, Inc.

800-852-8726  
Web: www.techtrans.com

### TechTrans

800-852-8726  
Web: www.techtrans.com

### TEKLYNX

414-228-3335  
Web: www.teklynx.com

### Texas Cartage Warehouse, Inc.

214-320-3200  
Web: www.texcar.com

### Texas Star Warehouse & Distribution Inc.

214-821-1999  
Web: www.texasstarwhse.com

### The CrossGlobe Group

757-244-8169  
Web: www.crossglobegroup.com

### The Crossgloe Group

757-244-8169  
Web: www.crossglobegroup.com

### TLC - Total Logistic Control

616-494-7700  
Web: www.totallogistic.com

### TMSi Logistics (Regional Headquarters)

603-422-0777  
Web: www.tmsilog.com  
Torus Freight Systems  
905-771-7111  
Web: www.torusfreight.com

### Total Control Logistics

901-248-3644  
Web: www.tclogistix.com

### Total Freight Systems

901-248-3644  
Web: www.tclogistix.com

### Trailer Fleet Services-GE

610-648-6800  
Web: www.trailerservices.com/

### Transervice Logistics Inc.

847-298-7005  
Web: www.transervice.com

### Transfreight

888-890-0400  
Web: www.transfreight.com

### TransGroupWorldwide Logistics

206-244-0330  
Web: www.transgroup.com

### TransLogistics, Inc.

610-404-1610  
Web: translogisticsinc.com

### Transolutions, Inc.

480-473-2453  
Web: www.transolutionsinc.com

### Transplace

479-770-7391  
Web: www.transplace.com

### Transport Express, Inc.

310-898-2000  
Web: www.transportexpressusa.com

### Transportation Insight

828-485-5000  
Web: www.transportationinsight.com

### TranzAct Technologies Inc.

630-833-0890  
Web: www.tranzact.com

### Trinity Logistics, Inc.

302-253-3935  
Web: www.trinitylogistics.com/

### Trinity Warehousing Services, Inc.

269-345-4546  
Web: trinitywarehousing.com

### TSi Logistics

770-474-1555  
Web: www.tsilogistics.com

### Tucker Company Inc.

856-317-9600  
Web: www.tuckerco.com

### Tucker Company, Inc.

856-317-9600  
Web: www.tuckerco.com

### Turbo Dedicated

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

### Unigroup Worldwide

855-605-8080

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

### Union Storage & Transfer Co.

701-282-4321

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

### United Facilities, Inc.

309-699-7271

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

### Universal

586-920-0100

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

### Universal Truckload Services, Inc.

12755 E. 9 Mile Road

Warren, MI 48089

586-920-0100 x2127

Email: [jstanwick@goutsi.com](mailto:jstanwick@goutsi.com)

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

### Services: Universal Truckload

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### Unyson Logistics

866-409-9759

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

### UPS

800-PICK-UPS

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

### UTi Integrated Logistics

803-771-6785

Web:

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



### UTi Worldwide

100 Oceangate Suite 1500

Long Beach, CA 90802

562-552-9400

Email: [contactus@go2uti.com](mailto:contactus@go2uti.com)

Web: [www.go2uti.com](http://www.go2uti.com)

Services: Integrated Supply Chain Management services encompassing: Contract logistics; Dedicated and Multi-Client Warehousing; Inventory Management and Optimization; Vendor Managed Inventory (VMI); Supply Chain Analysis and Consulting; Air and Ocean Forwarding; Distribution Services including LTL, FTL, Intermodal, Truck Brokerage and Specialized Trucking; Transportation Management;

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### Van Brunt Port Jersey Warehouse, Inc.

908-282-7080

Web:

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

### VASCOR, Ltd.

502-868-0277

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

### Versant Supply Chain

901-542-0610

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

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## Third-Party Services



### **WOW Logistics**

920-734-9924

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

### **XpressRate**

855-517-3777

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

### **XTRA Lease**

314-579-9300

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

### **YRC**

913-344-3359

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

### **Zoyto**

713-300-3000

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

### **Vimich Traffic Logistics Inc.**

519-735-6933

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

### **W. T. Young Storage Company**

859-266-1136

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

### **Warehouse Associates LP**

419-228-6225

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

### **Warehouse Specialists Inc.**

920-830-5000

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

### **Weber Distribution**

562-356-6364

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

### **Werner Global Logistics**

866-620-8281

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

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# Warehouse/DC

*Warehouse/DC companies are listed alphabetically in this section.*

## **4SIGHT Supply Chain Group**

201-940-7211

**Web:** [www.go4sight.com](http://www.go4sight.com)

## **SMARTBOL®**

### **ADi SmartBOL**

255 Old New Brunswick Rd  
#350-S

Piscataway, NJ 08854

732-981-0444

**Toll Free:** 888-701-5005

**Email:** [sales@smartbol.com](mailto:sales@smartbol.com)

**Web:** [www.smartbol.com/](http://www.smartbol.com/)

**Services:** SmartBOL software makes bills of lading and other shipping documents, VICS BOL, for TL/LTL, Export and HazMat shipping. Interfaces ERP/WMS/TMS systems. Eliminates redundant data entry, saves labor costs. Interface with existing data source to eliminate keystroke errors. Reduces cost of chargebacks, penalties and increases to accounts receivable that result from shipping document errors. Eliminate the office hard copy of signed shipping documents. Driver's signature is collected electronically, applied to the document, and saved in a database. Retrieve e-signed documents easily for audits, claims or SOX compliance. Reduces costs associated with printing, scanning, storing and retrieving signed shipping documents.

**Description:** SmartBOL software makes bills of lading and other shipping documents by reusing information from ERP/WMS/TMS systems. Eliminates redundant data entry and keystroke errors. Collect and save driver's electronic signature; eliminates signed office hard copy. Reduces printing costs. Retrieve e-signed documents easily for audits, claims or SOX compliance.

## **ADSI**

847-884-1940

**Web:** [www.adsionline.com](http://www.adsionline.com)

## **Aldata Solution, Inc.**

404-355-3220

**Web:** [www.eyc.com](http://www.eyc.com)

## **AmbaFlex Inc.**

817-800-1634

**Web:** [www.ambaflex.com](http://www.ambaflex.com)

## **AS/R Systems Inc.**

847-955-0980

**Web:** [www.asrsystems.com](http://www.asrsystems.com)

## **Ashland Conveyor Products**

419-281-1235

**Web:** [www.ashlandconveyor.com](http://www.ashlandconveyor.com)

## **Axmann Conveying Systems**

812-284-9285

**Web:** [www.axmann-fs.com/](http://www.axmann-fs.com/)

## **Cadre Technologies, Inc.**

866-25-CADRE

**Web:** [www.cadretch.com](http://www.cadretch.com)

## **CLARK Material Handling Company**

859-422-6521

**Web:** [www.clarkmhc.com](http://www.clarkmhc.com)

## **Conroll**

910-202-4292

**Web:** [www.conroll.com](http://www.conroll.com)

## **Crown Equipment**

419-629-2311

**Web:** [www.crown.com](http://www.crown.com)

## **Cushman**

706-798-4311

**Web:** [www.cushman.com](http://www.cushman.com)

## **Datalogic, Inc.**

+39 051 3147011

**Web:** [www.datalogic.com](http://www.datalogic.com)

## **DENSO ADC**

888-693-3676

**Web:** [www.denso-adc.com](http://www.denso-adc.com)

## **Digital Lumens**

374 Congress Street

Boston, MA 02210

617-723-1200

**Email:** [info@digitallumens.com](mailto:info@digitallumens.com)

**Web:** [www.digitallumens.com](http://www.digitallumens.com)

**Services:** The Digital Lumens LED-based Intelligent Lighting System is proven in some of the world's leading warehouses, distribution centers, and manufacturing facilities to reduce lighting energy costs up to 90% while improving light levels. Smart high bay LED lights, all with integrated occupancy and daylight sensors, are wirelessly networked and centrally managed to deliver light when and where needed. LightRules software platform provides lighting system reports, and the ability to fine tune lighting settings.

## **Emerson Industrial Automation**

866-743-4392

**Web:**

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

## **EnerSys**

610-208-1991

**Web:** [www.enersys.com](http://www.enersys.com)

## **Flexible Material Handling**

678-745-3720

**Web:** [www.flexmh.com](http://www.flexmh.com)

## **FlexLink Systems**

610-973-8200

**Web:** [www.flexlink.com](http://www.flexlink.com)

## **Fortna Inc.**

333 Buttonwood Street

West Reading, PA 19611

610-370-8000

**Toll Free:** 800-367-8621

**Fax:** 610-376-2861

**Email:** [info@fortna.com](mailto:info@fortna.com)

**Web:** [www.fortna.com](http://www.fortna.com)

**Services:** For over 60 years, Fortna has partnered with the world's top brands --companies like ASICS, O'Reilly Auto Parts and MSC --helping them improve their distribution operations and transform their businesses. Companies with complex distribution operations trust Fortna to help them meet customer promises and competitive challenges profitably. We are a professional services firm built on a promise --we develop a solid business case for change and hold ourselves accountable to those results. Our expertise spans supply chain strategy, distribution center operations, material handling, supply chain systems, organizational excellence and warehouse control software.

## **Hal Systems**

770-927-0700

**Web:** [www.halsystems.com](http://www.halsystems.com)

## **HighJump Software**

952-947-4088

**Web:** [www.highjump.com](http://www.highjump.com)

## **Hyster Company**

800-497-8371

**Web:** [www.hyster.com](http://www.hyster.com)

## **Hyundai Construction**

678-823-7777

**Web:** [www.hceamericas.com](http://www.hceamericas.com)

## **Intelligrated Inc.**

866-936-7300

**Web:** [www.intelligrated.com](http://www.intelligrated.com)

**Interlink Technologies**

419-893-9011

**Web:** www.thinkinterlink.com**Intermec**

425-348-2600

**Web:** www.intermec.com**Interroll Corporations USA**

910-520-3382

**Web:** www.interroll.us**IQG Products**

484-924-9400

**Web:** www.iogproducts.com**Jervis B Webb Company**

248-553-1000

**Web:** www.daifukuwebb.com**Jungheinrich AG**

877-543-6757

**Web:** www.jungheinrich.com**Kenco**2001 Riverside Drive  
Chattanooga, TN 37406  
423-622-1113**Toll Free:** 800-758-3289**Email:** info@kencogroup.com**Web:** www.kencogroup.com

**Services:** Kenco provides integrated logistics solutions that include distribution and fulfillment, comprehensive transportation management, material handling services, real estate management, and information technology -- all engineered for Operational Excellence. Woman-owned and financially strong, Kenco has built lasting customer relationships for more than 60 years. Kenco's focus is on common sense solutions that drive uncommon value.

**Kiva Systems**

781-221-4640

**Web:** www.kivasystems.com**Komatsu Forklift USA**

847-437-5800

**Web:**

www.komatsuforkliftusa.com

**Linde Material Handling North America**

843-875-8000

**Web:** www.lmh-na.com**Lucas Systems, Inc.**

724-940-7000

**Web:** www.lucasware.com**Mitsubishi Electric Automation, Inc.**

847-478-2100

**Web:** www.meau.com**Motorola Solutions**

847-576-5000

**Web:**

www.motorolasolutions.com

**Murata Machinery USA, INC.**

800-428-8469

**Web:** www.muratec-usa.com**Narrow Aisle, Inc.**

214-819-4180

**Web:** www.narrowaisleinc.com**Numina Group Inc.**

630-343-2600

**Web:** www.numinagroup.com**Open Sky Group**1421 East Broad Street, #305  
Fuquay-Varina, NC 27526-1968  
919-346-4500**Toll Free:** 866-359-4437**Fax:** 919-800-3404**Email:** marketing@theopenskygroup.com**Web:** www.openskygroup.com

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**Pflow Industries, Inc.**

414-247-9800

**Web:** www.pflow.com**Polymer Solutions International**

877-444-7225

**Web:** www.prostack.com**Power Designers USA LLC.**

608-231-0450

**Web:** www.powerdesigners.com**Presto Lifts Inc.**

508-952-4000

**Web:** www.prestolifts.com**Ralphs- Pugh Co. Inc.**

707-745-6363

**Web:** www.ralphs-pugh.com**Rapid Industries, Inc.**

502-968-3645

**Web:** www.rapidindustries.com**Red Prairie**

262-317-2000

**Web:** www.jda.com**Redwerks Corporation**

512-257-3031

**Web:** www.reddwerks.com**Retalix**

630-213-3080

**Web:** www.retalix.com**Rite- Hite**

414-355-2600

**Web:** www.ritehite.com**Ryson International, Inc.**

757-898-1530

**Web:** www.ryson.com**S P G International, LLC.**

847-541-6500

**Web:** www.spgusa.com**Sackett Systems, Inc.**

630-766-5500

**Web:** www.sackett-systems.com**SAG (Securitag Assembly Group Co., Ltd.)**

+886-4-2492-5298

**Web:** www.sag.com.tw**Sage Automation**

409-842-8040

**Web:** www.sagerobot.com**Sapient Automation**

877-489-7301

**Web:** www.getsapient.com**Schaefer Systems**

704-944-4500

**Web:** www.ssi-schaefer.us**Seegrid Corp.**

412-621-4305

**Web:** www.seegrid.com**SEKO Logistics**1100 Arlington Heights Road  
Suite 600

Itasca, IL 60143

630-919-4800

**Fax:** 630-919-4822**Email:** hello@sekologistics.com**Web:** www.sekologistics.com

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508-771-9400

**Web:** www.sencorpwhite.com**SEW- Eurodrive Inc.**

864-439-8792

**Web:** www.seweurodrive.com**Shockwatch**

214-937-4936

**Web:** www.shockwatch.com**SI Systems**

610-252-7321

**Web:** www.sihis.com**SICK**

952-941-6780

**Web:** www.sick.com**Snapfulfil SaaS W M S**

843-577-5007

**Web:** www.snapfulfil.com



### Softeon

11700 Plaza America Drive  
Suite 910  
Reston, VA 20190  
703-793-0005

**Toll Free:** 855-SOFTEON

**Email:** info@softeon.com

**Web:** www.softeon.com

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### Speech Interface Design, Inc.

412-323-1135

**Web:** www.speech-interface.com

### Speedrack Products Group, Ltd.

800- 752-7352

**Web:** www.speedrack.net

### Spiratex

734- 722-0100

**Web:** www.spiratex.com

### Stanley Vidmar

610-776-3810

**Web:** www.stanleyvidmar.com

### Steel King Industries, Inc.

715-341-3120

**Web:** www.steelking.com

### Supply Chain Services

866-205-4310

**Web:**

www.supplychainservices.com

### Swisslog Logistics Inc.

757-820-3400

**Web:** www.swisslog.com

### System Logistics

207-784-1381

**Web:** www.systemlogistics.com

### Systems Application Engineering (SAE)

713-783-6020

**Web:** www.saesystems.com

### Tailift USA Co., Inc.

909-930-9802

**Web:** www.tailift.com

### Taylor Made Cases

919-209-0555

**Web:** www.taylormadecases.com

### TECSYS Inc.

514-866-0001

**Web:** www.tecsys.com

### TEKLYNX International

414- 837-4800

**Web:** www.teklynx.com

### TGW Systems

231-798-4547

**Web:** www.tgw-group.com

### The Raymond Coporation

607-656-2311

**Web:** www.raymondcorp.com

### Topper Industrial

262-886-6931

**Web:** www.topperindustrial.com

### TotalTrax, Inc.

302-514-0600

**Web:** www.totaltraxinc.com

### Toyota Materials Handling

510- 675-0500

**Web:** www.tmhnc.com

### TranSystems

800-800-5261

**Web:** www.transystems.com

### TriEnda LLC.

608-742-5303

**Web:** www.triendal.com

### TZA

800-229-3450

**Web:** www.tza.com

### UNARCO Material Handling

615-384-3531

**Web:** www.unarcorack.com

### UNEX Manufacturing Inc.

732-928-2800

**Web:** www.unex.com

### UniCarriers Americas Corporations

815-568-0061

**Web:**

www.unicarriersamericas.com

### United Sortation Solutions

410-363-6345

**Web:** www.unitedsortation.com

### UPS Logistics Technologies

410-847-1900

**Web:** www.roadnet.com

### Van der Graf

905-793-8100

**Web:** www.vandergraaf.com

### Vanderlande Industries

770-250-2800

**Web:** www.vanderlande.com

### VARGO Companies

614-876-1163

**Web:** www.vargosolutions.com

### viasstore systems, Inc.

616-977-3950

**Web:** us.viasstore.com

### Vidir Inc.

204-364-2442

**Web:** www.storevertical.com

### Vitech Business Group, Inc.

4164 Meridian St.

Bellingham, WA 98226

360-647-1622

**Fax:** 360-647-1684

**Email:** info@vitechgroup.com

**Web:** www.vitechgroup.com

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excellence was recognized when Vitech was named Premier Implementation Collaboration Partner of the Year by HighJump Software and the Vocollect Total Solution Provider Partner of the Year by Honeywell.

### Vocollect

412-829-8145

**Web:** www.vocollect.com

### W & H Systems

201-933-7840

**Web:** www.whsystems.com

### Webb- Stiles Co

330-225-7761

**Web:** www.webb-stiles.com

### Westfalia

717-764-1115

**Web:** www.westfaliausa.com

### Wildeck

262-549-4000

**Web:** www.wildeck.com

### Witron Integrated

847-385-6000

**Web:** www.witron.com

### World Trade Distribution, Inc.

2222 N Wayside Dr

Houston, TX 77020

713-714-3291

**Toll Free:** 800-275-0221

**Email:** info@wtcfs.com

**Web:** www.wtcfs.com

**Services:** Freight Management, Centralized Examination Station, Customs Bonded Warehousing, Trucking, Drayage, Intermodal Project Cargo, Container Management, Cargo Storage, and Cargo Transportation

### Wynright

847-595-9400

**Web:** www.wynright.com

### Yale Materials Handling Corp.

252-931-5535

**Web:** www.yale.com

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# Logistics Technology

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

## **4SIGHT Supply Chain Group**

140 E. Ridgewood Ave.  
Suite 415 ST  
Paramus, NJ 07652  
201-940-7311

**Email:**  
greg.puckett@go4sight.com

**Web:** www.go4sight.com

**Services:** 4SIGHT specializes in supply chain consulting, systems implementation and engineering. Our seasoned professionals average more than 19 years of experience helping companies solve their distribution and transportation challenges. Our expertise includes Operations Analysis/Improvement, Software/Technology Selection & Implementation, Distribution Network Optimization, Facility Layout/Design, Engineered Labor Standards and Transportation Optimization. As a testament to the value our clients place on our expertise, experience and integrity, 4SIGHT has received multiple industry awards, including recognition by the industry's leading information resources as a Top 100 Supply Chain Partner. For more information, email us at [in4mation@go4sight.com](mailto:in4mation@go4sight.com) or call (201) 940-7311.

## **Access Commerce**

847-583-8450

**Web:**  
www.access-commerce.com

## **Actuate Corporation**

650-837-2000

**Web:** www.actuate.com

## **Acuitive Solutions**

704-847-4997

**Web:** www.acuitivesolutions.com

## **SMARTBOL®**

### **ADi SmartBOL**

255 Old New Brunswick Rd  
#350-S

Piscataway, NJ 08854

732-981-0444

**Toll Free:** 888-701-5005

**Email:** sales@smartbol.com

**Web:** www.smartbol.com/

**Services:** SmartBOL software makes bills of lading and other shipping documents, VICS BOL, for TL/LTL, Export and HazMat shipping. Interfaces ERP/WMS/TMS systems. Eliminates redundant data entry, saves labor costs. Interface with existing data source to eliminate keystroke errors. Reduces cost of chargebacks, penalties and increases to accounts receivable that result from shipping document errors. Eliminate the office hard copy of signed shipping documents. Driver's signature is collected electronically, applied to the document, and saved in a database. Retrieve e-signed documents easily for audits, claims or SOX compliance. Reduces costs associated with printing, scanning, storing and retrieving signed shipping documents.

**Description:** SmartBOL software makes bills of lading and other shipping documents by reusing information from ERP/WMS/TMS systems. Eliminates redundant data entry and keystroke errors. Collect and save driver's electronic signature; eliminates signed office hard copy. Reduces printing costs. Retrieve e-signed documents easily for audits, claims or SOX compliance.

## **AGI Worldwide Inc.**

678-218-4258

**Web:** www.agiworldwide.com

## **Agistix**

650-362-2000

**Web:** www.agistix.com

## **Airtrax Inc.**

609-567-7800

**Web:** www.airtrax.com

## **Akoya**

224-612-5110

**Web:** www.akoyainc.com

## **ALK Technologies, Inc.**

800-377-6453

**Web:** www.alk.com

## **Amber Road**

One Meadowlands Plaza  
East Rutherford, NJ 07073

201-935-8588

**Fax:** 201-935-5187

**Email:**

Solutions@AmberRoad.com

**Web:** www.AmberRoad.com

**Services:** Amber Road's (NYSE: AMBR) mission is to dramatically change the way companies conduct global trade. As a leading provider of cloud-based global trade management (GTM) solutions, we automate import and export processes to enable goods to flow across international borders in the most efficient, compliant and profitable way. Our solution combines enterprise-class software, trade content sourced from government agencies in 139 countries, and a global supply chain network connecting our customers with their trading partners. We deliver our GTM solution using a SaaS model, leveraging a highly flexible

technology framework to meet our customers' unique requirements around the world.

## **American Software**

404-364-7717

**Web:** www.amsoftware.com

## **AML**

817-571-9015

**Web:** www.amltd.com

## **Analysis Inc.**

708-361-2880

**Web:** analysisinc.com

## **AquiTec International**

312-264-1900

**Web:** www.aquitecintl.com

## **Associated**

### **Warehouses, Inc.**

714-538-5990

**Web:** www.awilogistics.com

## **Avery Dennison**

508-383-3250

**Web:**

www.ibmd.averydennison.com

## **Avery Dennison**

### **InfoChain Express**

508-383-4172

**Web:** www.infochain.

averydennison.com

## **Avery Dennison Printer**

### **Systems**

800-395-2282

**Web:**

www.ris.averydennison.com

## **Aviarc Corporation**

206-834-1800

**Web:** www.aviarc.com



## Barcodes West (BCW)

206-323-8100

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

## Battery Filling Systems of the Americas

877-522-5431

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

## BestTransport

614-888-2378

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

## BlueBean LLC

800-966-7343

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

## Cadec Global, LLC

603-668-1010

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

## Cadre Technologies, Inc.

7900 East Union Avenue

Suite 1007

Denver, CO 80237

303-217-7037

Toll Free: 866-252-2373

Fax: 303-217-7050

Email: [roger.rountree@cadretech.com](mailto:roger.rountree@cadretech.com)

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

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

**Services:** Cadence Fulfillment System features warehouse management system, order management and multi-carrier parcel shipping. System is build for 3rd party logistics, eCommerce fulfillment, distribution and retail distribution. Cadence is a total platform for logistics from order capture via EDI and direct ERP interface; warehouse management including all functions from product receipt, inventory management, picking, and shipping; and multi-carrier parcel shipping including LTL. Cadence is built on the Microsoft platform including Windows Server and SQL Server. It provides real-time warehouse operations via advanced bar-code scanning. Also, LogiView, a SaaS visibility and execution system for shippers, logistics service companies and distributors.

## Cameleon Software

847-583-5450

Web:

[www.cameleon-software.com](http://www.cameleon-software.com)

## CARTASITE

303-865-3140

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

## Catalyst International

414-362-6800

Web: [www.peak-ryzex.com](http://www.peak-ryzex.com)

## Catapult International

913-232-2389

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

## CEVA Logistics

888-564-4789

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

## Cingular Wireless

732-602-5500

Web:

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

## Click Commerce, Inc.

312-482-9006

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

## CT Logistics

12487 Plaza Drive USA

Location

Cleveland, OH 44130

216-267-2000 ext 2190

Email: [sales@ctlogistics.com](mailto:sales@ctlogistics.com)

Web: [info.ctlogistics.com](http://info.ctlogistics.com)

**Services:** Celebrating 92 years, CT is the preeminent provider of global freight audit and payment services for all modes of transportation. All size firms, including Fortune 100, partner with CT to design and deliver supply chain solutions. CT's FreightRater™ software, the industry's first choice for professional freight analysis and TMS solutions, calculates freight in all modes and currencies to support your international metrics. CT provides complete supply chain visibility using Business Intelligence for benchmarking and trending with dashboards for reports. CT has SOCII and ISO 9001:2008 certifications. CT's professionals are skilled in leveraging expertise and technology to maximize your ROI.

## CTSI-Global

5100 Poplar Avenue, 15th Fl.

Memphis, TN 38137

901-766-1500

Toll Free: 888-836-5135

Email: [solutions@ctsi-global.com](mailto:solutions@ctsi-global.com)

Web: [www.ctsi-global.com](http://www.ctsi-global.com)

**Services:** For over 58 years, CTSI-Global has provided supply chain management expertise and technology to shippers, 3PLs and LSPs. CTSI-Global is a valuable resource to our clients by helping them manage and control all aspects of their supply chains - physical, informational and financial - within one global database.

CTSI-Global provides customized transportation management applications (TMS), flexible freight audit & payment services, an array of Business Intelligence reporting solutions and Global Logistics Consulting; that give clients more control, improved efficiencies and a cost effective process to result in greater savings. CTSI-Global is Your Link To Supply Chain Solutions.

## Cube Route Inc.

416-741-2838

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

## CubiScan

801-451-7000

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

## Custom Logistics

704-887-4300

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

## DAMCO

973-514-5126

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

## Datamax Corporation

407-578-8007

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

## DEMATIC CORP.

616-913-7700

Web: [www.dematic.us](http://www.dematic.us)

## Dickson

630-543-3747

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

## DLT Management Inc.

847-696-1188

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

## DSA - Software

508-543-0400

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

## Echo Global Logistics

800-354-7993

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

## eCustoms

716-881-2590

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

## Edgewater Technology, Inc.

781-246-3343

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

## Emerson Process Management

314-553-2000

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

## enVista

317-208-9100

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

## EPICOR SOFTWARE CORPORATION

925-361-9900

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

## Epiq Technologies, Inc.

877-316-3747

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

## eTeklogics

440-975-0686

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

## Expeditors

206-674-3400

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

## Extol International Inc.

570-628-5500

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

## FKI Logistex Airport, Post and Parcel North America

240-629-1300

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

## FKI Logistex Manufacturing Systems

314-993-4700

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

## FKI Logistex Warehouse & Distribution North America

513-874-0788

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

## Fortigo, Inc.

512-372-8884

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

## FreightDesk Technologies

703-356-5050

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

## **FREIGHTWARE from InFreight Logistics Inc.**

538 Elizabeth Street  
Midland, ON L4R 2A3  
Canada

844-378-9273

**Email:** salesgroup@  
infreightlogistics.com

**Web:** www.infreightlogistics.com

**Services:** FREIGHTWARE® from InFreight Logistics provides web based software solutions to enhance shipping and distribution responsibilities. FREIGHTWARE® transRate is a web based Freight Rate Management System (FRMS) for USA, Canada and Mexico based rating. Centralize allrate quotes in one system. FREIGHTWARE® transPay utilizes the audit quality rating component of transRate and provides accurate processing and payment of your carrier invoices. EDI 204 and 210 capabilities are included for seamless data processing.

## **GT Nexus**

510-808-2222

**Web:** www.gtnexus.com

## **HarrisData**

262-784-9099

**Web:** www.harrisdata.com

## **Headwater Technology Solutions, Inc.**

905-695-9999

**Web:** www.headwaterinc.com

## **HighJump Software, a 3M Company**

952-947-4088

**Web:** www.highjump.com

## **HK Systems, Inc.**

262-860-7000

**Web:** www.hksystems.com

## **Horizon Services Group**

972-813-5703

**Web:** www.horizonservicesgroup.com

## **i2 Technologies**

800-800-3288

**Web:** www.i2.com

## **IBM**

800-426-4968

**Web:** www.ibm.com/bcs/  
supplychain

## **IES Ltd.**

201-639-5030

**Web:** www.iesltd.com

## **ILOG, Inc.**

650-567-8000

**Web:** www.ilog.com

## **Infinity QS**

703-961-0200

**Web:** www.infinityqs.com

## **Infor Global Solutions**

800-260-2640

**Web:** www.infor.com

## **Inform Software Corp.**

312-575-0578

**Web:** www.informusa.com

## **Infosite Technologies Inc.**

450-437-0354

**Web:** www.infositetech.com

## **Instruments & Equipment Co.**

973-579-0009

**Web:** www.iekiosk.com

## **Intek Integration Technologies, Inc.**

425-455-9935

**Web:** www.intek.com

## **Intellect Technologies**

4301 US Highway 1  
Suite 120

Monmouth Junction, NJ 08852  
609-454-3170

**Fax:** 609-454-3272

**Email:** sales@intellecttech.com

**Web:** www.intellecttech.com

**Services:** Intellect Technologies is a global provider of Information Technology solutions and Professional Services to the Freight Logistics and Shipping Line industries. Our primary products include: Intellect eFreight — A feature rich operations solution for global Forwarders/NVOCC's Intellect sShip — A complete ERP system to manage operations processes and assets of a shipping line Intellect eCustoms - A man-

aged Customs filing solution for Forwarders, NVOCCs and VOCCs

Intellect Technologies chose to develop our applications using the worlds leading technology, Oracle, rated by industry experts to be the best for performance, reliability, and security. Using this approach, Intellect Technologies is able to offer the most technically advanced single platform solutions with full global capabilities. We have the ability to scale our solutions to fit organizations small to large, and we offer each product as a hosted SaaS configuration or as a customer implemented application.

## **Interlink Technologies**

419-893-9011

**Web:** www.interlinktech.com

## **Intermec Technologies Corporation**

425-348-2600

**Web:** www.intermec.com

## **International Electronics, Inc. (IEI)**

781-821-5566

**Web:** www.ieib.com/powerkey

## **JDA Software Group Inc.**

480-308-3000

**Web:** www.jda.com

## **KEOGH Consulting**

440-526-2002

**Web:** www.keogh-consulting.com

## **Kewill**

978-482-2500

**Web:** www.kewill.com

## **Knapp Logistics Automation**

678-388-2880

**Web:** www.knapp.com/us

## **Kronos**

978-250-9800

**Web:** www.kronos.com

## **L. Neill Cartage Co., Inc.**

708-547-7676

**Web:** www.neillcartage.com

## **Landair**

888-526-3247

**Web:** www.landair.com

## **Landstar**

904-398-9400

**Web:** www.landstar.com

## **LeanLogistics, Inc.**

616-738-6400

**Web:** www.leanlogistics.com

## **LoadBank International**

407-957-4000

**Web:** www.loadbank.com

## **Lockmasters USA Inc.**

850-914-2949

**Web:** www.lockmastersusa.com

## **LogicTools, a Division of ILOG**

888-265-4706

**Web:** www.logic-tools.com

## **Logility**

470 E Paces Ferry Road NE  
Atlanta, GA 30305

800-762-5207

**Email:** info@logility.com

**Web:** www.logility.com

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

## **Logistics Management Services**

770-587-2051

**Web:** www.linkedin.com/in/  
supplychainpro

## **Logistics Management Solutions (LMS)**

314-692-8886

**Web:** www.lmslogistics.com

**Logistics Planning Associates, LLC**

732-887-4958  
 Web: www.psiplanner.com

**LXE Inc.**

770-447-4224  
 Web: www.honeywellaidc.com



**M33 Integrated Solutions**

511 Rhett Street  
 Suite 3  
 Greenville, SC 29601  
 864-672-2862  
 Fax: 864-297-3955  
 Email: info@m33integrated.com  
 Web: www.m33integrated.com

**Services:** M33 believes the best way to optimize logistics and drive business growth is through scalable technology tools and supply chain expertise. We are committed to helping organizations reduce costs, improve efficiencies and gain the ultimate competitive advantage.

Our philosophy is simple. We strive to give you the best logistics experience and service in the industry. M33's role as a lead logistics provider, complimented with technology, business intelligence and co-management support, help drive value and optimize solutions.

Overcome business challenges, make smarter decisions, increase value and drive growth for your business with M33 as your trusted partner and experienced logistics provider.

**Magaya Corporation**

786-845-9150  
 Web: www.magaya.com

**Management Dynamics**

201-935-8588  
 Web: www.managementdynamics.com

**Management Dynamics, Inc.**

201-935-8588  
 Web: www.managementdynamics.com

**Manhattan Associates**

770-955-7070  
 Web: www.manh.com

**Marten Transport Ltd.**

715-926-4216  
 Web: www.marten.com

**Maves International Software**

905-882-8300  
 Web: www.maves.com

**Megatrux, Inc.**

800-544-8831  
 Web: www.megatrux.com

**Mercury Gate**

919-469-8057  
 Web: www.mercurygate.com



**MercuryGate International Inc.**

200 Regency Forest Drive, #400  
 Cary, NC 27518  
 404-964-9853

Web: www.mercurygate.com

**Description:** MercuryGate delivers an international TMS to optimize and execute global shipments, settle invoices, allocate costs, and analyze transportation data. Supports multi-leg loads using TL, LTL, air, ocean, rail, intermodal, and high volume multi-carrier parcel. Use SaaS or self-hosted application to optimize transportation and control costs.

**MicroAnalytics, Inc. - Logistics Software**

703-841-0414  
 Web: www.bestroutes.com

**Microsoft Dynamics**

701-281-6500  
 Web: www.microsoft.com/dynamics/industry

**MoTech Software**

630-388-8329  
 Web: www.MoTechSoftware.com

**Motion Industries**

1605 Alton Road  
 Birmingham, AL 35210  
 205-951-1154

**Toll Free:** 800-526-9328

**Fax:** 205-957-5290

**Email:** MiMarketing@motionindustries.com

**Web:** www.motionindustries.com

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

Motion Industries has over 550 operations including 12 distribution centers throughout North America and serves more than 150,000 MRO and OEM customers from the food and beverage, pulp and paper, iron and steel, chemical, mining and aggregate, petrochemical, automotive, wood and lumber, and pharmaceutical industries.

In addition, Motion Industries offers customers cost-saving programs such as asset and repair tracking, storeroom and replenishment tracking, and productivity savings tracking.

**Motion Industries**

205-956-1122  
 Web: www.motionindustries.com

**National Logistics Management**

866-656-4266  
 Web: www.nlmi.com

**National Traffic Consultants Inc.**

818-432-4516  
 Web: www.ntc-inc.com

**Nebraska Warehouse**

402-896-2200  
 Web: www.nebraskawarehouse.com

**New Breed Logistics**

336-232-4100  
 Web: www.newbreed.com

**Nextel Communications**

800-927-2199  
 Web: www.nextel.com/transportation

**NoWaitFreight**

260-579-5343  
 Web: www.nowaitfreight.com

**NTE, LLC**

630-998-2500  
 Web: www.nte.com

**NTELX, INC.**

703-356-5050  
 Web: www.ntelx.com/

**Oceanwide, Inc.**

514-289-9090  
 Web: www.oceanwide.com



**Odyssey Logistics & Technology Corporation**

39 Old Ridgebury Rd  
 Danbury, CT 06810  
 203-448-3900

**Toll Free:** 855-412-0199

**Web:** odysseylogistics.com  
**Services:** With operations in North America, Europe and Asia, Odyssey Logistics & Technology Corporation (Odyssey) operates in all modes of transport: TL/LTL trucking, containership, rail, air, and bulk including bulk truck, ISO Tank, railcar and tanker. Odyssey leverages four main components to drive process improvements and savings for clients: supply chain network evaluation & design; a proprietary, web-based information technology infrastructure; proven operational processes; and, volume aggregation that provides economies of scale. In addition to fully-managed logistics services, Odyssey offers individual 3PL services that include truck brokerage, intermodal transportation, customs brokerage, freight forwarding, facilities management, rail fleet management, and more.

**One Network Enterprises**

972-385-8630  
 Web: www.onenetwork.com

**Open Sky Group**

919-800-3404  
 Web: www.openskygroup.com

**Oracle Corp.**

650-506-7000

**Web:** www.oracle.com**PEAK Technologies, Inc.**

410-312-6000

**Web:** www.peaktech.com**Pelican Products**

310-326-4700

**Web:** www.pelican.com**Pilot Freight Services**

610-891-8100

**Web:** www.pilotdelivers.com**Pitney Bowes Distribution Solutions**

952-885-7116

**Web:** www.pbdistributionsolutions.com**Printronic, Inc.**

714-368-2300

**Web:** www.printronic.com**Propak Corporation**

877-919-1600

**Web:** www.propak.com**Provia Software**

646-336-1700

**Web:** www.provia.com**Psion Teklogix, Inc.**

859-371-6006

**Web:** www.pSIONteklogix.com**Qualcomm Incorporated**

858-587-1121

**Web:** www.qualcomm.com**Quality Carriers, Inc.**

800-282-2031

**Web:** www.qualitydistribution.com**Rand McNally & Company**

847-673-0470

**Web:** www.trucking.randmcnally.com**RedPrairie Corporation**

480-308-3000

**Web:** www.redprairie.com**Retrotech, Inc.**

585-924-6333

**Web:** www.retrotech.com**RFIDSupplyChain.com**

574-256-5228

**Web:** www.rfidsupplychain.com**RF-SMART**

904-399-8500

**Web:** www.rfsmart.com**RMI**

404-355-6734

**Web:** www.railcarmgt.com**Robocom Systems International**

631-753-2180

**Web:** www.robocom.com**Royal 4 Systems**

562-420-9594

**Web:** www.royal4.com**RVB Systems Group**

919-362-5211

**Web:** www.barcode-solutions.com**Ryder**

800-297-9337

**Web:** www.ryder.com**SAP America, Inc.**

650-849-4000

**Web:** www.sap.com/scm**SAS Institute Inc.**

919-677-8000

**Web:** www.sas.com**Sato America, Inc.**

704-644-1650

**Web:** www.satoamerica.com**Savi Technology**

408-743-8000

**Web:** www.savi.com**ScanData Systems, Inc.**

512-358-1585

**Web:** www.scandata.com**Schaefer Systems International, Inc.**

704-944-4500

**Web:** www.ssi-schaefer.us**Sea Star Line**

904-998-1011

**Web:** www.seastarline.com**SEKO Logistics**1100 Arlington Heights Road  
Suite 600

Itasca, IL 60143

630-919-4800

**Fax:** 630-919-4822**Email:** hello@sekologistics.com**Web:** www.sekologistics.com**Services:** SEKO provides a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house developed, best in class, customizable technology. It is this combination which gives SEKO its strength.

With over 120 offices in 40 countries worldwide, our unique shareholder management model enables you to benefit from Global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and service at the local level.

**ShipLogix**

206-441-8782

**Web:** www.shiplogix.com**SICK, Inc.**

800-325-7425

**Web:** www.sickusa.com**SkyBitz, Inc.**

703-478-3340

**Web:** www.skybitz.com**SmartTurn**

480-308-3000

**Web:** www.smartturn.com**SMC3**

770-486-5800

**Web:** www.smc3.com**Softeon**11700 Plaza America Drive  
Suite 910

Reston, VA 20190

703-793-0005

**Toll Free:** 855-SOFTEON**Email:** info@softeon.com**Web:** www.softeon.com

**Services:** Softeon is a global provider of supply chain solutions from planning through execution. Our modern platform is engineered to reduce complex problems into simple solutions for faster implementation and lower cost of ownership. Users can incrementally achieve their warehouse, distribution, transportation or planning goals in cost effective steps. We make it easy to solve specific challenges or to deploy a complete order-to-delivery system. Configurable solutions are rules driven to maximize productivity. Companies choose the flexibility and ease-of-use of the Softeon platform to drive higher business value and accelerate ROI.

**Sprint**

800-927-2199

**Web:** www.sprint.com**Sterling Commerce**

877-426-3774

**Web:** www.sterlingcommerce.com**Stratum Global Inc.**

303-730-7343

**Web:** www.stratumglobal.com**Streamline, Inc.**9838 Old Baymeadows Road  
Ste 173

Jacksonville, FL 32256

888-886-4621

**Toll Free:** 888-886-4621**Email:** sales@streamline.bz**Web:** www.streamline.bz**Services:** International ERP logistics software solution based on award winning Salesforce1 platform.

Streamline Shipping deliv-ers software solution for retail, manufacturing, NVOCC/brokers, freight forwarders and carriers with enterprise features that include:

- Account/Contact Mgmt
- Quote Mgmt
- Multimodal Shipment Mgmt
- PO Mgmt
- Invoice Mgmt
- Payment Mgmt
- SDS Services (EDI Integration, Gov System Integration, etc)
- Mobile (IOS/Android)
- Much more

Learn how to Streamline your business!

## Supply Chain Services

7800 Third Street North  
Suite 920  
Oakdale, MN 55128  
651-202-4300  
**Toll Free:** 866-205-4310  
**Fax:** 651-731-5870  
**Email:**  
info@supplychainservices.com  
**Web:**  
www.supplychainservices.com

**Services:** Supply Chain Services is a nationwide reseller and system integrator designing and data collection and barcode solutions as well as implementing software to manage product movement. We are experts in data collection technology, working to provide knowledgeable sales and support staff, lending expertise to the industry and staying on top of the latest technology trends. Our customer relationships are built on understanding business needs and applying appropriate technology and automation solutions-- incorporating barcode readers, barcode scanners, barcode printers, rugged mobile computers, and wireless infrastructure devices as well as support, repair and depot services to warehousing, manufacturing, and distribution organizations.

## Swisslog

978-663-9840  
**Web:** www.swisslog.com

## Symbol Technologies, Inc.

847-576-5000  
**Web:** www.symbol.com

## TAGSYS

267-895-1750  
**Web:** www.tagsysrfid.com

## TECSYS, Inc.

800-922-8649  
**Web:** www.tecsys.com

## Texas Cartage Warehouse, Inc.

214-320-3200  
**Web:** www.texcar.com

## TGW-ERMANCO

231-798-4547  
**Web:** www.tgw-ermanco.com

## Tharo Systems, Inc.

330-273-4408  
**Web:** www.tharo.com

## The CrossGlobe Group

757-244-8169  
**Web:**  
www.crossglobegroup.com

## The Raymond Corporation

607-656-2311  
**Web:** www.raymondcorp.com

## TOPS Engineering Corporation

972-739-8677  
**Web:** www.topseng.com

## TradeBeam

650-653-4800  
**Web:** www.tradebeam.com

## Transcore

800-923-4824  
**Web:** www.transcore.com

## Transite Technology, Inc.

203-567-4610  
**Web:** www.transite.com

## TransLogistics, Inc.

610-404-1610  
**Web:** translogisticsinc.com

## Transolutions, Inc.

480-473-2453  
**Web:** www.transolutionsinc.com

## Transpack Software Systems, Inc.

215-540-8800  
**Web:** www.transpack.com

## Transplace

866-413-9266  
**Web:** www.transplace.com

## Transport Security, Inc.- ENFORCER

952-442-5625  
**Web:** www.transportsecurity.com

## TranSystems

800-800-5261  
**Web:** www.transystems.com

## TranzAct Technologies Inc.

630-833-0890  
**Web:** www.tranzact.com

## TrenStar, Inc.

303-220-1133  
**Web:** www.trenstar.com

## Trinity Transport, Inc.

800-846-3400  
**Web:** www.trinitytransport.com

## TSi Logistics

770-474-1555  
**Web:** www.tsilogistics.com

## TZA

800-229-3450  
**Web:** www.tza.com

## Universal Truckload Services, Inc.

586-920-0100  
**Web:** www.goutsi.com

## Varsity Logistics

650-392-7979  
**Web:** www.varsitylogistics.com

## Verizon Wireless

908-696-2000  
**Web:** www.verizonwireless.com/  
distribution

## Videojet Technologies Inc.

630-860-7300  
**Web:** www.videojet.com

## Videx, Inc.

541-758-0521  
**Web:** www.videx.com

## Vocollect, Inc.

412-829-8145  
**Web:** www.vocollect.com

## WAM Systems

203-291-7979  
**Web:** www.wamsystems.com

# Transwide®

## Wolters Kluwer Transport Services - Transwide TMS

111 Eighth Avenue  
13th Floor  
New York, NY 10011  
800-763-3240  
**Toll Free:** 800-763-3240  
**Fax:** 973-453-8121  
**Email:** info@transwide.com  
**Web:** www.transwide.com

**Services:** Transwide offers a global, modular, cloud-based TMS platform that enables shippers to connect, communicate and collaborate with logistics partners to improve logistics performance, increase customer satisfaction and reduce transportation costs. With offices in Brussels, New York and Shanghai, Transwide is deployed at 200+ customers in 80 countries across 4 continents.

- Carrier Sourcing (RFI/RFQ)
- Routing Guide
- Intelligent Carrier Selection
- Electronic Load Tendering
- Web-Based Appointment Scheduling (Pick-Up/Delivery) Platform
- Shipment/Delivery Track & Trace, POD
- Real-Time Transportation Event Management
- Contract, Rate Management & Freight Bill Audit
- Centralized Shipper / Carrier KPI Reporting
- Integration Services to ERP, WMS, TMS Applications

**Description:** Transwide offers a global, modular, cloud-based TMS platform that enables shippers to connect, communicate and collaborate with logistics partners to improve logistics performance, increase customer satisfaction and reduce transportation costs. With offices in Brussels, New York and Shanghai, Transwide is deployed at 200+ customers in 80 countries across 4 continents.

## Worldwide Chain Store

888-514-9972  
**Web:** www.wchainstores.com

## XpressRate

855-517-3777  
**Web:** www.xpressrate.com

# Industry Organizations

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

**AIM Global**  
724-742-4470

Web: [www.aimglobal.org](http://www.aimglobal.org)

**Air Transport Association of America, Inc.**

202-626-4000

Web: [www.airlines.org](http://www.airlines.org)

**American Association of Exporters and Importers (AAEI)**

202-857-8009

Web: [www.aaei.org](http://www.aaei.org)

**American Association of Port Authorities**

703-684-5700

Web: [www.aapa-ports.org](http://www.aapa-ports.org)

**American Institute for Shippers' Associations, Inc.**

202-628-0933

Web: [www.shippers.org](http://www.shippers.org)

**American Moving and Storage Association (AMSA)**

703-683-7410

Web: [www.moving.org](http://www.moving.org)

**American Short Line Railroad Association**

202-628-4500

Web: [www.aslrra.org](http://www.aslrra.org)

**American Society of Transportation & Logistics, Inc.**

202-580-7270

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

**American Trucking Associations, Inc. (ATA)**

703-838-1700

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

**APICS-The Association for Operations Management**

773-867-1777

Web: [www.apics.org](http://www.apics.org)

**CAN/AM Border Trade Alliance**

716-754-8824

Web: [www.canambta.org](http://www.canambta.org)

**Canadian Association of Importers & Exporters Inc.**

416-595-5333

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

**Canadian Industrial Transportation Association**

613-599-3283

Web: [www.cita-acti.ca](http://www.cita-acti.ca)

**Canadian International Freight Forwarders Association Inc.**

416-234-5100

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

**Canadian Trucking Alliance**

613-236-9426

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

**CITT**

416-363-5696

Web: [www.citt.ca](http://www.citt.ca)

**Coalition of New England Companies for Trade**

508-481-0424

Web: [www.conect.org](http://www.conect.org)

**Containerization & Rail/Intermodal Services Institute**

732-858-8198

Web: [www.containerization.org](http://www.containerization.org)

**Council of Supply Chain Management Professionals (CSCMP)**

630-574-0985

Web: [www.cscmp.org](http://www.cscmp.org)

**Council on Safe Transportation of Hazardous Articles (COSTHA)**

703-451-4031

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

**Cowan Global USA, LLC**

260-432-6738

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

**Dangerous Goods Advisory Council**

202-289-4550

Web: [www.dgac.org](http://www.dgac.org)

**Delta Nu Alpha Transportation Fraternity, Inc.**

615-360-6863

Web: [www.deltanualpha.org](http://www.deltanualpha.org)

**EPCglobal Inc.**

937-291-3300

Web: [www.epcglobalinc.org](http://www.epcglobalinc.org)

**Expediting Management Association, Inc.**

403-201-6401

Web: [www.expedite.org](http://www.expedite.org)

**Express Carriers Association**

703-361-1058

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

**Express Delivery and Logistics Association**

816-221-0254

Web: [www.expressassociation.org](http://www.expressassociation.org)

**Garden City Group**

800-327-3664

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

**Global Trade Academy**

609-896-2020

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

**Household Goods Forwarders' Association of America, Inc.**

703-317-9950

Web: [www.hhgfaa.org](http://www.hhgfaa.org)

**Inland Rivers, Ports & Terminals, Inc.**

618-877-8496

Web: [www.irpt.net](http://www.irpt.net)

**Institute for Supply Management**

480-752-6276

Web: [www.ism.ws](http://www.ism.ws)

**Institute of International Container Lessors**

202-223-9800

Web: [www.iicl.org](http://www.iicl.org)

**Institute of Packaging Professionals**

630-544-5050

Web: [www.iopp.org](http://www.iopp.org)

**International Air Transport Association (IATA)**

514-874-0202

Web: [www.iata.org](http://www.iata.org)

**International Association of Refrigerated Warehouses**

703-373-4300

Web: [www.iarw.org](http://www.iarw.org)

**International Shippers Association**

703-317-9950

Web: [www.isaship.org/](http://www.isaship.org/)

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

518-761-0263

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

**International Warehouse Logistics Assoc.**  
847-813-4699  
Web: [www.iwla.com](http://www.iwla.com)

**Logistics Institute at Georgia Tech**  
404-894-2343  
Web: [www.tli.gatech.edu](http://www.tli.gatech.edu)

**Material Handling Industry of America (MHIA)**  
704-676-1190  
Web: [www.mhia.org](http://www.mhia.org)

**Materials Handling and Management Society**  
704-676-1190  
Web: [www.mhia.org/mhms](http://www.mhia.org/mhms)

**Megatrux, Inc.**  
800-544-8831  
Web: [www.megatrux.com](http://www.megatrux.com)

**Motion Industries, Inc.**  
205-951-1191  
Web: [www.motionindustries.com/motion3/jsp/mii/index.html](http://www.motionindustries.com/motion3/jsp/mii/index.html)

**NAFA Fleet Management Association**  
609-720-0882  
Web: [www.nafa.org](http://www.nafa.org)

**NASSTRAC**  
202-367-1174  
Web: [www.nasstrac.org](http://www.nasstrac.org)

**National Air Transportation Association, Inc.**  
703-845-9000  
Web: [www.nata.aero](http://www.nata.aero)

**National Association of Foreign-Trade Zones**  
202-331-1950  
Web: [www.naftz.org](http://www.naftz.org)

**National Customs Brokers & Forwarders Assoc. of America**  
202-466-0222  
Web: [www.ncbfaa.org](http://www.ncbfaa.org)

**National Motor Freight Traffic Association, Inc.**  
703-838-1810  
Web: [www.nmfta.org](http://www.nmfta.org)

**National Private Truck Council**  
703-683-1300  
Web: [www.nptc.org](http://www.nptc.org)

**National Tank Truck Carriers, Inc.**  
703-838-1960  
Web: [www.tanktruck.org](http://www.tanktruck.org)

**National Waterways Conference, Inc.**  
703-224-8007  
Web: [www.waterways.org](http://www.waterways.org)

**National Wooden Pallet & Container Association**  
703-519-6104  
Web: [www.palletcentral.com](http://www.palletcentral.com)

**New Jersey Economic Development Authority**  
609-858-6700  
Web: [www.njeda.com](http://www.njeda.com)

**New York/New Jersey Foreign Freight Forwarders & Brokers Association**  
732-332-1221  
Web: [www.nynjforwarders.brokers.org](http://www.nynjforwarders.brokers.org)

**NJ Commerce Commission**  
609-984-2333  
Web: [www.state.nj.us/commerce/](http://www.state.nj.us/commerce/)

**ORBIS Corporation**  
262-560-5000  
Web: [www.orbiscorporation.com](http://www.orbiscorporation.com)

**Parcel Shippers Association**  
571-257-7617  
Web: [www.parcelshippers.org](http://www.parcelshippers.org)

**Private Motor Truck Council of Canada**  
905-827-0587  
Web: [www.pmtc.ca](http://www.pmtc.ca)

**Pro-Line**  
978-521-2600  
Web: [www.1proline.com](http://www.1proline.com)

**Rack Manufacturers Institute**  
704-676-1190  
Web: [www.mhia.org](http://www.mhia.org)

**Rail/Intermodal Services Association of North America**  
301-982-3400  
Web: [www.intermodal.org](http://www.intermodal.org)

**Ruan Transport Corporation**  
515-245-2500  
Web: [www.ruan.com](http://www.ruan.com)

**Ryder**  
800-297-9337  
Web: [www.ryder.com](http://www.ryder.com)

**SMC3**  
770-486-5800  
Web: [www.smc3.com](http://www.smc3.com)

**SOLE - The International Society of Logistics**  
301-459-8446  
Web: [www.sole.org](http://www.sole.org)

**Specialized Carriers & Rigging Association (ATA)**  
703-698-0291  
Web: [www.scranet.org](http://www.scranet.org)

**Supply Chain & Logistics Association Canada**  
905-513-7300  
Web: [www.sclcanada.org](http://www.sclcanada.org)

**Supply-Chain Council, Inc.**  
202-962-0440  
Web: [www.supply-chain.org](http://www.supply-chain.org)

**Texas Cartage Warehouse, Inc.**  
214-320-3200  
Web: [www.texcar.com](http://www.texcar.com)

**The International Air Cargo Association**  
786-265-7011  
Web: [www.tiaca.org](http://www.tiaca.org)

**The Intl. Furniture Transportation and Logistics Council, Inc.**  
508-945-2272  
Web: [www.iftlc.org](http://www.iftlc.org)

**The National Industrial Transportation League**  
703-524-5011  
Web: [www.nitl.org](http://www.nitl.org)

**The Supply Chain & Logistics Institute at Georgia Tech**  
404-894-2343  
Web: [www.tli.gatech.edu](http://www.tli.gatech.edu)

**The University of Tennessee College of Business Administration**  
865-974-5001  
Web: [thecenter.utk.edu](http://thecenter.utk.edu)

**TMCA**  
952-442-5638  
Web: [www.tmcaday.org](http://www.tmcaday.org)

**Transportation Intermediaries Association**  
703-299-5700  
Web: [www.tianet.org](http://www.tianet.org)

**Transportation Research Board**  
202-334-2934  
Web: [www.trb.org](http://www.trb.org)

**Truck Renting & Leasing Association**  
703-299-9120  
Web: [www.trala.org](http://www.trala.org)

**Truck Trailer Manufacturers Association**  
703-549-3010  
Web: [www.ttmanet.org](http://www.ttmanet.org)

**Truckload Carriers Association**  
703-838-1950  
Web: [www.truckload.org](http://www.truckload.org)

**Warehousing Education and Research Council**  
630-990-0001  
Web: [www.werc.org](http://www.werc.org)

**World Shipping Council**  
202-589-1230  
Web: [www.worldshipping.org](http://www.worldshipping.org)

# 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**

212-640-2000

**Web:**

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

## **Bank of America**

704-386-5681

**Web:**

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

## **CitiGroup**

212-559-1000

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

## **CT Logistics**

12487 Plaza Drive USA  
Location

Cleveland, OH 44130

216-267-2000 ext 2190

**Email:**

[sales@ctlogistics.com](mailto:sales@ctlogistics.com)

**Web:** [info.ctlogistics.com](http://info.ctlogistics.com)

**Services:** Celebrating 92 years, CT is the preeminent provider of global freight audit and payment

services for all modes of transportation. All size firms, including Fortune 100, partner with CT to design and deliver supply chain solutions. CT's FreightRater™

software, the industry's first choice for professional freight analysis and TMS solutions, calculates freight in all modes and currencies to support your international metrics. CT provides complete supply chain visibility using Business Intelligence for benchmarking and trending with dashboards for reports. CT has SOCII and ISO 9001:2008 certifications. CT's professionals are skilled in leveraging expertise and technology to maximize your ROI.

## **Euler Hermes**

877-883-3224

**Web:** [www.eulerhermes.us](http://www.eulerhermes.us)

## **Gateway Commercial Finance LLC**

340 SE 1st Street

Delray Beach, FL 33483

561-734-2706

**Toll Free:** 855-424-2955

**Fax:** 561-734-2708

**Email:** [gateway@gatewaycfs.com](mailto:gateway@gatewaycfs.com)

[gatewaycfs.com](http://gatewaycfs.com)

**Web:** [gatewaycfs.com](http://gatewaycfs.com)

**Services:** Gateway Commercial Finance offers accessible cash flow solutions to pre-bankable, established, or fast growing businesses through receivable factoring services. We fund companies providing products or services to other companies operating in the US. Whether your business seeks to enhance cash flow, shed credit risk or seize new sales opportunities, Gateway Commercial Finance has the experience to make your objectives a reality.

## **HSBC Corporate Services**

847-564-5000

**Web:** [www.us.hsbc.com](http://www.us.hsbc.com)

## **JP Morgan Chase & Co.**

212-270-3928

**Web:**

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

## **MasterCard Worldwide**

914-249-2000

**Web:** [www.mastercard.us](http://www.mastercard.us)

## **Meridian Financial Group**

310-260-2130

**Web:**

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

## **PrimeRevenue**

678-904-7100

**Web:** [primerevenue.com](http://primerevenue.com)

## **RBS**

203-897-2700

**Web:** [www.rbs.com](http://www.rbs.com)

## **TradeCard Inc.**

212-405-1800

**Web:** [www.tradecard.com](http://www.tradecard.com)

## **U.S. Bank**

866-280-3751

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

## **UPS Capital**

877-263-8772

**Web:** [www.upscapital.com](http://www.upscapital.com)

## **Visa Inc.**

650-432-3200

**Web:** [www.visa.com](http://www.visa.com)

## **Wells Fargo**

866-867-5568

**Web:** [www.wellsfargo.com](http://www.wellsfargo.com)

## **Zurich North America**

800-382-2150

**Web:** [www.zurichna.com](http://www.zurichna.com)

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# COMPANY PROFILES

**The following Company Profiles** offer important insight from top-level companies. Read through these pages and see all of the new opportunities that are being offered to help improve your company's logistics network and keep costs in check.



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Skill is always meeting our customers' demands.

Will is demanding more of ourselves than they do.

**About ABF Freight<sup>SM</sup>**

ABF Freight<sup>SM</sup> operates the core LTL network for North American shippers of all sizes who value quality and the exceptional experience we provide every day. Our customers know we'll find a way to deliver superior regional and long haul LTL solutions, including best-in-class trade show, white glove, expedited and time-critical services. Plus, we offer a seamless connection to a robust portfolio of services available from our sister ArcBest companies.

More than 99 percent of shipments handled by ABF Freight are delivered claim-free, setting a high standard for quality and value. By focusing on

specific freight transportation needs, ABF Freight serves as a dedicated partner constantly seeking to enhance freight transportation efficiencies and achieve optimum performance for our customers.

We have The Skill & The Will<sup>SM</sup> to creatively solve transportation and logistics challenges with customized solutions. From small business owners to Fortune 100 companies, our loyal customers trust us for their shipping needs, large and small, because we have delivered on a promise of quality since 1923. No matter the challenge, we'll find a way.

800-610-5544 | [abf.com](http://abf.com)



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A Leader in Global Logistics  
and Transportation Services



**A L L I A N C E   S H I P P E R S   I N C .**

Founded in 1977, Alliance Shippers Inc. has grown to become one of the largest independently owned providers of global transportation services. Today, The Alliance Team links a dozen different divisions to provide 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 for each and every customer. It begins at the sales level and serves to link business, operations and quality assurance support in a team effort featuring enhanced internal and external communications between the customer, team members and service providers.

**Performance Metrics**

Our performance metrics consist of benchmarks which allow us to establish goals and timelines as well as develop a systematic approach for auditing the overall process. In using these benchmarks, Alliance Shippers Inc. is better able to 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).



® denotes a registered trademark of Alliance Shippers Inc.



## COMPANY PROFILE

At American Public University (APU) we recognize that talent development, retention, and succession planning play a critical role in organizational strategy and success. Our collaborative approach to education, combined with our career and professional services, provide the critical support you and your employees need to help grow and retain top logistics talent while increasing employee job satisfaction and performance.

### Key Highlights About APU:

- Part of the accredited American Public University System.
- Recipient of the Online Learning Consortium Award for Quality Online Education. We were the first fully online university to achieve this distinction and are the unprecedented four-time recipient of the Online Learning Consortium Effective Practice Award.
- More than 190 career-relevant degree and certificate programs to help develop your employees in subjects ranging from transportation & logistics, reverse logistics, information technology, marketing, business administration, retail management, corporate sustainability, and more.
- Combined tuition, fees, and books are roughly 20% less for undergraduate and 33% less for graduate students than the average published in-state rates at a public university. Among 10 U.S. leading providers of online education, we are on average 42% lower for undergraduate and 33% lower for graduate students.\*

Our curriculum addresses the applicability of global standards in public and private sector transportation and logistics management—and focuses on cutting edge processes and tools. Our goal is to provide students the foundational knowledge and real-world skill set to support global air, maritime, and intermodal systems.

**To learn more, visit [StudyatAPU.com/logistics](http://StudyatAPU.com/logistics)**

\*Tuition figures based on lowest possible tuition rates for 10 of the leading accredited providers of online education. Public in-state tuition information provided by the College Board 2013 Trends in College Pricing, National Center for Education Statistics (NCES) 2011 Digest of Education Statistics, and APUS estimates.

# » Accelerate Your Advantage®

## STAND OUT IN AN EXTREMELY COMPETITIVE MARKET

### How your supply chain can win over customers

What makes your company different from all the rest? Every day, you do everything you can to please the people who buy your products. You try to stand out from the competition. It's not easy.

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

### Set objectives—and meet them

What roadblocks stand between you and your supply chain goals? With knowledgeable logistics experts on your side, you can create a customized solution to fit your business strategies. You'll obtain the tools, resources, and guidance that can help you maximize supply chain efficiency.

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

### Show why you're the best

Why should customers work with your company? You have the products they want. Now, make it even easier for them to do business with you.

Inject powerful people, processes, and technology into your supply chain, and watch what happens as your shipments are optimized. Using a single global technology platform called Navisphere®, you can see your products flow to market faster. Your customers can also see their order and delivery statuses on Navisphere, giving you smoother communications with them than ever before.

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

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

14701 Charlson Road, Eden Prairie, MN 55347 | 800.323.7587 | [chrobinson.com](http://chrobinson.com)

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**C.H. ROBINSON**

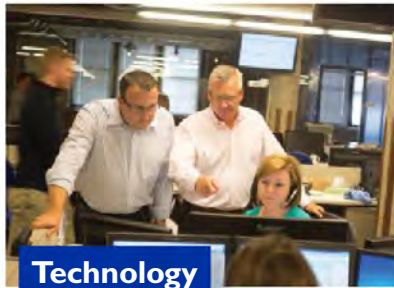


**Echo Global Logistics** is a leading provider of technology-enabled transportation and supply chain management services. Echo maintains a proprietary web-based technology platform that compiles and analyzes data from its network of transportation providers to serve its clients' transportation and supply chain management needs. Our proprietary web-based technology, dedicated service teams and robust procurement power enable our clients to achieve significant transportation efficiencies while receiving best-in-class service.



**People**

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



**Technology**

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



**Results**

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



**Doug Waggoner**  
Chief Executive Officer

Echo Global Logistics has built a team of talented people who, supported by our proprietary technology, are creating outstanding results for clients and investors alike. Our transportation, logistics, information technology, and service professionals collaborate to ensure our clients' success. Operating from over 30 offices around the country, we provide transportation and logistics solutions for more businesses in more locations than ever before.



**At Echo We're Taking the "Complicated" Out of Transportation Management**

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Small Parcel | International Air & Ocean | Specialized Solutions

**www.echo.com**

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facebook.com/EchoLogistics | Twitter: @EchoLogistics | linkedin.com/company/echo-global-logistics





We are Hub Group, a leading transportation management company. We provide comprehensive intermodal, highway and logistics services. We are reliable and reputable, a \$3.4 billion publicly traded company with over 43 years of financial stability setting our foundation for success. Our goal is to implement strategic freight management plans that allow us to best serve each customer. Using our fleet strength, capacity and cost control, we come equipped with an array of services that can be blended to meet each customer's needs.

**INTERMODAL**

Our Intermodal strategy is not only innovative, it's incredibly effective - a model that gives customers access to a fleet of approximately 27,500 of our own 53-foot freight containers, and over 65,000 rail assets. This brings our customers the most flexible and reliable intermodal shipping service operating throughout North America.

**HUB HIGHWAY**

Hub Highway is one of the largest over-the-road brokers in North America. Our \$330 million Hub Highway brokerage business is fueled by our strategic carrier base. Our highway division can provide a personalized plan - from a single load to innovative capacity solutions for special projects.

**DRAYAGE**

Hub Group's wholly-owned drayage subsidiary, Hub Group Trucking, is stronger than ever. 30 years strong in fact. Our services include intermodal drayage, international drayage and dedicated truck services. Our intermodal drayage footprint includes over 2,850 drivers with 29 terminals nationwide. We retain an in-house information technology staff that ensures Hub Group Trucking's technological edge.

**LOGISTICS**

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

**MODE TRANSPORTATION**

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



**David P. Yeager**  
Chairman and CEO



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- Service into Canada and Mexico



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[WWW.LANDSTAR.COM](http://WWW.LANDSTAR.COM)

# LYNDEN



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Chairman

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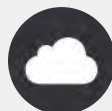
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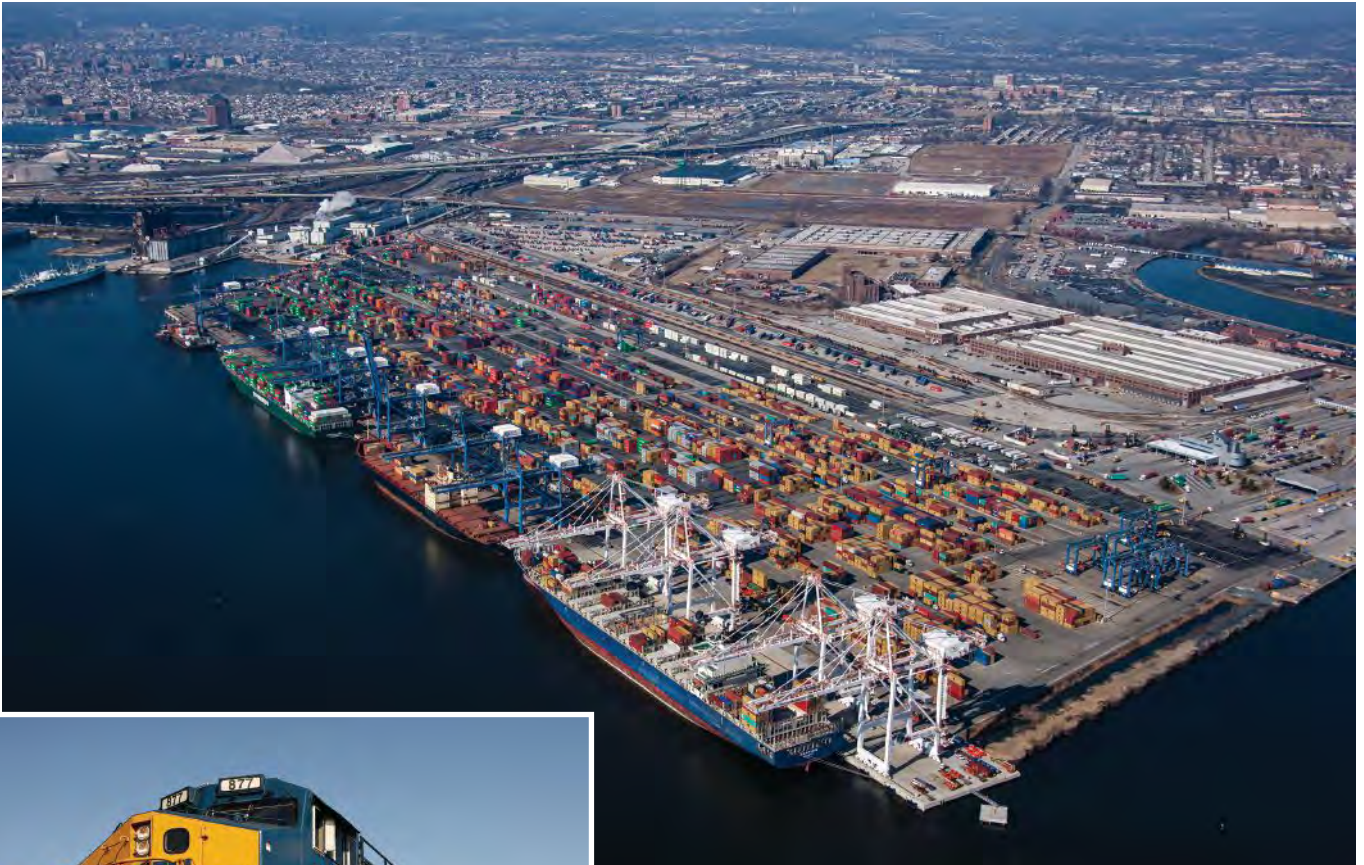
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Richard D. O'Dell  
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In 2014, we've spent over \$85 million on new equipment, technologies, and upgrades to our facilities - so that we may better serve our customers.

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Because of our anniversary, not only is it noteworthy to reflect on our history and admire how far we have come, but it's also appropriate to thank our valued customers. We appreciate your business and support! Here's to another great 90 years!



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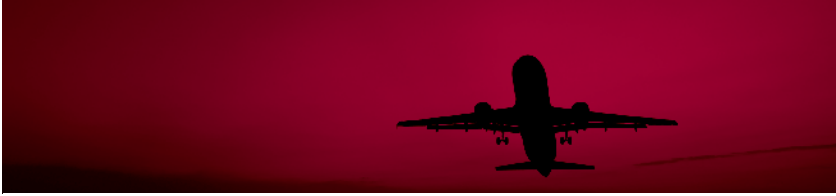
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**CRITICAL TOPIC**  
**INTERMODAL & Rail Freight**

**AAR reports carload and intermodal gains for week ending March 15**  
By Staff  
March 21, 2014 - LM Editorial

Carload and intermodal volumes were up for the week ending March 15, according to data released by the Association of American Railroads (AAR) this week.

Carloads—at 289,375—were up 3.1 percent annually and ahead of the week ending March 8 at 274,480 and the week ending March 1 at 287,294.

Intermodal was up 11.9 percent at 255,991 containers and trailers and topped the week ending March 8 at 244,015 and the week ending March 1 at 257,710.

Of the ten main commodity groups tracked by the AAR, seven saw annual increases

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# Fourth Quarter Review

## with Jeff Berman

Jeff Berman is Group News Editor for the Supply Chain Group publications. If you want to contact Jeff with a news tip or idea, please send an e-mail to [jberman@peerlessmedia.com](mailto:jberman@peerlessmedia.com).



## Holiday shopping season kicks off slower than expected

WHILE IT COMES AS NO SURPRISE that Thanksgiving weekend is commonly viewed as the true beginning of the holiday shopping season, it appears that, perhaps, the booming shopping volumes may take a bit longer to materialize than originally anticipated.

Data issued in preliminary survey results by the National Retail Federation (NRF) in a recent *New York Times* report found that retail sales in stores and online from Thanksgiving through the holiday weekend were down 11 percent annually compared to the same time a year ago—from \$57.4 billion to \$50.9 billion.

Other notable data points cited by the NRF included:

- The average holiday weekend shopper spent \$159.55 online, which is a 10.2 percent annual decline.
- It was reported that 133.7 million people shopped or planned to shop at stores or online over the Thanksgiving weekend, which is down 5.2 percent.
- Shoppers spent an average of \$380.95 over the four days, down 6.4 percent from last year's average of \$407.02

In early October, the NRF said that it expected holiday retail sales are expected to grow 4.1 percent compared to 2013 to \$616.9 billion, which is above the actual 3.1 percent for 2013. The NRF also stated that holiday sales have grown by an average of 2.9 percent over the last ten years, which includes its 2014 projection, and are pegged to account for 19.2 percent of the retail sector's \$3.2 trillion in 2014 annual sales. And if the 4.1 percent 2014 annual increase is reached, it would mark the first time holiday sales have headed up more than 4 percent annually since 2011.

The NRF's rationale for the expected annual boost in holiday retail sales was based on the theory that consumers are in a better place at this time of the year than they were a year ago, even though consumer income and spending have only seen moderate gains leading up to the big holiday shopping push.

At the same time, however, the NRF also cautioned that shoppers would still be deliberate with purchases and also keep an eye out for attractive bargains. So, where does that leave things now, based on the less-than-expected results over Thanksgiving weekend?

Matt Shay, NRF's president and chief executive, said

that the impact of the recession is not over yet for many consumers, coupled with the fact that things like low gas prices and improving job prospects did not translate into "must do" Black Friday and holiday weekend shopping to the levels that were expected.

While the NRF's data did not see the expected annual gains, data from comScore that's specifically related to e-commerce activity painted a much more positive picture.

According to comScore, U.S. desktop retail e-commerce spending for the first 28 days of the November-December holiday shopping season was up 15 percent annually at \$22.7 billion, with Thanksgiving alone up 32 percent at \$1.01 billion, marking the first day of the 2014 holiday shopping season to top the \$1 billion mark, followed by Black Friday's 26 percent annual gain at \$1.51 billion.

**From a logistics and supply chain perspective, the National Retail Federation's data could eventually lead to a "mad scramble" in the form of excess inventory that needs to be moved if holiday sales are lower than expected.**

This month, we're sure to see a lot of activity and information related to holiday shopping, whether it's via foot traffic at malls or clicks on laptops. Either way, there is a lot of ground to be covered before a real verdict is rendered as to how things will actually go this season.

From a logistics and supply chain perspective, the NRF's data could eventually lead to a "mad scramble" in the form of excess inventory that needs to be moved if holiday sales are lower than expected. An inventory overhang is never a welcome occurrence for retail shippers, and if anyone needs reminding of the "not so good times," then look no further back than the 2008-2009 holiday season, which led to more than a few post-holiday bargains.

But it's way too early to take such a somber tone, so we'll have to wait to see how things truly shake out. Either way, it will be fun to follow. □



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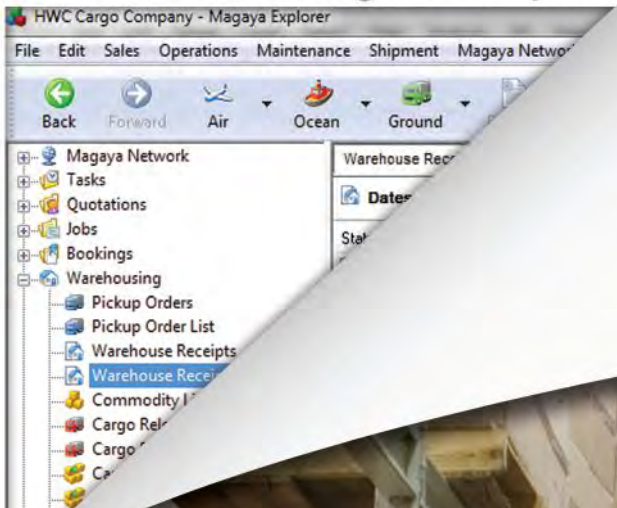
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