

ReTrans

“From one load, to one solution for every load, we deliver complete transportation and logistics management”

Company Overview

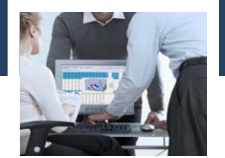


About Us



- Multi-modal Transportation & Logistics Management Company (3PL)
- Headquartered in Memphis, TN
 - 45+ operating locations across the US & Canada
 - 250+ skilled employees / associates
- One of the largest privately own 3PLs in the US
 - #19 Transport Topics (Freight Brokerage)

Service Options



- Tactical Shipping Solutions
 - Shipment-by-shipment service
 - Mode or lane based
- Total Logistics Management
 - Complete transportation management
 - Supply chain optimization
 - Comprehensive IT and process integration

Strengths



- Multi-modal capabilities
- Dedicated capacity approach
- Skilled logistics professionals
- Leading edge systems

TransSend
Systematic Precision

Truckload



- Extensive carrier base
- Access to capacity / equipment
- Van, flatbed, & refrigerated
- Multi-stops & consolidations



LTL



- Single source provider:
 - National, inter-regional, & regional carrier base
 - Optimize number of carriers
- Leverage highly competitive pricing discounts
- Consolidations / volume options
- Technology for rate and shipment visibility



Rail / Intermodal



- Direct rail contracts
- Extensive drayage network
- Multiple sources for equipment availability
 - COFC (40' – 53')
 - TOFC
 - Temperature controlled



International



- Ocean & air services
- Multi-Carrier options - service contracts
- Door & port pick-ups and deliveries
- Import & export
- LCL & FCL
- Full documentation services



Leading Edge Systems





Flexible IT Solutions

Customer Rate Shop

ReTrans Complete Transportation and Logistics Management

News and Events Admin

Customer Rate Shop (Rate Admin)

Address by ZIP
 Origin Postal Code: 03865
 Origin Country: USA
 Best Postal Code: 85009
 Best Country: USA
 Pickup Date: 07/29/2011

Freight, specified by Class, Weight, Dimensions
 Class: LTL
 Weight: 20000 Pounds
 Dimensions (L x W x H): 070 x 070 x 070 Inches

Customer Manage Locations

Customer Manage Shipments

Customer Manage Items

KPI Dashboard

Total for All Locations

Calendar Year	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008	2008
Calendar Qtr	4	4	4	1	1	1	2	2	2	3	3	3	3	3	3	3	3	3	3	3
Calendar Month	9	10	11	12	1	2	3	4	5	6	7	8	8	8	8	8	8	8	8	8
LTL Shipments	3,281	3,952	2,664	2,705	2,626	2,620	2,510	2,024	1,142	2,013	3,674	2,325	2,682	2,326						
% of Total Shipments (count)	78.23%	72.84%	71.44%	74.87%	72.52%	73.93%	72.19%	70.30%	70.30%	74.29%	78.77%	78.05%	71.34%	74.70%						
% of Total Shipments (weight)	10.06%	9.52%	9.00%	10.25%	9.23%	9.82%	8.71%	9.57%	9.70%	9.87%	12.43%	10.89%	10.13%							
LTL Pounds Shipped	3,926,120	4,720,817	3,161,906	3,146,254	3,073,369	3,068,220	2,868,391	2,870,187	3,363,822	3,002,134	4,086,101	3,192,123	3,826,147	3,346,896						
Line Haul Charges	\$496,246	\$437,526	\$423,734	\$438,932	\$419,374	\$409,830	\$401,199	\$398,007	\$477,767	\$407,736	\$568,898	\$468,811	\$418,832	\$468,078						
Fuel Charge Amount	\$189,621	\$187,229	\$97,970	\$77,496	\$62,189	\$64,694	\$48,291	\$49,189	\$62,070	\$58,659	\$93,966	\$74,842	\$72,753	\$84,881						
Accessorial Charges	\$19,724	\$28,340	\$18,780	\$19,819	\$19,919	\$17,216	\$13,362	\$14,278	\$12,887	\$13,418	\$20,709	\$20,813	\$12,964	\$17,381						
LTL Shipments Costs	\$673,591	\$653,515	\$641,484	\$636,445	\$605,482	\$480,739	\$462,852	\$481,964	\$552,295	\$479,713	\$665,593	\$554,066	\$504,489	\$555,538						
Fuel Surcharge %	32.11%	29.35%	23.12%	17.70%	14.83%	13.32%	12.94%	12.36%	13.00%	14.36%	16.52%	16.32%	17.37%	17.87%						
Cost per Hundred Weight	\$12.62	\$13.51	\$13.44	\$13.86	\$13.33	\$13.39	\$13.39	\$13.42	\$13.23	\$13.24	\$13.50	\$13.32	\$14.37	\$13.94						
LTL Miles	2,103,737	2,860,964	1,899,692	1,716,126	1,654,826	1,723,763	1,601,154	1,649,495	2,014,391	1,707,659	2,305,134	1,907,902	1,767,533	1,885,577						
Cost per Mile	\$0.24	\$0.25	\$0.25	\$0.26	\$0.25	\$0.24	\$0.25	\$0.24	\$0.24	\$0.24	\$0.24	\$0.24	\$0.24	\$0.24						
Avg Miles per Shipment	641	640	638	621	621	643	639	633	641	654	649	600	656	642						
On-Time %	99.23%	99.19%	99.14%	99.29%	99.89%	100.00%	99.92%	99.81%	99.86%	99.99%	99.99%	99.99%	99.99%	99.99%						
Claims %	1.31%	1.09%	1.13%	1.34%	1.61%	1.34%	1.31%	1.15%	1.00%	1.42%	1.08%	1.33%	1.42%	1.27%						
Route Guide Compliance %	94.61%	91.88%	93.96%	93.82%	94.82%	95.45%	96.02%	96.81%	94.09%	96.48%	95.64%	95.16%	96.31%	94.91%						
Flat Churn %	63.85%	62.07%	62.32%	66.18%	64.48%	67.01%	68.07%	66.67%	64.99%	67.47%	68.18%	65.02%	70.84%	66.47%						

Report Start Date: 9/1/2006
 Report End Date: 5/31/2009

ReTrans Source: Rate Admin 2009

Route Optimization

Current Company

Optimizer Leads | Optimizer Shipments | Optimizer Events

Report Type: Route/Detail
 Direct Mileage: 541,171
 Direct Cost: \$753,629.78

Rate Table: Rate Table
 Opt Mileage: 396,537
 Opt Cost: \$537,762.72

Run Date: 09/12/2008 10:14:21PM
 Mileage Diff: 154,634 (28.6%)
 Opt Savings: \$215,867.06 (28.6%)

Total Rows: 761
 Est CO: Diff: 26 tons

Location

Contract

Optimizer Notes | Optimizer History | Route Map

Pool Optimization

Current Company

Optimizer Leads | Optimizer Shipments | Optimizer Events

Report Type: Route/Detail
 Direct Mileage: 1,318,927
 Direct Cost: \$256,402.74

Rate Table: Rate Table
 Opt Mileage: 176,823
 Opt Cost: \$203,806.17

Run Date: 09/12/2008 11:10:50PM
 Mileage Diff: 1,142,104 (86.6%)
 Opt Savings: \$46,596.57 (18.6%)

Total Rows: 531
 Est CO: Diff: 194 tons

Location

Contract

Optimizer Notes | Optimizer History | Route Map

Benefits



- Reduce transportation costs
 - Streamlined administrative processing
 - More effective claims administration / recovery
- Improve customer service
 - Better shipment visibility
- Logistics management expertise
 - Augment internal resources
- Gather & interpret valuable business information for control, planning & optimization



Discussion

- Questions
- Next Steps