

---

LA Transportation Club February 12, 2013

---

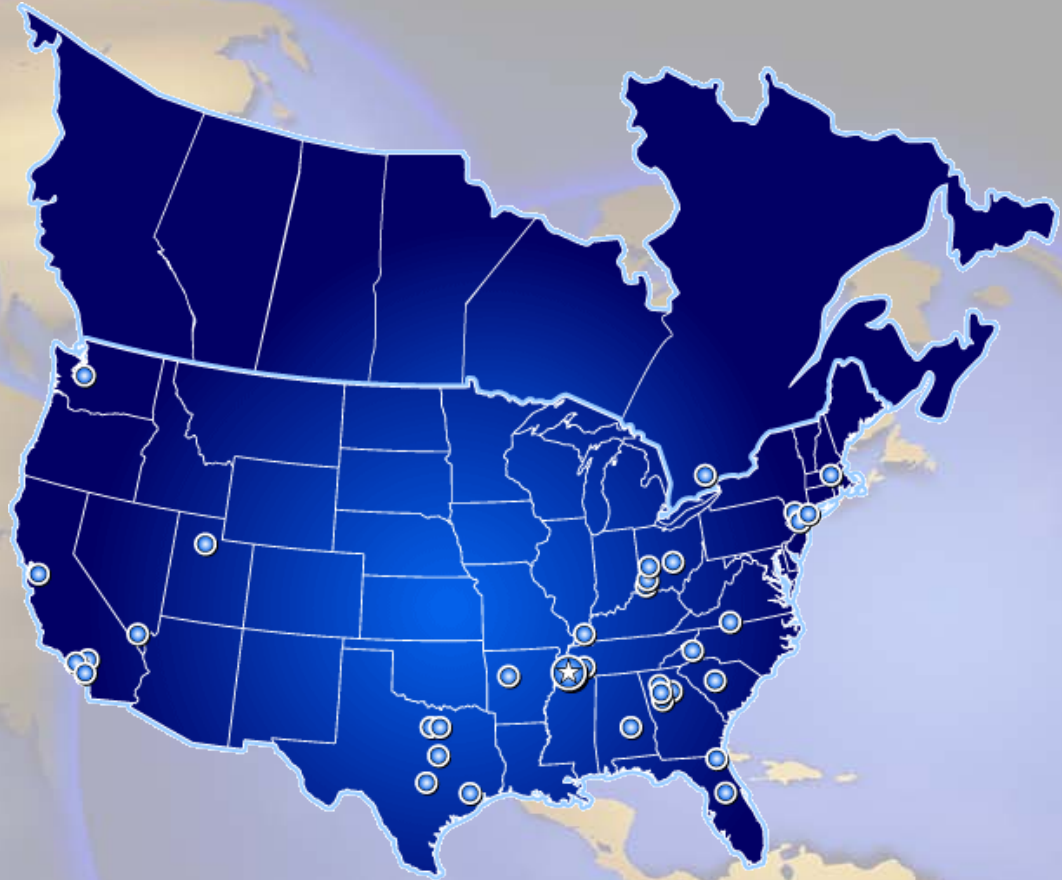
*“From one load to one solution for every load, we deliver complete transportation and logistics management”*

# ReTrans

Precision Logistics

More than 45 Offices Across the US & Canada,  
and an Agent Network Around the World  
Headquartered in Memphis

*Precision Logistics  
is in our DNA*



- ▶ ReTrans provides transportation solutions across all modes – ability to offer unbiased solutions

Mode	Service Capabilities	Image
Truckload	<ul style="list-style-type: none"> <li>■ Dry van</li> <li>■ Temperature-controlled</li> <li>■ Flatbed</li> <li>■ Specialized equipment</li> <li>■ Multi-stop</li> <li>■ Expedited</li> <li>■ Dedicated</li> <li>■ Consolidations</li> </ul>	
Rail/Intermodal	<ul style="list-style-type: none"> <li>■ Direct contracts with railroads</li> <li>■ Complete door-to-door solutions</li> <li>■ Extensive drayage network</li> </ul>	
LTL	<ul style="list-style-type: none"> <li>■ National, inter-regional and regional carrier base</li> <li>■ Expedited / time definite</li> <li>■ Weight and size sensitive quotes (volume / spot quotes)</li> </ul>	
International Air + Ocean	<ul style="list-style-type: none"> <li>■ Service contracts with steamship lines</li> <li>■ Import / export</li> <li>■ Door-to-door solution</li> </ul>	

- ▶ Develop customized solutions to address customers' needs
- ▶ Leverage multi-disciplinary skill set (e.g. accounting, operations, logistics, customer service, IT)
- ▶ Ability to manage specialized requirements

<b>Specialized Capabilities</b>		
<b>Freight</b>	<b>Network</b>	<b>Operational</b>
<ul style="list-style-type: none"><li>▪ Dry van</li><li>▪ Intermodal rail</li><li>▪ LTL</li><li>▪ Temperature-controlled</li><li>▪ Food-grade</li><li>▪ Flatbed</li></ul>	<ul style="list-style-type: none"><li>▪ Multi-stop</li><li>▪ Multi-carrier</li><li>▪ Load planning / consolidations</li><li>▪ Store-direct deliveries</li><li>▪ Just-in-time (“JIT”) pickup and deliveries</li></ul>	<ul style="list-style-type: none"><li>▪ Systems integration</li><li>▪ Optimization</li><li>▪ Carrier management</li><li>▪ Divisional accounting and reporting</li><li>▪ Dedicated personnel (some on-site)</li></ul>

What Does 2013 Hold?

- Currently 100, 000 drivers short
- Drivers Lives getting even harder
- HOS effect
- Construction Improvement
- Driver Shortage Projected at 250,000 by 2014

- 7/1/13 Effective Date
- 3% Productivity hit
- 75,000 more Trucks needed

- On Board Recorders
- Speed Limiters
- Smartway Trailers
- New Pollution improved Tractors



- Current Tank Size
  - CGN under 500 Miles
  - LNG 1100 Miles
  - Diesel 1900 miles
- Natural Gas Trucks Cost \$50,000 to \$80,000 more
- Really only works in today's short haul market

- Rate Increases
- Service Reductions

- Become more Trucker Friendly
  - Use More Intermodal

- Domestic Intermodal Containers to Increase at Double the Rate of GDP
- Length of Haul to get Shorter
- Reliability of Service Continues to Improve

- Drop and Hook
- Quicker Unloading/Loading
- Better Utilization of Trailers
- Lane Selection

- Geographic Coverage
- Transit Times
- Weight

Thank You