

Logistics MANAGEMENT[®]

December 2017

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2018 Buyers' Guide

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UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

◆ **CBRE report makes the case for on-demand warehousing.** In its “2017 U.S. Holiday Trends Guide,” industrial real estate firm CBRE stated that the most applicable trend on the supply chain and logistics side centers around what it calls “warehouse space, on demand.” CBRE explained that this trend is being paced by online sales essentially creating instant, short-term demand for warehouse and distribution center space, something it also labeled as a potential headache for retailers that want to ensure prompt customer delivery. Pop-up warehouse models work by matching short-term industrial space with suppliers, which has resulted in higher efficiency and lower costs. By matching owners of excess warehouse space with users, or retail shippers that need it temporarily, it provides a way for both parties to “easily match both sides of the transaction...with greater transparency and fewer costs to the process.”

◆ **XPO opens up eight new last-mile hubs.** Last month, XPO Logistics said that it completed the opening of eight last-mile logistics hubs in advance of Black Friday on November 24. These new XPO hubs are based in Birmingham, Ala.; Buffalo, N.Y.; Jacksonville, Fla.; Los Angeles, Calif.; Milwaukee, Wisc.; Savannah, Ga.; Tulsa, Okla.; and Washington, D.C., bringing the total number of XPO North American last-mile network hubs to 53, with plans to add another 30 next year. XPO’s last-mile service facilitates more than 13 million deliveries on an annual basis. “We’re anticipating strong demand this holiday season, as more people are purchasing heavy goods online,” said Troy Cooper, XPO chief operating. “Our last-mile expansion is directly related to the rapid growth of e-commerce and omnichannel retail. The scale of our network speeds fulfillment, while our technology gives retailers, e-tailers and consumers control over the shopping experience.”

◆ **UPS becomes a member of the Blockchain in Trucking Alliance.** UPS said that it has joined the Blockchain in Trucking Alliance, which is a forum for the development of blockchain technology standards and education for the freight sector. The company stated that it sees the need to create industry standards and protocols to enable blockchain platforms to operate together with established technologies. Looking forward, it said that blockchain standards and intercompany collaboration will support the logistics

strategies that enable UPS customers to participate in global trade and finance. As for how it would like to leverage blockchain technology, UPS said it’s looking at blockchain applications for its customs brokerage business operations, with the company focused on digitizing transactions.

◆ **Time to close the continuity gap.** According to a report recently published by the Business Continuity Institute and supported by Zurich Insurance Group, almost 75% of organizations have reported having business continuity arrangements related to supply chain management. The report showed that organizations with business continuity arrangements are eight times more likely to report greater supply chain visibility, twice more likely to insure for supply chain losses, and three times more likely to display top management commitment. According to the report, this behavior coincides with other areas of good practice, especially organization-wide reporting of disruption, which increases supply chain visibility. Another important result outlined by the report is the use of technology and Big Data to overcome skills and resources gaps in supply chain management. However, the report does show that 63% of organizations do *not* use any technology to analyze, track, and monitor the performance of their supply chains.

◆ **Ports need to go even more digital.** A group of leading ports from around the globe recently wrapped up a two-day meeting in Los Angeles as part of a maritime collaboration called chainPORT, a far-reaching initiative established in 2015 to digitally connect ports worldwide and boost efficiency within the global maritime supply chain. The Port of Los Angeles and Hamburg Port Authority in Germany are leading the chainPORT initiative in collaboration with the Global Institute of Logistics. Other ports participating in the third annual meeting are Shanghai, Antwerp, Barcelona, Montreal, Felixstowe, Indonesia and Shenzhen. “Historically, ports were measured on their ability to accommodate ships and other modes of transport effectively and efficiently,” said Kieran Ring, CEO of the Global Institute of Logistics. “However, increased international trade and the global economic environment have given rise to a new breed of customers who demand optimum flexibility, efficiency and transparency in their dealings with ports.”

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UPDATE

AN EXECUTIVE SUMMARY OF INDUSTRY NEWS

◆ **FedEx/Walgreens announce a package pickup/drop-off partnership.** FedEx and national drugstore chain Walgreen Co. are collaborating on FedEx package pickup and drop-off services, which are now available at more than 7,500 U.S.-based Walgreens stores. FedEx officials said that this Walgreens rollout is part of the nationwide expansion of FedEx OnSite (ONSE), a network of retail locations offering FedEx pick up and drop off services, including the ability to hold packages for up to five business days. And along with the more than 7,500 participating Walgreens locations, FedEx said customers can also find FedEx OnSite in select Albertson's and Kroger grocery stores. Customers can redirect packages to a FedEx OnSite location or other FedEx hold locations, including more than 1,800 FedEx Office locations, using FedEx Delivery Manager.

◆ **IoT gaining ground faster than you think.** Bsquare, a provider of Industrial Internet of Things (IIoT) services, recently released the findings from its first annual "IIoT Maturity Study" that explores the current IIoT adoption progress of business buyers in manufacturing, transportation and oil and gas markets. According to the 2017 study, 86% of industrial organizations are currently adopting IIoT solutions and 84% believe those solutions are very or extremely effective. In addition, 95% believe that IIoT has a significant or tremendous impact on their industry. However, the study also shows that most IIoT investments are focused on connectivity (78%) and data visualization (83%). In addition, only 48% are doing advanced analytics on that data and only a small number (28%) are automating the application of insights derived from analytics.

◆ **Regulatory reform steps taken.** The Federal Maritime Commission (FMC) took an important step in its regulatory reform efforts last month when it voted to advance a Notice of Proposed Rulemaking (NPRM) that simplifies and streamlines its Non-Vessel-Operating Common Carrier (NVOCC) Service Arrangements (NSA) and Negotiated Rate Arrangements (NRA) rules and procedures. Through the NPRM, the Commission seeks feedback on three key proposals: ending the requirement for NSAs to be filed with the Commission; expanding the ability of NVOCCs

and shippers to amend NRAs; and, finally, allowing the act of tendering cargo to be considered acceptance of a rate under the terms of an NRA. The NPRM will include a specific request for public comments addressing whether the Commission should expand the NRA rules to allow inclusion of non-rate economic terms. A crucial element of the agreement review and analysis process is the ability to access the data collected by the Commission through its on going monitoring activities.

◆ **Use of analytics to mitigate fraud jumps.** According to a recent Deloitte poll, use of analytics to mitigate third-party supply chain fraud, waste and abuse risk jumped to 35% in 2017 from 25.2% in 2014. Between those years, an average of 30.8% of poll respondents reported at least one instance of supply chain fraud, waste and abuse in the preceding year. However, some industries saw higher and lower rates of financial abuse. For the third time in four years, consumer and industrial products professionals reported the highest level of supply chain abuse for the past 12 months (39.1%), a slight decline from 2016 (39.6 %). Energy and resources (34.7 %) respondents also reported a higher than average rate of financial abuse in 2017, dropping a bit from 2016 (35.9%). Life sciences and health care professionals noted a marked decline in 2017 (26.3%) from 2016 (36.9%).

◆ **ONE alliance announces deal.** XVELA, a Cloud collaboration platform for ocean carriers and terminal operators, announced that Ocean Network Express Pte. Ltd. ("ONE") has selected XVELA's next-generation collaborative stowage service to meet its stowage planning needs. With the ONE service scheduled to begin April 1, 2018, ONE stowage planners will migrate to the full XVELA Cloud-based service, enabling improved communication, transparency and operational efficiency both within the organization and with terminals and other operational partners across the ONE network on a single, shared industry collaboration platform. According to spokesmen, the selection of XVELA's Cloud-based service underscores the commitment of ONE to take a "collaborative" approach toward working with operational and technology partners in order to provide a higher level of service and meet shipper expectations. •

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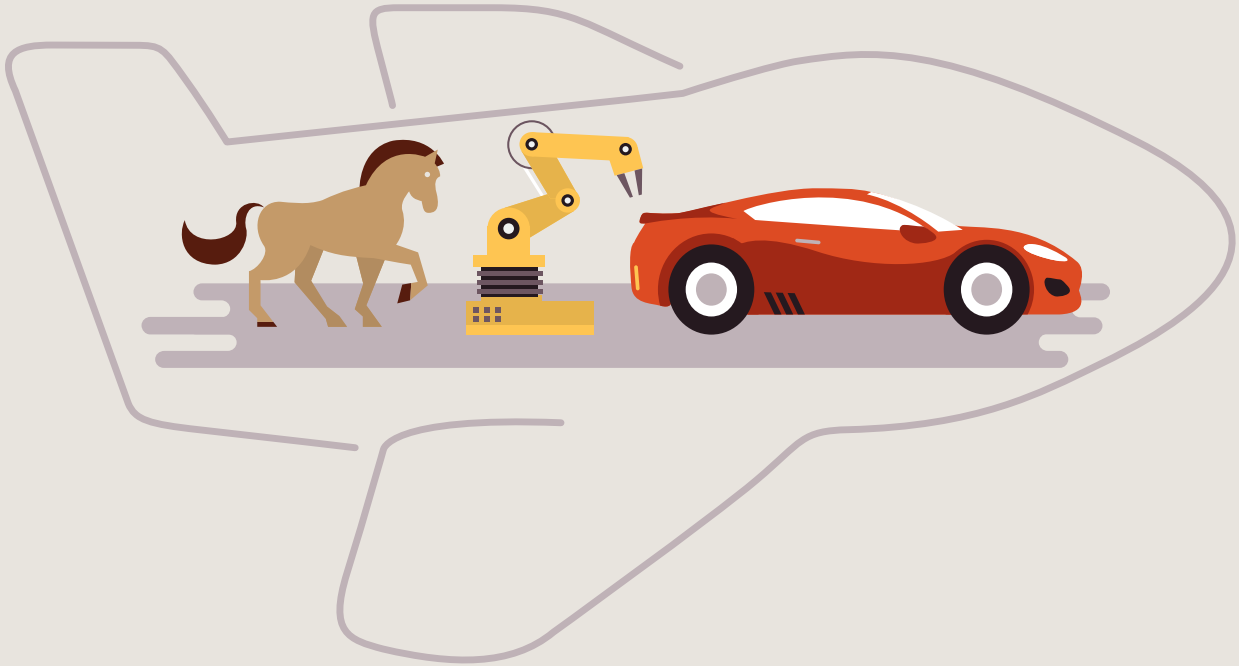
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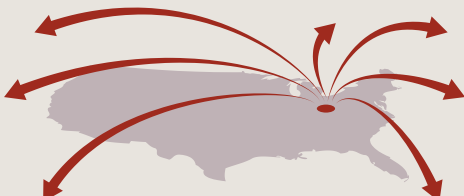


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Elaine Chao was voted in by the Senate as the next U.S. DOT Secretary.

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*World Shipping Council – Survey Results for Containers Lost at Sea – 2014 Update.



NextGen Supply Chain: Keeping Pace with the Digital Economy

IN STICKING WITH TRADITION, we removed ourselves from the “end-of-year prediction” business and have instead put together an educational experience that offers practical advice to help you transform your operations for the future—and you don’t even have to leave the comfort of your office.

This year, the editorial teams of *Logistics Management* and *Supply Chain Management Review* have programed a Virtual Summit that we’ve titled “NextGen Supply Chain: Keeping Pace with the Digital Economy.” While the title may sound a bit theoretical, our intention is to help logistics and supply chain professionals make sense of the trending concepts being bandied about in webcasts and conferences—not throw more theory at you.

“All too often our readers are being told that their logistics and supply chain operations need to be in the midst of a ‘digital transformation,’ yet they’re not gaining the practical understanding of what that actually means and how they should be going about it,” says Bob Trebilcock, editorial director of sister publication *Supply Chain Management Review*. “In this year’s Virtual Summit, we plan to set the record straight and put the hype into context.”

Indeed, we not only define the trending terms, but we illustrate the benefits of those concepts and offer some real-world advice for how to get there. In his keynote address, PS Subramaniam, principal at global consulting firm A.T. Kearney, perfectly sets the tone of this year’s event.

“Today’s logistics and supply chain professionals can’t allow themselves to be intimidated by the new terminology,” declares Subramaniam. “In fact, the digital transformation is enabled by the technology tools that already exist and are in use in many operations. So, it’s up to you to engage your team in those projects that can be rolled out quickly and can deliver tangible outcomes without having to predict the future or rewire your entire IT infrastructure.”

Subramaniam calls these smaller projects “digital sprints,” and stresses that you’re either going to “fail quickly,” which is absolutely acceptable, or realize some measure of success. “And when you do realize a tangible result, this only builds confidence and allows you to fund that next round of innovation.” In his address, he shares two real-world examples

of successful sprints—one inventory specific and one on freight payment—that have set the transformation ball rolling in two organizations.

One of the more-hyped and misunderstood innovations currently being considered across complex global supply chains is blockchain—a continuously growing, shared ledger technology that can help enterprise business manage complex issues.

In his session “The Benefits of Blockchain: Fact or Wishful Thinking?” Ken Cottrill, research marketing and development lead at MIT Center for Transportation & Logistics, sets out to finally demystify the technology behind it and explain its massive potential in supply chain management.

“Proof of concepts are already underway to apply blockchain to supply chain management, and it’s not going away any time soon,” says Cottrill. Still, he explains that blockchains aren’t magical. “In essence, they’re another type of spreadsheet, but the technology excels in areas that are critical to the performance of supply chains, as it can be married with potentially ground-breaking innovations such as Internet of Things and extended global trade transactions.”

And, that’s just scratching the surface of the seven sessions designed to define the new concepts and solutions that are helping logistics and supply chain operations create complex, yet seamless logistics and supply chain networks comprised of connected customers, suppliers, competitors, carriers and third-party providers.

Attend now at: supplychain247.com/virtual

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The News that shaped 2017

This year, group news editor Jeff Berman combed through the hundreds of news stories reported, written and posted by *Logistics Management* editorial staff over the course of this year to arrive at the “News that Shaped 2017” list that follows. Instead of relying on page views to arrive at a most

popular list, we believe that these are the 10 stories that neatly encapsulate the year in logistics and transportation management. This is the news that altered the landscape this year—and will most certainly usher in change to shipper operations next year.



1 Chao is confirmed by Senate as next DOT Secretary

In perhaps the most quiet of all of President Trump’s Cabinet picks, Elaine Chao was overwhelmingly voted in by the Senate as the next U.S. Department of Transportation Secretary by a 93-6 margin.

2 Food Safety Modernization Act calls for changes in operations for food shippers and carriers

The main objective of the food safety rule, according to the FDA, is to “protect foods from farm to table by keeping them safe from contamination during transportation,” and also “prevent practices during transportation that create food safety risks.”

3 FedEx’s Smith again leads push for twin 33s, truckload carriers push back... again

Polar opposite lobbying efforts of two major factions of the trucking industry are again on a collision course over proposed use of twin 33-foot trailers nationwide.

4 Blockbuster deal in truckload: Knight and Swift

The Knight/Swift merger creates a new entity with an enterprise value of \$6 billion.



5 UPS adds Saturday ground pickup service offering

Through this effort, UPS said it has increased operating capacity while not making additional investments in buildings, vehicles, or trucks—with the company noting that it will create more than 6,000 new jobs when fully implemented.



6 Uber Freight makes official entrance into trucking market

While it has been anticipated for a while, ubiquitous ride-sharing service Uber officially entered the freight transportation arena—specifically truckload brokerage—with the introduction of Uber Freight.

7 U.S. exits Paris Agreement. What happens now?

While it was widely expected, President Trump formally stated that the United States will exit the Paris Agreement. What does this mean for freight transportation?

8 CSX cites gains in service efficiencies from Precision Scheduled Railroading improvements

Coming on the heels of back and forth correspondence with the Surface Transportation Board over various service issues, Class I railroad carrier CSX said that things have started to take a turn for the better.



9 Shippers ready to “bear the brunt” of higher trucking rates as ELD implementation set to begin Dec.

The tightest truckload market in at least four years will be further exacerbated by the long-awaited mandate that trucks are outfitted with electronic logging devices, which the government says will crack down on drivers working excess hours behind the wheel.

10 Amazon-Whole Foods deal presents wide range of supply chain questions

The nearly \$14 billion deal is set to shake up the grocery sector and change the sector's supply chain playbook.





LM survey indicates truckload rate increases are coming sooner than later

A BIG TALKING POINT IN SUPPLY CHAIN CIRCLES as of late has to do with truckload (TL) rates. The overwhelming consensus is that they're going up—but by how much is the question. Supply chain and freight transportation planning depends on this type of knowledge in a big way, especially at this time of year.

With this in mind, I figured that a data-driven approach through a quick *Logistics Management* reader survey would give us a better idea of what shippers are currently experiencing and what's on the horizon. Indeed, the feedback from roughly 240 buyers of freight transportation and logistics services, specifically truckload shippers, is pretty telling.

Taking a bit of a retrospective approach, the data showed that 63.8% of respondents saw contract truckload rates head up from 2016 to 2017, with 32.1% indicating that they remained the same, and 4.1% citing rates decreasing for that period.

As for the range of rate increases from 2016 to 2017, 30.6% of respondents said it was less than 5%; 36.3% said it was 5% to 9%; 19.4% said it was 10% to 14%; and 13.7% said it was 15% or higher.

While these ranges seem typical for a normal year, what may be going down in 2018 can be viewed as anything but typical. Case in point: 84.7% of responding shippers told us that they expect rate increases from 2017 to 2018; 14.3% expect rates to remain the same; and a mere 1% anticipate a rate decrease.

For the wide majority who can sense rate increases, the expected jumps are somewhat more wide-ranging than what our respondents reported from 2016 to 2017. Our new data indicated 31.9% expect rate increases of less than 5%, while 42.8% are pegging increases to range from 5% to 9%, with 18.7% preparing for hikes in the range of 10% to 14% range, and 6.6% expecting it to be 15% or higher.

Feedback related to the biggest drivers for expected rate gains was somewhat consistent, with some wildcards submitted as well.

Some of the key reasons were tight capacity and the driver shortage; the pending December 18 electronic logging device (ELD) mandate; increased costs due to fuel, tolls, insurance, and natural disasters; supply and demand; greedy brokers and carriers wanting larger margins for increased profits; an over all increase in demand and higher volumes; competition for top-tier capacity; and wait times that go unaid.

One respondent called the current situation a “perfect storm,” a theme that has been echoed a fair amount in recent months. In this case, the respondent said the elements of the storm are comprised of fewer drivers and increased demand coupled with less capacity, higher fuel costs and concerns related to the ELD mandate.

Another rate-related topic addressed in the survey focused on the truckload spot market, an area that's been setting various records for rates and loads in recent weeks. According to our survey, 69.8% of respondents secure loads and capacity through the spot market, with 30.2% saying they don't.

“As contracts expire, look for more attention being paid to negotiating skills...”

In many respects, industry experts have verified this data. A recent research report issued by Jason Seidl, analyst at Cowen and Co., citing a recent conference call his firm did with private trucking and 3PL executives, stated that he's “bullish,” with many expecting truckload contract rates to head up between 5% to 15% in 2018. Seidl noted that rate hikes in this range are more than expected at this point.

“Since the advent of contract rates and agreements, we have advocated negotiating for multi-year agreements,” said Chuck Clowdis, managing director for transportation, economics and risk for IHS Markit. “Even so, there are many one-year contracts, some two-year, and fewer two-plus-year contracts in effect. Shippers have been able to ignore those contracts without volume guarantee clauses and turn to the spot market when rates drop.”

But today, Clowdis contends that the carriers clearly have the advantage. “As contracts expire, look for more attention being paid to negotiating skills,” he said. “Fortunately both sides are neither well prepared nor skilled in rate negotiations. This makes for even more interesting times.”

In case you did not pick up on it, Clowdis is a pretty straight shooter. But any way you slice it, the perfect storm is brewing and moving into the path of 2018 freight spend forecasting models. In fact, shippers need to understand the size of the deluge that's coming in the form of expected rate gains—if you don't, then it's at least time to grab an umbrella and hope for the best. •

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The real keys to innovation: Knowledge and creativity

AT A TIME WHEN PROMISING NEW TECHNOLOGIES (Big Data, Internet of Things, Blockchain, to name a few) promise to revolutionize the way supply chains are managed, it is tempting to conflate the idea of supply chain innovation with new technology. However, to assume that cutting-edge technology is necessary for innovation would be a mistake; revolutionary innovation is possible without revolutionary technology. In-depth knowledge and creative problem solving can enable significant supply chain innovations without the need for new technology.

Consider the case of EuroPartners, a provider of international logistics services based in Mexico and serving hundreds of customers throughout Latin America. One of their offerings is the fast delivery of spare parts for specialized machinery. When one of EuroPartners' customers orders a spare part to repair a broken machine, one thing is certain: The customer needs the part without delay. Every day a specialized machine is out of service, hundreds or even thousands of dollars are lost by the customer. Speed, therefore, is of the essence, and EuroPartners' promise is to deliver the spare parts within 36 hours of the time an order is placed.

It's relatively straightforward to fulfill this promise when the customer is located close to an international airport with frequent direct flights from Mexico City. Using an airport-to-airport priority cargo service, called Next Flight Out (NFO), EuroPartners can easily fulfill an order overnight. For example, an order placed before noon on a Monday by a customer located in Bogotá would be delivered at Mexico City's international airport that evening, flown from Mexico to Colombia overnight, clear Customs in the morning and be ready to be picked up by the customer at Bogotá's international airport shortly after noon on Tuesday.

The challenge

Fast delivery becomes a challenge for EuroPartners when the customer is located in cities without frequent direct flights from Mexico City. In theory, using the airport-to-airport priority cargo service to serve these customers is still an option. In practice because the parcel needs to be moved from one plane in the international terminal to another plane in the domestic terminal of the airport, the total time from origin to destination increases by one or two days, which is not acceptable given EuroPartners' "under 36 hours" promise. For a customer



located in Cali, an order placed before noon on a Monday—if it were delivered using the airport-to-airport priority cargo service—wouldn't be available for pickup until after noon on Wednesday at the earliest.

Using a courier service for the domestic leg of the trip is not an attractive option because domestic courier services in Latin America typically use ground transportation. In an expansive and mountainous country like Colombia, for the parcel to go from the airport to the courier's facility, then in a truck over hundreds of miles to a smaller distribution center in Cali and then in a smaller vehicle on a distribution route to the customer, usually takes two or three more days.

The only alternative left to EuroPartners to fulfill the 36 hours promise is to send an employee on a round trip flight from Mexico City to Cali. This requires the employee to go to the airport with the parcel (which usually weighs less than 30 lbs.) and fly to Bogotá, clear Customs, then take a domestic flight from Bogotá to Cali and finally a cab from the airport to the customer's location to hand deliver the parcel well within the 36-hour window. The employee would then fly back from Cali to Bogotá, sleep in a hotel near the airport and fly back home to Mexico the next day. This special service is

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known as On Board Courier (OBC) and is much more expensive than NFO, due to the cost of the employee's time plus the round-trip tickets and hotel expenses. OBC is an option used when customers cannot afford to wait two extra days and are willing to pay a premium to help cover the extra expense.

The innovation

This is where EuroPartners managed to introduce a clever innovation that revolutionized its deliveries to smaller cities throughout Latin America, with the crucial help of a young entrepreneur, David Hidalgo, at the time a student of MIT's GCLOG Program and currently a Ph.D. student at MIT SCALE's Zaragoza Logistics Center.

From his experience as a researcher at MIT SCALE's Center for Latin America Logistics Innovation, Hidalgo developed an in-depth knowledge of local logistics in Colombia, along with a local network of trusted friends and young collaborators who, like him, were looking to take on a challenge. Working together, with some very creative problem solving, Hidalgo and EuroPartners came up with a solution that retained the speed of OBC (the "nuclear option") at about half the cost.

The new solution is called Domestic Hand Carrier (DHC), and it works as follows. EuroPartners receives an order for a spare part to be delivered fast to a customer in a city without frequent direct flights from Mexico City. For the sake of the example, let's say the customer is in Cali. EuroPartners will send the parcel using the NFO service from Mexico City to Bogota. At the same time, it will contact Hidalgo via email or phone with all of the information he needs to arrange the domestic leg of the trip. He will reach out to several on-call members of his logistics network and identify one that is ready to serve as domestic hand carrier to take the parcel from Bogota to Cali.

The hand carrier picks up the parcel as soon as it has cleared customs in Bogota's airport, and proceeds to board the next available domestic flight from Bogotá to Cali. After a short domestic flight, the hand carrier will take a cab directly to the customer's facility and hand deliver the parcel well within the 36-hour window. Then, the hand carrier flies back to Bogotá and is paid for his service.

Even though they both take approximately the same time from origin to destination, the innovative DHC solution costs 40% to 45% less than the OBC option because domestic flights inside Colombia are cheaper than international flights and there are almost no hotel expenses. Additionally, Hidalgo's local contacts are familiar with the cities where the deliveries are made and stay in constant contact via cellphone with both Hidalgo and the customer to provide updates about the parcel's location and its estimated time of arrival. This information contributes to the customer's peace of mind and improves their satisfaction with the service.

“The beauty of the DHC solution lies in the fact that it relied solely on Hidalgo's creativity, in-depth local knowledge of Colombian logistics, a network of friends and partners and on EuroPartners' willingness to try original and new solutions to old problems.”

The lesson

The beauty of the DHC solution lies in the fact that it relied solely on Hidalgo's creativity, in-depth local knowledge of Colombian logistics, a network of friends and partners and on EuroPartners' willingness to apply new and original solutions to old problems.

This innovative solution required no new technology whatsoever: a few emails and phone calls, and knowing the right people for the job is all it took. And yet, it has revolutionized the way EuroPartners distributes throughout Latin America, by allowing them to extend their 36-hour window promise to many more cities—not just capitals. Currently, their average delivery time is around 25 hours.

This is a reminder of what lies at the heart of innovation: the ability to see both the forest and the trees, of taking what already exists and using it as a foundation to build what can be, the willingness to contemplate an old problem with fresh eyes, and to connect seemingly unrelated and contradicting elements into a coherent new solution.

So, the next time you hear about some development regarding one of the many new buzzwords that promises to revolutionize your supply chain, remember that supply chain innovation can simply be about in-depth knowledge and creative thinking. •

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America first: Changing the rules of the supply chain game

“For the first time since the end of the Second World War, the future relationship of America to the world is not fully settled.”

—HENRY KISSINGER, *THE ATLANTIC*,
DECEMBER 2016



THERE'S A NEW SUPPLY CHAIN GAME IN TOWN. The rules of this new game are not widely understood, but the purpose couldn't be clearer: America first. President Trump has vowed to put the interests of America and the American worker "first" in fashioning his trade and foreign policy.

For seven decades, both Republican and Democratic administrations embraced the notion that an internationalist foreign policy and a global trade strategy would create domestic prosperity and bind nations together in global harmony.

Today, critics of this "old game" say our current pro-trade foreign policy has caused irreparable harm to America's economic interests, and, in

particular, to American workers and the domestic economy. American jobs have disappeared and plants have either moved abroad or closed due to foreign imports. Manufacturing jobs between 1990 and 2015 dropped from 18 million to 12 million.

There is no question that manufacturing efficiency and automation played a large role in these trends, but the political reality of lost jobs and decimated towns across America has subordinated global trade to the needs of the American worker. The new administration in its first trade manifesto states, "it will take a zero-sum approach—with every negotiation starting from the basis of how American workers will be helped."

Learning the new rules

All companies are now faced with a new playing field, new players and few guidelines. Historical precedents are not readily available for what appears to be a massive reversal of global trade policy. With most medium and large companies operating on a global scale, the first question on everyone's mind is what is the best manufacturing and supply chain strategy given the shifting winds of potential new government policies; particularly, those around trade and regulations. Should we proceed or hold on off-shoring plans? Should we move to quickly re-shore manufacturing activity? Will there be levies on our global suppliers, or tariffs on goods made in offshore facilities, and how will that affect our competitiveness?

A.T. Kearney contends that companies must consider both short-term and long-term options. No one really knows how new trade policies and actions will affect the economy and trade relations with other countries. Initially, it appears that the rhetoric and activity is designed to prevent American companies from moving offshore, but that alone may not be enough to significantly grow the economy or fully deliver on campaign promises. If the actions of the last few weeks



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are any indication, any decision that appears to negatively affect American workers will face pushback by the administration. Complicated, nuanced solutions will be superseded by simpler ones—even if they have negative consequences.

Overall risk analysis must not only comprehend the straightforward operational and financial issues of closing or relocating a plant, but also prepare for the bolder negotiating stance of labor unions. In addition, there will be new political risks as well as the possibility of consumer backlash. The C-suite must now elevate strategic decision making from the traditional analytical exercise of evaluating factor costs arbitrage (labor, utilities, logistics etc.) to a more “trade-game-theory” and “scenario planning” exercise. Here, we discuss options from an operational perspective.

Companies that are in the process of moving production (or supply source) offshore, or are contemplating off-shoring in the next six to 12 months, must reevaluate their business case. We believe that companies must reconsider all options again—especially their next best option(s)—whether that is leveraging in-country contract manufacturing or in-country manufacturing (or source of supply) options.

This review must be end-to-end. Delaying impending network transitions may be the prudent choice for now. Companies must also consider delaying full decommissioning of “closed” plant assets; perhaps even operate them at a reduced scale. Should the next best option not be available, companies must bring in reinforcements to broker a win-win solution with government agencies.

Long-term options should benefit from clearer policy “rules of the game” as direction on the future corporate tax rate, incentives for domestic manufacturing, renegotiated trade agreements or reciprocity requirements for foreign investments are clarified. In anticipation, companies should immediately begin to investigate alternatives to deliver on the shareholder promise. This may range from redirecting their planning efforts toward regional supply chain reconfiguration, consider-

ing investing in advantaged assets (and offset high labor costs) in the United States and committing resources toward four-wall plant improvements and other supply chain improvements.

Playing the new game

Companies are in business to make a profit. No profit equals no business and no jobs for American workers. As global companies begin to evaluate their supply chains and adjust their strategies to “play” in today’s environment, they should measure their networks on the three qualities that Hau L. Lee, professor of operations at Stanford University, identified in a 2004 *Harvard Business Review* article as qualities of top-performing supply chains.

“The C-suite must now elevate strategic decision making from the traditional analytical exercise of evaluating factor costs arbitrage (labor, utilities, logistics etc.) to a more “trade-game-theory” and “scenario planning” exercise.”

Agility. Supply chains become a competitive differentiator when they react swiftly to sudden changes in demand or supply using enhanced capabilities.

Adaptability. Networks evolve over time as market structures and strategies change through technological advances as well as potential new ways to produce, partner, sell and deliver goods and services.

Alignment. Collaboration between all of the firms in the supply network optimizes the chain’s performance and maximizes profits in new environments.

Many global companies have already launched internal efforts to explore alternative supply chain strategic options to drive profitability and success. Solutions are being designed to leverage company strengths while addressing the inherent challenges and unknowns of the current political environment. It’s imperative that companies assess all of their options, proactively evaluate scenarios and identify both near-term and longer-term strategies to win this new supply chain game. •

2018 BUYERS' GUIDE

Logistics Management's Buyers' Guide is a comprehensive guide to service providers and educational opportunities specifically targeted to logistics and supply chain professionals.



The editors at *LM* wish all of our readers a successful year to come. We hope that the information contained in this issue will play some part in that success.

Air Services

This section contains information on the services offered by major domestic and international airlines, airfreight forwarders and air couriers.



A—Airline **FF**—Freight Forwarder **IC**—Integrated Carrier **AC**—Air Courier **MS**—Multiple Services



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Cookeville, Tennessee 38502
931-526-3306
Toll Free: 1-800-AVERITT (283-7488)
Email: customerservice@averittexpress.com
Web: averittexpress.com

BNSF Railway

817-352-1000
Web: bnsf.com

C.H. Robinson Co.

952-683-2800
Web: chrobinson.com

Canadian Pacific Railway

403-319-7000
Web: cpr.ca

Cargo Logistics Inc.

843-377-2556
Web: cargologistics.com

CEVA Logistics

888-564-4789
Web: cevalogistics.com

Chassis King

727-585-1500
Web: chassisking.com

Clean Energy Fuels

4675 MacArthur Ct.
Newport Beach, California
949-437-1000
Web: cleanenergyfuels.com

ClearPointt

425-787-8399
Web: clearpointt.com

Commerce Express

651-451-7332
Web: commerceexpressinc.com

CSX Transportation (CSXT)

Intermodal
855-GROW-H2R
Web: Intermodal.com

Dart Intermodal

800-366-9000
Web: dartintermodal.com

Echo

585-427-2080
Web: echo.com

Ford Storage & Moving Co.

402-597-3185
Web: fordstorage.com

Genex, Logistics

Web: genexlogisticsllc.com

Hub Group, Inc.

630-271-3600
Web: hubgroup.com

Hub Group- Comtrak Logistics

901-541-8000
Web: comtrakinc.com/
comtrak-website/cd.html

Kansas City Southern

816-983-1372

Marten Transport Ltd.

Web: marten.com

Mode Transportation

1 (972) 447-0075
Web: modetransportation.com

Nebraska Warehouse

402-896-2200
Web: nebraskawarehouse.com

Nexus Distribution

Web: nexusdistribution.com

Norfolk Southern Corp.

Web: nscorp.com

Prologis
303-567-5000

Railinc Corp.
1 (877) 724-5462
Web: railinc.com

Road & Rail Services, Inc.
502-495-6688

Schneider National, Inc.
800-558-6767
Web: schneider.com

Target Transportation
908-709-4400

Team Worldwide
Toll Free: 800-527-1168
Web: teamww.com

Texas Cartage
214-320-3200

Transplace
866-445-9425
Web: transplace.com

Trinity Logistics, Inc.
302-253-3935

Triple Crown Services Co.
260-416-3600

TRN Logistics, LLC
609-239-5200

Union Pacific Railroad
402-544-5000

Union Tank Car Company
312-431-3111

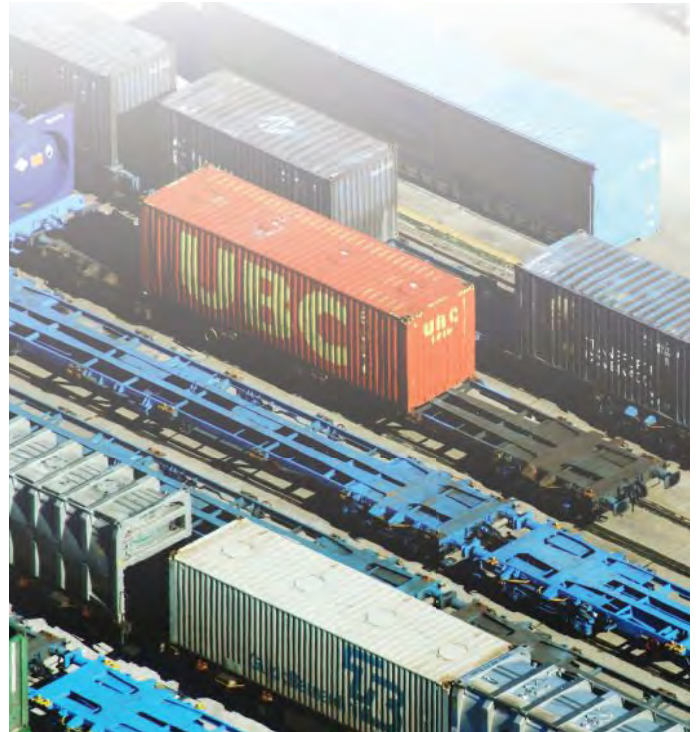
Universal Logistics
586-920-0100
Web: universallogistics.com

Wells Fargo Rail
312-853-5000

Wheels Group
630-739-0700

XPO Logistics, Inc.
614-923-1400

Yusen Logistics Americas Inc.
Toll Free: 800-414-3895
Web: yusen-logistics.com



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Maritime Services

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P. O. Box 668
Winnsboro, Texas 75494
903-342-3516
Toll Free: 800-527-1168
Fax: 903-342-3764
Email: info@teamww.com
Web: teamww.com

About: With over 40 U.S. offices, and 170 TIGA locations, Team Worldwide provides global transportation of logistics services organized under the operating companies/services of:

- Team Air Express
- Team Transportation
- Team Logistics
- Team Ocean Services
- Team Customs Brokerage
- Team International Trade Services
- Team International Global Alliance

TRANSPPLACE

The 3PL & Technology Company

Transplace

3010 Gaylord Pkwy
Suite 200
Frisco, Texas 75034
866-445-9425
Email: info@transplace.com
Web: transplace.com

About: Transplace is a North American non-asset based logistics services provider offering manufacturers, retailers, chemical and consumer

packaged goods companies the optimal blend of logistics technology and transportation management services. Our services include Transportation Management Services, Intermodal, Brokerage and SaaS Transportation Management (TMS) Solutions supplemented by supply chain strategy consulting services.

Action Group

514-631-6663
Web: actionago.com

Atlantic Container Line (ACL)

908-518-5300
Web: aclcargo.com

BDP International, Inc.

215-629-8900
Web: bdpinternational.com

C.H. Robinson

816-891-9169

CCNI

904-722-2400
Web: ccni.cl

CEVA Logistics

888-564-4789
Web: cevalogistics.com

China Shipping North America

201-505-6900
Web: chinashippingna.com

Clean Energy Fuels

4675 MacArthur Ct.
Newport Beach, California
949-437-1000
Web: cleanenergyfuels.com

CMA/CGM

757-961-2100
Web: cma-cgm.com

COSCO Container Lines Americas, Inc.

201-422-0500
Web: cosco-usa.com

COSCO North America

201-422-8623
Web: cosco-usa.com

Crowley Maritime

904-727-2301
Web: crowley.com

CSAV

732-635-2603
Web: csav.com

DHL Global Forwarding

954-888-7000
Web: logistics.dhl/us-en/global-forwarding.html

Elite International Logistics

281-775-2100
Web: elitetrax.com

Evergreen Shipping

201-761-3000
Web: evergreen-shipping.us/

FESCO

206-583-0860
Web: fesco.ru/en/

Great White Fleet (US) Ltd.

888-724-5493
Web: greatwhitefleet.com

Hamburg Sud

Web: hamburgsud-line.com

Hapag-Lloyd (America) Inc.

732-562-1800

HHM Port of Hamburg

Web: hafen-hamburg.de

Hyundai Merchant Marine

972-501-1100
Web: hmm21.com

Independent Container Line

804-222-2220
Web: icl-ltd.com

International Shipholding Corporation

212-747-8550
Web: intship.com

Italia Marittima America

425-646-4234

K Line America, Inc.

804-560-3600
Web: kline.com

Kuehne + Nagel

201-413-5500
Web: kuehne-nagel.com

Maersk Inc.

Web: maerskline.com

Matson

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Oakland, California 94607
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customerservice@matson.com

Alaska
1-877-678 SHIP
alaskacs@matson.com

China
1-877-CHINA-02
phxchinasales@matson.com

Matson Logistics
1-866-628-7663
websales@matson.com

Maritime Services

Mediterranean Shipping Company (USA) Inc.
212-764-4800
Web: msc.com

MOL (America) Inc.
Web: cms.molpower.com

MSC (USA) Inc.
212-764-4800

Neptune Group
(441) 400-7447
Web: neptunebermuda.com

OOCL (USA) Inc.
801 302-6625
Web: oocl.com

Pasha Hawaii
745 Fort Street, Suite 1600
Honolulu, Hawaii 96813
808-523-8625
Email: about@pashanet.com
Web: pashahawaii.com

Rickmers-Linie
281-453-7500

Safmarine Inc.
973-443-4370

Seaboard Marine, Ltd.
305-863-4444
Web: seaboardmarine.com

Sinotrans Logistics
562-590-8000

Team Worldwide
Toll Free: 800-527-1168
Web: teamwww.com

The Northwest Seaport Alliance
P.O. Box 2985, Tacoma,
Tacoma, Washington 98401
800-657-9808
Email: info@nwseaportalliance.com
Web: nwseaportalliance.com

Tote Maritime
10550 Deerwood Park Boulevard
Suite 509
Jacksonville, Florida 32256
253-449-8100
Toll Free: 877-775-7447
Web: totemaritime.com

Trailer Bridge, Inc.
10405 New Berlin Rd
Jacksonville, Florida 32226
904-751-7100
Toll Free: 800-554-1589
Fax: 904-751-7444
Email: INFO@TRAILERBRIDGE.COM
Web: TRAILERBRIDGE.COM

Transplace
866-445-9425
Web: transplace.com

Trinity Logistics, Inc.
302-253-3935

United Arab Shipping Company (UASC)
908-272-0050

W.J. Byrnes & Co.
650-692-1142
Web: byrnesglobal.com

Wallenius Wilhelmsen Logistics
201-307-1300

Wan Hai Lines (America) Ltd.
602-567-9100
Web: us.wanhai.com/views/
LocalMain.xhtml

Yang Ming Corp.
One Newark Center
1085 Raymond Boulevard
9th Floor
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201-420-5800 / 222-8899
Fax: 201-222-6699
Web: yangming.com

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Major North American Ports

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Georgia Port Authority
912-963-5526
Web: gaports.com

Hamilton Port Authority
905-525-4330
Web: hamiltonport.ca

Hawaii Department of Transportation
808-587-1930
Web: hidot.hawaii.gov/harbors/

Jacksonville Port Authority
(904) 357-3000
Web: jaxport.com

Maryland Port Administration
Web: marylandports.com

Massport Port of Boston
(617) 946-4411
Web: massport.com/port-of-boston

Mississippi State Port Authority - Port of Gulfport
228-865-4300
Web: shipmspa.com

North Carolina State Ports Authority
910-763-1621
Web: ncports.com

Oregon International Port of Coos Bay
541-267-7678
Web: portofcoosbay.com

Plaquemines Port
504-682-7920
Web: portofplaquemines.com

Port Canaveral
321-394-3211
Web: portcanaveral.org

Port Corpus Christi
361-882-5633
Web: portofcorpuschristi.com

Port Everglades
954-523-3404
Web: broward.org/port

Port Manatee
941-722-6621
Web: portmanatee.com

Port Miami
305-371-7678
Web: miamidade.gov/portofmiami

Port of Cordova
907-424-6400
Web: cityofcordova.net

Port of Galveston
409-765-9321
Web: portofgalveston.com

Port of Gray Harbor
360-533-9590
Web: portofgraysharbor.com

Port of Halifax
902-426-2620
Web: portofhalifax.ca

Port of Houston Authority
713-670-2644
Web: portofhouston.com

Port of Kalama
360-673-2325
Web: portofkalama.com



Port Of Long Beach

562-590-4122
Web: polb.com

Port of Longview

360-425-3305
Web: portoflongview.com

Port of Los Angeles

310-732-7678
Web: portoflosangeles.org

Port of Montreal

514-285-0077
Web: port-montreal.com/en/

Port of New Orleans

504-522-2551
Web: portno.com

Port of New York and New Jersey

888-767-8696
Web: panynj.gov/port/

Port of Oakland

510-627-1353
Web: portfoakland.com

Port of Olympia

360-528-8000
Web: portolympia.com

Port of Pascagoula

228-762-4041
Web: portofpascagoula.com

Port of Richmond

804-646-2020
Web: portofrichmond.com

Port of Seattle

206-728-3000
Web: portseattle.org

Port of South Louisiana

985-652-9278
Web: portsl.com

Port of Tacoma

253-383-5841
Web: portoftacoma.com

Port of Thunder Bay

807-345-6400
Web: portofthunderbay.ca

Port of Vancouver

604-665-9000
Web: portvancouver.com

Port of Vancouver USA WA

360-693-3611
Web: portvanusa.com

Port of Virginia

757-440-7160
Web: portofvirginia.com

Port of West Sacramento

916-371-8000
Web: cityofwestsacramento.org/city/depts/cmo/
port_of_west_sacramento/

Port Tampa Bay

813-905-7678
Web: tampaport.com

South Carolina Ports Authority

843-723-8651
Web: scspa.com



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Third-Party Services

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



BirdDog Logistics

310 Main Avenue Way SE
Hickory, North Carolina 28602
800-344-8950
Email: info@birddog.com
Web: birddog.com

About: BirdDog brings class-leading freight management services to shippers in need of reliable truckload, temperature-control, less-than-truckload, intermodal, flatbed, ocean, air and oversized transportation solutions. A non-asset-based company backed by solid relationships with thousands of reputable transportation providers, BirdDog provides transportation capacity that enables shippers to deliver on their customer promises.



FIDELITONE

1260 Karl Ct.
Wauconda, Illinois 60084
847-487-3300
Email: marketing@fidelitone.com
Web: FIDELITONE.com

About: FIDELITONE, a supply chain management firm, helps you earn your customers' loyalty through specialized services in last mile delivery, inbound materials management, order fulfillment, service parts management, and transportation.



Johanson Transportation Service

5583 E. Olive Avenue
Fresno, California 93727
559-458-2200
Toll Free: 800-742-2053
Fax: 559-458-2234
Email: jts-sales@johansontrans.com
Web: johansontrans.com

About: JTS offers dry and temperature-controlled trailers and containers for full truckload, LTL, rail intermodal, flatbed, ocean and air freight across the U.S. and Canada. Importing/exporting services include customs clearance handling, insurance handling, cross-docking, transloading and drayage. Customers can leverage our cloud-based FreightOptix™ TMS to manage all their freight communications.



Landstar System, Inc.

13410 Sutton Park Drive South
Jacksonville, Florida 32224
904-398-9400
Toll Free: 800-872-9400
Email: solutions@landstar.com
Web: landstar.com

About: Providing 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. Landstar customers have access to more than 53,000 transportation capacity providers. New Cross Border Logistics Center open in Laredo, TX.



LEGACY Supply Chain Services

1941 Citrona Dr.
Suite 300W
Fernandina Beach, Florida 32034
Toll Free: 877-289-0576
Fax: 603-422-7337
Email: contactus@legacyscs.com
Web: legacyscs.com

About: For nearly 40 years, LEGACY Supply Chain Services has been a dedicated logistics partner to our clients across the U.S. and Canada. We provide customized, high-service 3PL solutions including warehousing & distribution, e-commerce fulfillment, transportation brokerage and dedicated fleet. We solve complex logistics challenges for clients with dynamic supply chains - including retail, consumer goods, and industrial manufacturing.



Saddle Creek Logistics Services

3010 Saddle Creek Road
Lakeland, Florida 33801
866-668-0966
Email: sales@sclogistics.com
Web: sclogistics.com

About: Saddle Creek is an omnichannel supply chain solutions company providing a variety of integrated services-warehousing, omnichannel fulfillment and transportation. Our scalable, custom solutions leverage these capabilities, our nationwide network and advanced technology to help you get products where they need to be quickly, cost-effectively and seamlessly.



SEKO Logistics

1100 N Arlington Heights Road
Suite 600
Itasca, Illinois 60143
Toll Free: 800-228-2711
Email: hello@sekologistics.com
Web: sekologistics.com

About: We provide complete Supply Chain Solutions, specializing in transportation, logistics, forwarding and warehousing. We also lead the industry with innovative and customizable IT solutions, which provide a seamless flow of information and give our growing customer base true supply chain visibility.



Team Worldwide

P. O. Box 668
Winnsboro, Texas 75494
903-342-3516
Toll Free: 800-527-1168
Fax: 903-342-3764
Email: info@teamww.com
Web: teamww.com

About: With over 40 U.S. offices, and 170 TIGA locations, Team Worldwide provides global transportation of logistics services organized under the operating companies/services of:

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- Team Transportation
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*Source: 2016 IBM Consumer Expectations Study

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Frisco, Texas 75034
866-445-9425
Email: info@transplace.com
Web: transplace.com

About: Transplace is a North American non-asset based logistics services provider offering manufacturers, retailers, chemical and consumer packaged goods companies the optimal blend of logistics technology and transportation management services. Our services include Transportation Management Services, Intermodal, Brokerage and SaaS Transportation Management (TMS) Solutions supplemented by supply chain strategy consulting services.

Transportation Insight Evaluate. Innovate. Dominate.

Transportation Insight

310 Main Avenue Way SE
Hickory, North Carolina 28602
877-226-9950
Fax: 828-322-2843
Email: info@transportationinsight.com
Web: transportationinsight.com

About: Transportation Insight offers a Co-managed Logistics® form of 3PL, carrier sourcing, freight invoice audit and payment services, state-of-the-art TMS applications and business intelligence. Logistics services include multi-modal domestic transportation (LTL, Parcel, TL), e-commerce shipping solutions, supply chain analytics, international, warehouse sourcing, LEAN consulting and supply chain sourcing of indirect materials.

Yusen Logistics

Yusen Logistics Americas Inc

300 Lighting Way
6th Floor
Secaucus, New Jersey 07094
201-553-3800
Toll Free: 800-414-3895
Email: marketing@us.yusen-logistics.com
Web: yusen-logistics.com

About: Yusen Logistics is leading global logistics service provider with over 60 years of expertise in warehousing, freight forwarding, and transportation. With more than 20,000 employees and 475 offices worldwide, we provide services to customers across Asia, Europe, North and South America, and Oceania.

3PD, Inc.
1 (866) 373-7874
Web: 3PD.com

4 Way Logistics, Inc.
925-830-8900

4SIGHT Supply Chain Group
1 (973) 435-0025
Web: go4sight.com

a2b Fulfillment, Inc.
150 Stewart Parkway
Greensboro, Georgia 30642
866-843-3827 ext 211
Fax: 706-454-0197
Email: sales@a2bf.com
Web: a2bf.com

Access Business Group
616-787-6000
Web: accessbusinessgroup.com

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

Action Group
514-631-6663
Web: actionago.com

Adams Warehouse and Delivery
713-699-3515
Web: adamsdist.com

ADP Logistics
610-696-5800

Affiliated Warehouse Companies, Inc.
732-739-2323
Web: awco.com

AFMS Logistics Management Group
503-246-3521
Web: afms.com

AFS Logistics, LLC.
318-798-2111
Web: afslogistics.com

AIT Worldwide Logistics, Inc.
630-766-0800
Web: aitworldwide.com

ALLIANCEshippers inc.®

Alliance Shippers Inc.

Corporate Office:
516 Sylvan Avenue
Englewood Cliffs, NJ 07632
800-222-0451
Fax: 201-227-1212
E-mail: info@alliance.com
Web: alliance.com

About: Our Services and Solutions: The Perfect Shipment® Program; Intermodal: USA, Canada and Mexico; Over-the-Road Transportation; International Transportation Service; Logistics Solutions; Temperature

Control; Warehousing and Distribution Services; Dedicated Fleet; Box Car Service; Equipment Management; Carrier Management and Selection; Accessorial Management; Continuous Movement Program™

Allied Distribution, Inc.
559-435-5810
Web: allieddistribution.com

American Relocation & Logistics
562-229-3600
Web: american-moving.com

American Transloading Services, Inc.
786-536-5871
Web: americantransloading.com

AmeriCold Logistics, L.L.C.
678-441-1400
Web: americold.com

Amware Logistics Services, Inc.
609-366-1050
Web: AmwareLogistics.com

ARMADA
(412) 406-5700
Web: armada.net

Armstrong & Associates, Inc.
608-873-2110
Web: 3plogistics.com

Aspen Distribution, Inc.
303-371-2511
Web: aspendistribution.com

Associated Global Systems
516-627-8910
Web: agsystems.com

Associated Warehouses, Inc.
714-538-5990
Web: awilogistics.com

ASW Global, LLC
330-733-6291
Web: aswglobal.com

Atlanta Bonded Warehouse Corp.
770-425-3000
Web: atlantabonded.com

Atlas Logistics Services USA
678-432-6729
Web: atlaslogistics.com

Averitt Express
1415 Neal St.
P.O. Box 3166
Cookeville, Tennessee 38502
931-526-3306
Toll Free: 800-AVERITT (283-7488)
Email: customerservice@averittexpress.com
Web: averittexpress.com

Barrett Distribution Centers
508-553-8800

BAX Global Inc.
419-867-9911

BDP International, Inc.
215-629-8900
Web: bdpinternational.com

Bekins Logistics
Web: mybekins.com

Bender Group
775-788-8800
Web: bendergroup.com

BirdDog Logistics
800-344-8950
Web: birddog.com

BLG Logistics
Web: blg-logistics.com

BlueGrace Logistics
800-MY-SHIPPIING
Web: mybluegrace.com

Broussard Logistics, LLC
713-921-2480
Web: broussardlogistics.com

Bulk Plus Logistics
1 (855) 478-4524
Web: bulkplus.com

C.H. Robinson Worldwide
952-683-2800
Web: chrobinson.com

Canadian Fulfillment Center
1 (888) 985-3455
Web: canadianfulfillmentcenter.com

Cardinal Logistics Management Corporation
1 (704) 786-6125
Web: cardlog.com

Cargo Logistics Inc.
843-377-2556
Web: cargologistics.com

Carrier Industries Inc.
732-287-7930
Web: carrierindustries.com

CaseStack
310-473-8885
Web: casestack.com

CEVA Logistics
888-564-4789
Web: cevalogistics.com

CHEP USA
1 (407) 370-2437
Web: chep.com

Choice Logistics
212-370-1999
Web: choicelogistics.com

Clean Energy Fuels
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Newport Beach, California
949-437-1000
Web: cleanenergyfuels.com

CMR Group, LLC
912-634-1000

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863-647-9389
Web: cogistics.com

Columbian Logistics Network
616-514-6000
Web: columbian.us

Comprehensive Logistics Company
Web: complog.com

Crowley
904-727-2301
Web: crowley.com

CRST Logistics, Inc.
319-390-6210

CTSI-Global
Web: ctsi-global.com

D & D Distribution Services
717-845-1646
Web: dd-dist.com

D. J. Powers Company, Inc.
1 (912) 234-7241
Web: djpowers.com

Deringer, Inc.
802-524-8110
Web: anderinger.com

Desert Empire Transfer & Storage
909-370-3077
Web: desert-empire.com

DHL Global Forwarding
954-888-7000
Web: logistics.dhl/us-en/global-forwarding.html

DHL Solutions
954-888-7000
Web: logistics.dhl

Diversified Distribution Services Inc
276-956-8600
Web: ddilogistics.com

DSC Logistics
847-390-6800

DSV Global Transport and Logistics
1 (562) 552-9400
Web: dsv.com

Echo Global Logistics
585-427-2080
Web: echo.com

Empire Terminal Warehouse
972-271-4646

England Logistics, Inc.
801-656-4500
Web: englandlogistics.com

Enterprise Florida
Web: enterpriseflorida.com

Evans Distribution Systems
313-388-3200
Web: evansdist.com

Expeditors
206-674-3400
Web: expeditors.com

FDSI Logistics
818-971-3300
Web: fdsi.com

FLS Transportation Services, Limited
333 Decarie Blvd.
Suite 250
Montreal, QC H4N 3M9
514-739-0939
Toll Free: 800-739-0939
Email: quote@flstransport.com
Web: flstransport.com

FedEx Supply Chain Services
Web: fedex.com/us/supply-chain/

FedEx Trade Networks
1-716-879-1075
Web: ftn.fedex.com/us/

Ferber Warehousing
248-650-2870
Web: ferberwarehousing.com

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supplychain.fedex.com

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Web: genlog.com

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Web: groupwarehouse.com

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Web: jamesonlogistics.com

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Web: mitsui-soko.com

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Web: packsize.com

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Murata Machinery

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214-819-4180
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A large, detailed illustration of a long-necked dinosaur, possibly a sauropod, is shown from the side. It is holding a brown cardboard box in its mouth. The dinosaur's skin is textured with scales, and its long neck is extended upwards. The background is plain white.

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Email: info@quintiq.com
Web: quintiq.com

About: Every business has its supply chain planning puzzles, some are large, some are complex, some seem impossible to solve. Quintiq solves those puzzles using a single supply chain planning & optimization software.

DESCARTES™

Descartes Systems Group

120 Randall Drive
Waterloo, Ontario N2V1C6
519-746-8110
Toll Free: 1-800-419-8495
Email: info@descartes.com
Web: descartes.com

About: Descartes' software-as-a-service solutions improve the productivity, performance and security of logistics-intensive businesses. Our solutions are used to route delivery resources; plan and execute shipments; manage transportation; access global trade data; file customs and security documents; and complete other processes by participating in the world's largest, collaborative multimodal logistics community.

Dickson
800-757-3747
Web: dicksondata.com

DMLogic
412-458-4010
Web: dmlogicllc.com

DSA - Software
508-543-0400
Web: dsasoft.com

EC Market Inc
Web: ecmarket.com

Echo Global Logistics
585-427-2080
Web: echo.com

eCustoms
1 (716) 881-2590
Web: ecustoms.com

Edgewater Technology, Inc.
781-246-3343
Web: edgewater.com

Emerson Process Management
314-553-2000
Web: emerson.com

enVista
317-208-9100
Web: envistacorp.com

Epes Transport System, Inc.
336-668-3358
Web: epestransport.com

Epicor Software Corporation
1 (215) 493-8900
Web: epicor.com

eTeklogics
440-975-0686
Web: eteklogics.com

Expeditors
206-674-3400
Web: expeditors.com

Extol International Inc.
570-628-5500
Web: extol.com

FORTE
1 (513) 398-2800
Web: forte-industries.com

Fortigo, Inc.
512-372-8884
Web: fortigo.com

GT Nexus
510-747-3200
Web: gtnexus.com

HarrisData
262-784-9099
Web: harrisdata.com

Highjump Software
952-947-4088
Web: highjump.com



Highway905

105 Raider Boulevard
Suite 207
Hillsborough, New Jersey 08844
908-874-4867
Email: sales@highway905.com
Web: highway905.com

About: A pioneer in cloud-based supply chain execution products, driving profitability with increased supply chain visibility from inventory to the last-mile and reduced logistics expenses across all the associated cost centers.

Honeywell
425-348-2600
Web: honeywell.com

IBM
Web: ibm.com/solutions/alliance/us/en/index/scm.html



Welcome to global customs in the fast lane.

BluJay's global Customs Management connects cloud-based technology, black box functionality, unrivaled local customs expertise, and total visibility in one unified solution, helping you outpace the competition.

See what friction-free global customs management can do for you.

BLU JAY™
SOLUTIONS

blujaysolutions.com

Infinity QS
703-961-0200
Web: infinityqs.com

Infor
646 336 1700
Web: infor.com

Infor Global Solutions
678-319-8000

Inform Software Corp.
Web: inform-software.com

Infosite Technologies Inc
450-623-2000
Web: infositetech.com

Integration Point
1 (704) 576-3678
Web: integrationpoint.com

Intek Integration Technologies, Inc.
425-455-9935
Web: intek.com

Intellect Technologies
1 (609) 454-3170
Web: intellecttech.com

IntelliTrans
Web: intellitrans.com

JDA Software Group Inc.
480-308-3000
Web: jda.com

Jump Technologies
1 (651) 287-6000
Web: jumptech.com

Kronos
978-250-9800
Web: kronos.com

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

Landair
Web: landair.com

LLamasoft, Inc.
1 (734) 418-3119
Web: llamasoft.com

Lockmasters USA Inc.
Web: lockmastersusa.com

Logistics Management Services
770-587-2051

MACROPOINT
Web: macropoint.com

Manhattan Associates
1 (770) 955-7070
Web: manh.com

Marten Transport Ltd.
Web: marten.com

Maves International Software
1 (905) 882-8300
Web: maves.com

Motion Industries
(205) 956-1122
Web: motion-ind.com

Motorola Solutions
847-576-5000
Web: motorolasolutions.com

National Traffic Consultants Inc.
818-432-4516
Web: ntc-inc.com

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

NTELX
703-356-5050
Web: ww.telx.com

Oceanwide, Inc.
514-289-9090
Web: oceanwide.com

One Network Enterprises
972-385-8630
Web: onenetwork.com



Open Sky Group
1501 Limestone Village LN
Suite 207
Fuquay-Varina, North Carolina 27526
919-346-4500
Toll Free: 866-359-4437
Fax: 919-800-3404
Email: eric.neff@openskygroup.com
Web: openskygroup.com

About: Open Sky Group specializes in the implementation and integration of Warehouse Management, Labor and Transportation Management software. Open Sky Group's focus is on decreasing the time of implementation; getting you the system you need in six months or less to help keep your time and cost investment lower.

Oracle Corp.
650-506-7000
Web: oracle.com

Pelican Products
310-326-4700
Web: pelican.com

Printronic
(714) 368-2300
Web: printronic.com

Propak Corporation
479-478-7800

Provia Software
616-285-3311

Quintiq
610-964-8111
Web: quintiq.com

Railinc Corp.
1 (877) 724-5462
Web: railinc.com

RF-SMART
904-399-8500

RFIDSupplyChain.com
574-256-5228

Robocom Systems International
631-753-2180

Royal 4 Systems
562-420-9594

RVB Systems Group
919-362-5211

SAP America, Inc.
650-849-4000

SAS Institute Inc.
919-677-8000

Savi Technology
408-743-8000

ScanData Systems, Inc.
614-766-6622

SEKO Logistics
Toll Free: 800-228 2711
Web: sekologistics.com

SkyBitz, Inc.
703-478-3340

SmartBOL
1 (732) 981-0444
Web: smartbol.com

SmartTurn
415-685-4200

SMC3
770-486-5800
Web: smc3.com

Snowfall Technologies LLC
214-632-4498
Web: snowfalltechnologies.com



Softeon
11700 Plaza America Drive
Suite 910
Reston, Virginia 20190
703-793-0005
Toll Free: 855-SOFTEON
Fax: 703-793-1604
Email: contact@softeon.com
Web: softeon.com

About: Maybe you aren't familiar with Softeon, but that's okay. It's really our fault, because we don't invest a great deal of our resources in excessive advertising - we invest in: Our Technology, Our Talented Team, and Our Clients. Visit Softeon.com to learn more about our innovation and our successful partnerships.

Sprint
800-927-2199

Stratum Global, Inc.
303-730-7343

Streamline, Inc
1 (888) 886-4621
Web: streamline.bz

Swisslog
1 (757) 820-3400
Web: swisslog.com

TAGSYS
267-895-1750

Texas Cartage Warehouse, Inc.
214-320-3200

Tharo Systems, Inc.
330-273-4408

TMW Systems

Web: tmwsystems.com

TOPS Software

972-739-8677

Toshiba

Web: toshiba.com

Tote Maritime

10550 Deerwood Park Boulevard
Suite 509

Jacksonville, Florida 32256

253-449-8100

Toll Free: 877-775-7447

Web: totemaritime.com

Transcore

717-561-2400

TransGroup Global Logistics

(206) 244-0330

Web: transgroup.com

Transite Technology, Inc.

919-862-1900

TransLogistics, Inc.

610-404-1610

Transolutions, Inc.

480-473-2453

Transplace

866-445-9425

Web: transplace.com

Transport Security, Inc.

952-442-5625

Transportation Insight

877-226-9950

Web: transportationinsight.com

TranSystems

816-329-8700

Web: transystems.com

Trinity Logistics, Inc.

302-253-3935

Triple Point Technology

203-429-3000

Web: tpt.com

TSi Logistics

770-474-1555

Universal Logistics

586-920-0100

Web: universallogistics.com

**Varsity Logistics**

Office

Pacifica, California 94066

650-392-7979

Email: sales@varsitynet.com

Web: varsitylogistics.com

About: Varsity Logistics software runs on the IBM i (AS/400) platform, providing seamless shipping and transportation management solutions to 3PLs, trucking and distribution companies, warehouses and more. We offer shipping solutions for Freight and Parcel, along with auditing, analytics and an arrangement of ShipSelect modules.

Versatile Systems, Inc.

425-778-8577

Web: versatilemobile.com

Videojet Technologies Inc.

1 (630) 860-7300

Web: videojet.com

Videx, Inc.

541-758-0521

Wolters Kluwer Transport Services - Transwide TMS

1 (800) 763-3240

Web: transwide.com

Xeneta AS

Web: xeneta.com

XpressRate

1 (855) 517-3777

Web: xpressrate.com

Zebra

847-634-6700

Web: zebra.com



Industry Organizations

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

LM



Forklift Academy

5737 Kanan Rd,
Suite 508
Agoura Hills, California 91301
Phone: 888-381-2572
Email: info@forkliftacademy.com
Web: forkliftacademy.com

About: Forklift Academy created affordable forklift certification solutions for companies and individuals to comply with OSHA. Our training solutions include convenient online training, in person training at our academy, on-site training at your location, and a master trainer's kit for companies to establish and run their own program effortlessly.

AIM Global
724-742-4470
Web: aimglobal.org

Airlines for America
202-626-4000
Web: airlines.org

American Association of Exporters and Importers AAEI
202-857-8009
Web: aaei.org

American Association of Port Authorities
703-684-5700
Web: aapa-ports.org

American Moving and Storage Association AMSA
703-683-7410
Web: moving.org

American Short Line Railroad Association
202-628-4500
Web: aslrra.org

American Trucking Associations, Inc. ATA
703-838-1700
Web: truckline.com

APICS The Association for Operations Management
773-867-1777
Web: apics.org

CAN/AM Border Trade Alliance
716-754-8824
Web: canambta.org

Canadian Association of Importers & Exporters Inc.
416-595-5333
Web: iccanada.com

Canadian International Freight Forwarders Association Inc.
416-234-5100
Web: ciffa.com

Canadian Trucking Alliance
416-249-7401
Web: cantruck.ca

CITT
416-363-5696
Web: citt.ca

Clean Energy Fuels
4675 MacArthur Ct.
Newport Beach, California
949-437-1000
Web: cleanenergyfuels.com

Coalition of New England Companies for Trade
508-481-2161
Web: conect.org

Containerization & Intermodal Institute
732-817-9131
Web: containerization.org

Council on Safe Transportation of Hazardous Articles COSTHA
518-761-0389
Web: costha.com

Dangerous Goods Advisory Council
202-289-4550
Web: dgac.org

Delta Nu Alpha Transportation Fraternity, Inc.
615-360-6863
Web: deltanualpha.org

Expediting Management Association, Inc.
403-201-6401
Web: expedite.org

Express Carriers Association
703-361-1058
Web: expresscarriers.com

Express Delivery and Logistics Association
816-221-0254
Web: expressassociation.org

Forklift Academy
888-381-2572
Web: forkliftacademy.com

Freight Management Association of Canada
(613) 599-3283
Web: cita-acti.ca

Global Cold Chain Alliance
703-373-4300
Web: gcca.org

Inland Rivers, Ports, & Terminals, Inc.
(618) 468-3010
Web: irpt.net

Institute For Supply Management
Web: instituteforsupplymanagement.org

Institute of International Container Lessors
202 223-9800
Web: iicl.org

Institute of Packaging Professionals
630-544-5050
Web: iopp.org

Intermodal Association of North America
301-982-3400
Web: intermodal.org

International Air Transport Association IATA
514-874-0202
Web: iata.org

International Vessel Operators Hazardous Materials, Assoc. Inc.
518-761-0263
Web: ivodga.com

International Warehouse Logistics Assoc.
847-813-4699
Web: iwla.com

Material Handling Industry

8720 Red Oak Blvd.
Suite 201
Charlotte, North Carolina 28217
704-676-1190
Fax: 704-676-1199
Web: mhi.org

Motion Industries, Inc.
(205) 956-1122
Web: motion-ind.com

NAFA Fleet Management Association
609-720-0882
Web: nafa.org

National Air Transportation Association, Inc.
202-774-1535
Web: nata.aero

National Association of Foreign-Trade Zones
202-331-1950
Web: naftz.org

National Customs Brokers & Forwarders Assoc. of America
202-466-0222
Web: ncbfaa.org

National Defense Transportation Association
703-751-5011
Web: ndtahq.com

National Motor Freight Traffic Association, Inc.
703-838-1810
Web: nmfta.org

National Private Truck Council
703-683-1300
Web: nptc.org

National Shippers Strategic Transportation Council, NASSTRAC
202-367-1174
Web: nasstrac.org

National Tank Truck Carriers, Inc.
703-838-1960
Web: tanktruck.org

National Waterways Conference, Inc.
703-224-8007
Web: waterways.org

Industry Organizations

National Wooden Pallet & Container Association
703-519-6104
Web: palletcentral.com

New Jersey Economic Development Authority
(866) 534-7789
Web: njeda.com

New York/New Jersey Foreign Freight Forwarders & Brokers Association
732-741-1936
Web: nynjforwarders-brokers.org

Parcel Shippers Association
571-257-7617
Web: parcelshippers.org

Private Motor Truck Council of Canada
905-827-0587
Web: pmtc.ca

Rack Manufacturers Institute
704-676-1190
Web: mhi.org/rmi

SOLE - The International Society of Logistics
301-459-8446
Web: sole.org

Specialized Carriers & Rigging Association ATA-
703-698-0291
Web: scanet.org

Supply Chain & Logistics Association Canada
416-977-7111
Web: scma.com

Texas Cartage Warehouse, Inc.
214-320-3200

The International Air Cargo Association
786-265-7011
Web: tiaca.org

The Intl. Furniture Transportation and Logistics Council, Inc.
508-945-2272
Web: iftlc.org

The National Industrial Transportation League
703-524-5011
Web: nitl.org

Transportation Intermediaries Association
703-299-5700
Web: tianet.org

Truck Renting & Leasing Association
703-299-9120
Web: trala.org

Truck Trailer Manufacturers Association
703-549-3010
Web: ttmanet.org

Truckload Carriers Association
703-838-1950
Web: truckload.org

Warehousing Education and Research Council
630-990-0001
Web: werc.org





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Whatever manufacturing and supply chain solutions or insights you need to FUTUREPROOF your business, you'll find them at MODEX 2018.

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MODEX Keynotes:

**Monday, April 9
8:45 AM – 9:30 AM**

**Anticipating
Tomorrow's Supply
Chain Challenges – Today**

JUAN PEREZ
Chief Information and
Engineering Officer, UPS

**Monday, April 9
9:30 AM – 10:00 AM**

Welcome to MODEX 2018

GOVERNOR NATHAN DEAL
Governor of Georgia

**Tuesday, April 10
8:45 AM – 9:45 AM**

**Harnessing Our
Digital Future**
How the Digital
Revolution is Accelerating
Innovation, Driving
Productivity and
Irreversibly Transforming
Employment and the
Economy

ANDREW MCAFFEE
Co-Founder &
Co-Director, Initiative
on the Digital Economy

**Wednesday, April 11
8:45 AM – 9:45 AM**

**2018 MHI Annual Industry
Report Keynote Panel**

GEORGE W. PREST
CEO, MHI

SCOTT SOPHER
Principal, Deloitte
Consulting LLP

**Wednesday, April 11
1:00 PM – 2:00 PM**

Why Dirty Jobs Matter



MIKE ROWE
Founder,
mikeroweWORKS Foundation



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Atlanta, Georgia
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Financial Services

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



CT Logistics

12487 Plaza Drive
Cleveland, Ohio 44130
216-267-2000, ext. 2190
Fax: 216-267-5945
Email: sales@ctlogistics.com
Web: ctlogistics.com

About: Since 1923, CT has provided global freight audit/payment for all modes/currencies. Partner with CT to design and deliver customized supply chain solutions. CT's FreightRater, Nc software is the industry's first choice for freight analysis and TMS solutions. CT provides BI for benchmarking/trending with dashboards. CT has SOCII and ISO 9001:2008 certifications.



Transportation Insight

310 Main Avenue Way SE
Hickory, North Carolina 28602
877-226-9950
Fax: 828-322-2843
Email: info@transportationinsight.com
Web: transportationinsight.com

About: Transportation Insight offers a Co-managed Logistics® form of 3PL, carrier sourcing, freight invoice audit and payment services, state-of-the-art TMS applications and business intelligence. Logistics services include multi-modal domestic transportation (LTL, Parcel, TL), e-commerce shipping solutions, supply chain analytics, international, warehouse sourcing, LEAN consulting and supply chain sourcing of indirect materials.

American Express
212-640-2000
Web: americanexpress.com

Bank of America Corporation
704-386-5681
Web: bankofamerica.com

Citigroup
212-559-1000
Web: citigroup.com

CT Logistics
216-267-2000, ext. 2190
Web: ctlogistics.com

Euler Hermes
410-753-0753
Web: eulerhermes.us

Gateway Commercial Finance LLC
1 (561) 734-2706
Web: gatewaycfs.com

GE Capital
Web: gecapital.com

HSBC Corporate Services
877-472-2249
Web: business.us.hsbc.com/en/

JPMorgan Chase & Co.
1-212-270-6000
Web: jpmorganchase.com

KPMG, LLC
Web: kpmg.com

MasterCard Worldwide
Web: mastercard.us

Meridian Finance Group
310-260-2130
Web: meridianfinance.com

PrimeRevenue
678-904-7100
Web: primerevenue.com

Rapid Ratings
Web: rapidratings.com

The Garden City Group, Inc.
Web: gardencitygroup.com

Transportation Insight
877-226-9950
Web: transportationinsight.com

UPS Capital
35 Glenlake Parkway NE
Atlanta, Georgia 30328
877-263-8772
Web: upscapital.com

US Bank
U.S. Bank
P.O. Box 6343
Fargo, North Dakota 58402
866-274-5898
Email: intouchwithus@usbank.com
Web: usbank.com/cgi_w/cfm/commercial_business/products_and_services/corp_payment/freight.cfm

Visa Inc.
650-432-3200
Web: visa.com

Wells Fargo
800-869-3557
Web: wells Fargo.com

Zurich North America
800-382-2150
Web: zurichna.com



2017 Quest for Quality Winner—Intermodal Marketing Company

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Over the decades, our commitment to these four goals has never wavered. No matter what you're shipping, where it's going or how it's getting there, our commitment to you is the same as it was when we began The Perfect Shipment® program in 1992.

From pickup to destination, you can rely on us to provide transportation solutions that meet your expectations.

For more info: www.alliance.com | 1-800-222-0451

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- Over-the-Road Transportation
- International Transportation Service
 - Air Freight Services
 - Customs Brokerage
 - Freight Forwarder, NVOCC
 - Shippers Risk Coverage Services
- Temperature Control
 - Refrigerated Fleet
- Warehousing and Distribution Services
- Dedicated Fleet
- Continuous Movement Program™



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Pamela Rollins
Sr. V.P. Business
Development

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Miami, FL 33122
Toll Free: 800-927-6059
Ph: (305) 506-2989
Fax: 305-718-8271
sales@amerijet.com

www.amerijet.com



About Amerijet

Founded in 1974, Amerijet provides global transportation services from its core markets in the U.S., Caribbean, Mexico, Central and South America to anywhere in the world. With 25 offices in the United States and 130 international offices, Amerijet is able to offer scalable solutions ranging from traditional airport-to-airport to port-to-port movements as well as door-to-door services to its primary destinations.

Customized Solutions

Amerijet provides highly distinct air cargo services through its worldwide network, providing consistent delivery of all types of shipments, including live animals, high value shipments, hazardous materials, temperature controlled and pharmaceuticals. Amerijet International is the first all-cargo airline of U.S. origin to earn IATA's CEIV-Pharma certification, promising to exceed the high standards set by the pharmaceutical industry.

With a consistent aim to increase efficiency, quality and reliability, and the experience to transport difficult-to-handle freight, Amerijet's tailored industry solutions combine land, air and ocean operations.

For customers requiring dedicated service solutions due to the intricacy and scale of their projects, Amerijet operates long and short-term charters within and beyond its network. Amerijet's strength lies in its collaborative customer approach to understand the complexities of each project and deliver the solutions they need.

Technology

As an early adapter of EDI communications, Amerijet accepts digital bookings and transmits proof of delivery information with many of its worldwide customers using Cargo-XML messages. Customers can easily connect to Amerijet directly or by using Descartes or CHAMP. Amerijet is fully E-AWB ready.

More About Amerijet

With more than 40 years of experience in the cargo industry, Amerijet operates its own dedicated freighter fleet of B767-300 aircraft from its primary hub at the Miami International Airport to 38 destinations throughout the Caribbean, Mexico, Central and South America. The company provides more main deck capacity to more destinations with more frequency than any other all-cargo operator in its service region. Amerijet's global network reaches 476 destinations in Europe, Asia, Pacific, South Africa and the Middle East with seamless and transparent transportation solutions for customers shipping time-sensitive, valuable and temperature controlled commodities.

The company's Miami 210,000 square-foot export (19,509 square-meter) and 100,000 square-foot (9,290 square-meter) imports air cargo handling facilities include a custom-built perishable handling center providing refrigerated, frozen and chilled storage to maintain the cold chain integrity of pharmaceuticals and perishables during the transportation process. Advanced monitoring procedures, real-time shipment alerts and cargo tracking provide end-to-end visibility of every shipment.



Averitt Express is a full-service transportation and supply chain services provider with more than four decades of award-winning industry experience. Our mission is to help shippers succeed from Point A to Point B and everywhere in between with the simplicity of: **One Contact. One Invoice. Zero Worries.**



E-Commerce
Solutions



North America
LTL & Truckload



Intermodal Rail
Services



Port Services



Mexico/Canada
Cross-Border



Expedited
Ground/Air



Warehousing
And Fulfillment



International
Forwarding

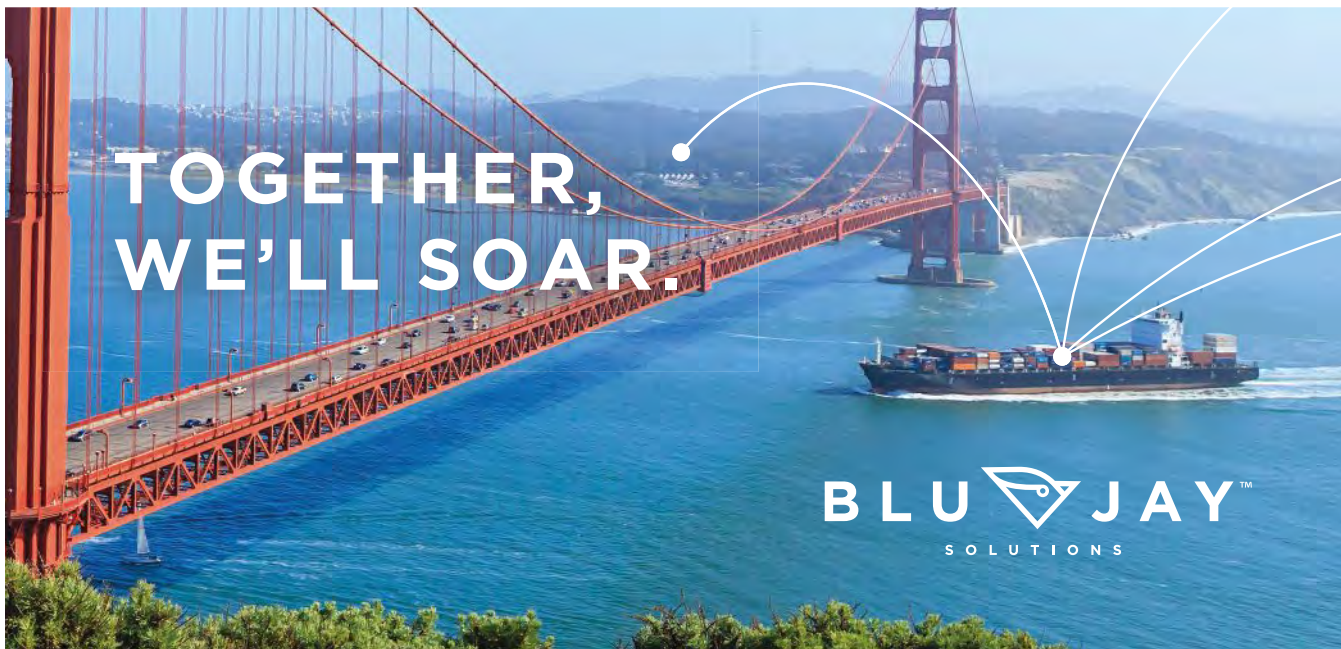


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BluJay Solutions delivers supply chain software and services to the world's most progressive retailers, distributors, freight forwarders, manufacturers, and logistics service providers.

We are transforming the logistics of supply chain with the BluJay Global Trade Network, and a demonstrated commitment to customer success.

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- **TRANSFORM YOUR SUPPLY CHAIN ECONOMICS** for disruptive advantage in global trade. Fuel the top line and improve the bottom line.
- **ACHIEVE GREATER VELOCITY** of global trade. Operate at the speed of business, even in the face of dynamic market forces and fluctuations in customer demand.
- **SEE BEYOND THE HORIZON** to optimize your future in the global economy, with true end-to-end collaborative visibility to know how, when, and why your world is changing.

The BluJay Global Trade Network is a fundamentally new model that goes beyond automation to harness the full power of the global supply chain ecosystem. At the heart of this powerful network is BluJay's comprehensive and integrated portfolio of logistics applications, analytics, and services, all delivered through a scalable, single instance multi-tenant cloud.

With rich domain expertise in all areas vital to global trade – transportation, parcel, freight forwarding, warehouse, customs and compliance – along with four decades of experience, BluJay is the trusted choice of over 7,500 customers in more than 100 countries. Customer success is the standard by which BluJay measures success. Over 1,000 motivated employees worldwide are committed to delivering on this promise.

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Experience Providing

Leading-Edge Logistics Solutions

FLS
TRANSPORTATION SERVICES



Mike Flinker, President & Co-Founder

Don't Pardon the Disruption. In the past year, we've been exposed to several disruptors in logistics. While disruption normally carries a negative connotation, in logistics, we are referring to an entity that displaces established markets while introducing an innovative approach to solving a supply chain problem.

If disruptors are doing nothing else, they are challenging traditional companies to focus their energy on innovation and increase the effectiveness of their supply chains. Logistics companies, especially those who are early adopters of technology, and have developed deeply collaborative relationships with their clients, can work with you to turn your supply chain into a competitive weapon that will help you win over new business, while at the same time identifying cost drivers in your processes that can be reduced or cut out altogether.

From Laggard to Leader. One of the most valuable conversations we are having with our clients today, is how we, as a logistics provider, can utilize innovative technology to improve service, reduce cost, and share information in a way that will increase supply chain efficiency. For those clients who may be saddled with seemingly unwieldy legacy systems, we can provide the real experiential data they need, in a format their systems can digest, so they can combine data with market insights, and make business decisions that will propel them into the lead, ahead of their competition.

Top of Your Game. Being able to take advantage of innovative technology, collaborating with dedicated professionals who can translate information into insights to improve your supply chain performance, and outsourcing logistics processes to a third party who is a leader in the logistics space will give your supply chain a competitive advantage.

Explore how you can take advantage of innovation and get to the top of your game. Contact us at solutions@flstransport.com.

solutions@flstransport.com | 800.739.0939 | www.flstransport.com





The Landstar Advantage

A recognized industry leader, Landstar provides safe, secure, reliable transportation services delivered by our unique network of independent agents and capacity providers. Landstar customers enjoy personalized service at the local level with the global reach and resources of a multi-billion dollar company.

Safe, Reliable Capacity at a Cost-effective Price

- One of the industry's largest van and platform selections with over 53,000 truck capacity providers under contract
- Expedited cargo vans, straight trucks and tractor-trailers
- 14,000 pieces of trailing equipment
- Access to 1,400 stepdecks, 1,300 flatbed trailers
- Drop and hook services
- Specialty trailers ranging from beam, blade and Schnabels to double drop, stretch and multi-axes

Global Air & Ocean Freight Forwarding Services

- Import/Export, at major ports
- Air express, air cargo and air charter
- Licensed NVOCC
- Full & less-than-container loads, plus over-dimensional breakbulk

Rail Intermodal

- Boxcar, bulk, flatcar and tank capacity
- Contracts with major rail and stack train operators
- Service into Canada and Mexico



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

Solutions@landstar.com | www.landstar.com



LYNDEN



Jim Jansen
Chairman

Lynden
6441 South Airpark Place
Anchorage, AK 99502
1-888-596-3361
information@lynden.com
www.lynden.com



Lynden began with a clear mission: put the customer first, deliver quality, and be the best at what you do. Today, Lynden's service area has grown to include Alaska, Washington, Hawaii and Western Canada, with additional service extending throughout the United States and internationally, via land, sea and air. Our mission remains the same. Complex transportation problems can be solved in the hands of the right people, with the right tools and the right experience. 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 Western Canada as well as other areas around the globe, Lynden has built a reputation of superior service to diverse industries including oil and gas, mining, construction, retail and manufacturing.

The combined capabilities of the Lynden companies includes truckload and less-than-truckload transportation, scheduled and charter barges, rail barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air forwarding, international ocean forwarding, customs brokerage, trade show shipping, remote site construction, sanitary bulk commodities hauling, and multi-modal logistics.

The Lynden family of companies delivers a completely integrated freight transportation package. Our people have the knowledge to quickly respond and solve your multi-modal transportation problems. Lynden offers customers sophisticated technologies, including a suite of online services, to capture data and translate it into information that helps you with every aspect of your freight and logistics. From origin to destination, over any terrain, managing freight movement, as well as the flow of information, Lynden provides innovative solutions to meet your unique needs, keeping you in control while providing you with services no other company can match.

LYNDEN
Innovative Transportation Solutions

www.lynden.com 1-888-596-3361



Matthew J. Cox
Chairman and
Chief Executive Officer
Matson, Inc.

Matson®

Rated the #1 Ocean Carrier by consumers in *Logistics Management's* annual Quest for Quality awards for three consecutive years, Matson is known for its industry-leading schedule reliability and award-winning customer service.

Our diversified fleet features purpose-built containerships, combination container and roll-on, roll-off vessels and specially designed container barges. Matson's ships and assets are U.S.-built, U.S.-crewed and U.S.-operated, which provides advantages in the integrated trade lanes of our operations spanning the Pacific.

Serving Hawaii from the West Coast continuously since 1882, Matson is uniquely experienced in carrying the wide range of commodities needed to support remote economies. Matson provides a vital lifeline to the economies of Hawaii, Alaska, Guam, Micronesia and select South Pacific islands, and is a key supply chain component, allowing customers to rely on dependable vessel schedules to continually replenish inventories.

Matson's China-Long Beach Express has a strong reputation in the Transpacific trade for reliable, expedited service from China to Long Beach, consistently delivering the fastest transit times and offering next day cargo availability on the West Coast.

Logistics Excellence

Matson Logistics, also a Quest for Quality winner, helps companies source, store, and deliver their products faster, better, at lower cost, and more reliably. Our services and technology are customized to drive efficiencies in—and costs out—of sourcing and distribution networks for companies of all sizes. Our team can help you with:

- Long haul and regional highway FTL and LTL service
- Domestic and international intermodal rail service with all Class I providers
- Specialized hauling, flatbed and project logistics
- Contract and public warehousing at key East and West Coast ports including transload, cross-dock and product preparation and handling down to the SKU level
- Freight forwarding in Alaska
- Value-added packaging services, light assembly, and product customization
- E-commerce fulfillment and DtC programs
- Asia-origin consolidation, PO management, customs brokerage, and NVOCC services for FCL and LCL shipments
- Online, on-demand portal to book, track, and manage your shipments—from source to store

Matson is firmly committed to operational excellence and providing its customers with the highest level of service across all modes of transportation.

Learn more at matson.com.



The Industry That Makes Supply Chains Work®

The increasingly integrated and globalized economy has redefined the dynamics of success for modern organizations. The complexity of managing supply chains that span continents and dominate markets demands agile and adaptable strategies, equipment and systems.

Success depends on effective material handling, logistics and supply chain solutions that deliver the right product to the right market at the right time in the most efficient and cost-effective way.

MHI is the trade association leading this vital industry. MHI members are material handling, logistics and supply chain equipment and systems manufacturers, integrators, third party logistics providers, consultants and publishers.

Their membership in MHI reflects an ongoing commitment to the increased safety, productivity and profitability of manufacturing and supply chain operations.

Visit MHI.org to learn more about our members and the solutions they offer.

2017 MHI Annual Industry Report

The 2017 MHI Annual Industry Report, developed in collaboration with Deloitte, reflects the views of over 1100 industry insiders.

Respondents included manufacturers, distributors, service providers, and others – more than 50% of them with senior executive, general manager, or department head titles.

Download the complete report at MHI.org.

MODEX 2018

In April 2018, MHI will host a premier manufacturing and supply chain expo - MODEX. Over 850+ of the leading providers will be at the Georgia World Congress Center in Atlanta to showcase the best solutions and innovations in the industry.

At MODEX, you can see and learn about the latest innovations and network with your peers. MODEX will include keynotes, over 100 show floor seminars and networking opportunities. Learn more and register to attend at MODEXShow.com



George W. Prest, CEO MHI



Mark your calendars for ProMat
April 9-12, 2018
Georgia World Congress Center

Visit MODEXShow.com
to learn more and register to
attend



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THE NORTHWEST
SEAPORT ALLIANCE
Gateway to Solutions

The Northwest Seaport Alliance
P.O. Box 2985
Tacoma, WA 98401
Phone: (800) 657-9808
info@nwseaportalliance.com
www.nwseaportalliance.com

2 Harbors, 1 Gateway

The Northwest Seaport Alliance brings together two of the nation's premier harbor facilities to form a single, integrated gateway for marine cargo. Our combined terminal facilities, carriers and ports of call provide unlimited options and flexibility to suit your unique supply chain needs.

Strategically located in the northwest corner of the U.S., we offer shorter transits from Asia, and are the first and last ports of call for many transpacific liner services. We are also a major gateway to Alaska and Hawaii; more than 80% of trade between Alaska and the lower 48 states moves through our harbors. In addition to containers, we are also a major center for bulk, breakbulk and project/heavy-lift cargoes, and automobiles.

Make better connections

Shorter transit times from Asia make The Northwest Seaport Alliance the natural port of choice for time-sensitive container cargo headed to the Midwest, Ohio Valley and the East Coast.

Our on-dock rail capabilities, transcontinental rail service from two Class 1 railroads with both international and domestic rail service options, and near-terminal transload warehouse facilities offer plenty of options and the flexibility to move cargo how and when you want.

Our close proximity to the 2nd largest concentration of warehousing on the U.S. West Coast also make us an ideal location for warehousing, distribution, and transload operations.

We pride ourselves on being proactive and performance-driven, and put unrelenting focus on delivering on a promise of operational excellence and best-in-class service for our customers worldwide. And our commitment to working hand-in-hand with our supply chain partners to provide cost-effective, innovative shipping solutions is unparalleled in the industry.

It's all about helping you get the job done.

Make our competitive advantages yours:



**BIG-SHIP
READY**



**ROOM TO
GROW**



**HASSLE-FREE
CONNECTIONS**



**CARGO
HANDLING
EXPERTS**



**BEST-IN-CLASS
CUSTOMER
SERVICE**

The ports of Seattle and Tacoma (Washington State, USA) joined forces in August 2015 to unify management of their marine cargo facilities, thereby strengthening the gateway and attracting more marine cargo and jobs for the Puget Sound region. The alliance is a port development authority governed by the two ports as equal members, with each port acting through its elected Port Commission.

Odyssey

Innovating Logistics


Innovating Logistics

Founded in 2003, Odyssey Logistics & Technology Corporation (Odyssey) is a leading global logistics and transportation service provider that is focused on custom solutions across multiple verticals. With operations in North America, Europe and Asia, Odyssey has a workforce of over 1,700 and more than 2,000 customers.

Organizations with diverse and complex transportation needs rely on Odyssey's innovative technologies to deliver thorough, high-value logistics strategies. Odyssey's clients benefit from tailored solutions across multiple transportation modes, backed by the power of its more than \$2B freight network. Odyssey develops targeted, comprehensive logistics solutions that address each client's unique set of challenges, systems, products and vision.

Solving Complex Problems: Services Offered

Partnering with Odyssey provides access to exceptional logistics and technology, with complete transparency and control for clients' transportation needs. Odyssey's logistics services are available in all modes of transport, including:

- Intermodal
 - o IMC for 20', 40', 53' Container Service
 - o Bulk Chemical ISO Tank
 - o Bulk Food Grade ISO Tank
 - o Metals Services
 - o ISO Tank Depot Services
- Trucking
 - o Less-Than-Truckload (LTL)
 - o Truckload (TL)
 - o Bulk Commodities
 - o Flatbed and Warehousing
- International Transportation
 - o Customs Brokerage
 - o Freight Forwarding
 - o NVOCC
- Managed Services & Consulting
 - o Integrated Global Logistics Management
 - o Sample Fulfillment
- WIN™ Transportation Management System

Odyssey's deep experience with every phase of the transport process has been developed over decades, enabling the company to fill in any logistics gaps clients may be experiencing. Odyssey's team of experts remains active in the marketplace, staying abreast of industry trends and knowledgeable of regulatory developments. Its robust systems enable continual assessment of the strengths of various carriers and monitoring of prevailing market rates.

No matter what their transportation needs, clients can trust Odyssey to provide the best possible solution and know that its culture of continuous process improvement – and innovating logistics – will deliver the added value they deserve.

Odyssey Logistics & Technology Corporation.

39 Old Ridgebury Road, Danbury, CT 06810
(p) 855.412.0199 (f) 203.448.3901
www.odysseylogistics.com

ADS Logistics Co, LLC • Capital Transportation Solutions LLC • Chemical Marketing Concepts LLC • CMI Logistics LLC • Interdom LLC • International Forwarders, Inc. • Linden Bulk Transportation LLC • Odyssey FoodTrans LLC • Odyssey International LLC • Odyssey Overland LLC • Optimodal, Inc • WIN™ Transportation Management System
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Packsize International
3760 W. Smart Pack Way
Salt Lake City, UT 84104
801.944.4814
www.packsize.com

Velocity of Goods + Supply Chain Visibility

It is all about speed now and into the near term. Every process for every step of a product's shipment is under analysis, consideration, and likely, a restructuring. As shopper expectations heighten, the desire to move at the speed of the internet is held by multiple industry stakeholders at every step of the supply chain.

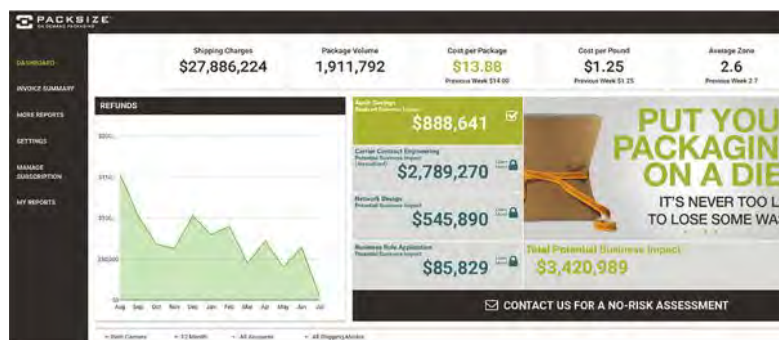
Packsize led this wave with top retailers by eliminating the need to buy and store pre-made boxes. We continue today, worldwide, to take a comprehensive view of our customers' corrugated packaging operations. In doing so, Packsize has implemented innovative technological and lean approaches, smart design, and customized solutions to address their greatest concerns.

Whether your focus is on quick access to a reliable corrugated supply chain, material savings, storage, transportation, shipping, or product protection, Packsize delivers a superior On Demand Packaging® remedy. By tailoring a pre-configured packaging system designed for your business with no capital expenditure but with the right amount of materials and services, you receive the scalable performance and reliability needed to achieve a highly efficient, right-sized packaging operation.

Parcel Accountability

We don't stop with the box. In addition to helping your company ship everything fast and with smallest possible box™ intent, Packsize can also help improve your overall parcel health. Packsize Parcel Accountability™ software ensures that transportation and shipping costs don't adversely affect your bottom line by identifying refund opportunities, such as service failure and damaged goods, against contractual agreements. You automatically receive credit for any discrepancies found.

With logistics in an amped state-of-change, leverage Packsize's positive approach to disruptive technologies and our longstanding cross-industry packaging experience. Take advantage of the best practices applied by the inventors of On Demand Packaging®.



Customer with a \$28 million annual shipping spend saved almost \$900,000 annually with Pack Parcel Inspector™.

5 Benefits of On Demand Packaging®



Use less corrugated



Minimize void fill



Reduce shipping charges



Minimize damages



Increase throughput

COMMITTED TO **SUSTAINABILITY** TODAY, TOMORROW & **INTO THE FUTURE**



Chuck Hammel, III
President

In 1979, when my father encouraged my brothers and me to open a trucking company, he instilled in me the importance of listening to our customers' needs. By staying true to this core value for over 38 years, we have gained great insight into what the marketplace needs. We are the logistics provider that is skilled to consultatively understand what the problem is you are facing and work with you to determine the best solution.

We understand the impact our trucks have on the environment, the economy, and our communities, and we are committed to sustainability today, tomorrow and well into the future. What may have started out as good business practices has transformed into a successful sustainability platform focused on the 3 P's, "People, Planet & Profit."

It's no coincidence that People is our first pillar. We take care of our people, who in turn take exceptional care of our customers. I am proud that this, and our other core attributes established in 1979, still hold true today.

In addition to a focus on our people, we've made significant strides in our responsibility of the planet. PITT OHIO is taking solar energy to the next level in Pittsburgh by enhancing the use of solar and wind with the installation of a renewable DC Microgrid, including 1 wind turbine and 180 solar panels on the roof of our terminal. I'm expanding this research project at our Cleveland, Ohio terminal, which will include 8 wind turbines and 708 solar panels.

The more we learn about carbon emissions, the more it energizes us to do our part to reduce it. We assess our fleet regularly and replace it with new, more

carbon-efficient equipment, including the addition of 24 CNG (Compressed Natural Gas) tractors.

Technology continues to be a company focus as we allow our business to drive our technology advancements. Simply put, we use innovation and our technology to make shipping effortless for our customers throughout the shipment cycle. We're leveraging the use of our on-board computing systems to deliver superior on-time performance and remain environmentally conscious. As a result, we're providing Estimated Times of Arrival (ETA) and integrating directly with our customers making it possible for you to have heightened supply chain visibility.

Bring us your challenges. It's likely we have the solution or we will use our creativity and years of experience to shape a solution that solves your logistics challenge. Leverage our resources, know-how and vision to solve the transportation problems you are facing. We promise to still excel at the basics, which built this company nearly 40 years ago. Rely on us to be your one stop shop and your go-to supply chain problem solver.

We strive to be the best in the industry by listening to our customers and understanding their business. Thank you for trusting PITT OHIO to do just that.

PITT OHIO
SUPPLY CHAIN • GROUND • LTL • TL

www.pittohio.com




RICKENBACKER
INLAND PORT

What takes others days,
takes us hours.

With more speed, better service and revolutionary ideas — such as our innovative new air cargo terminal that puts air service, comprehensive warehousing and office space all under one roof—the future is now.

Old ways of doing business cannot survive. Progressive companies have already chosen to move their imports and exports through faster and more reliable Rickenbacker Inland Port.

Anchored by a cargo-dedicated international airport and state-of-the-art intermodal facility with a global reach, you can ship anywhere in the world and eliminate hours and costs from your supply chain.

In the heart of Ohio's smart and open Columbus Region, where unparalleled collaboration happens daily, friendly and knowledgeable personnel work hand-in-hand to make Central Ohio a critical link in your supply chain.

Ship anything anywhere

Imports and exports

Rickenbacker Inland Port, a high-speed international, multimodal logistics hub with an ideal centralized location, can get your goods anywhere in the world faster and more reliably.

More capabilities, less congestion

Cargo-dedicated airport

Rickenbacker International Airport (LCK), one of the world's only cargo-dedicated airports, easily supports the world's largest aircraft. Cargolux, Cathay Pacific Cargo, Emirates SkyCargo, and Etihad Cargo, along with FedEx and UPS, are among the premier cargo airlines serving U.S. importers and exporters. International carriers from LCK offer export services to hubs in Asia, Europe and the Middle East, providing worldwide access through their extensive global networks.

Have a question? Call Bryan!

Bryan Schreiber

Manager

Business Development – Air Cargo

011-614-409-3621

BSchreiber@ColumbusAirports.com

Learn more at

RickenbackerInlandPort.com





Omnichannel Solutions for Today's Supply Chain

Successful omnichannel businesses depend on an effective supply chain. Improving velocity and value are key priorities for omnichannel supply chain management.

At Saddle Creek, we specialize in helping retailers, manufacturers and ecommerce companies get products where they need to be quickly, cost-effectively and seamlessly.

Our customized, scalable omnichannel solutions leverage our integrated logistics capabilities, advanced technology, and nationwide network. As a result, you can expect:

- Ability to handle pallets, cases & pieces under one roof
- Seamless service across channels
- Faster order processing for online orders
- Improved inventory management and visibility
- Reduced distribution costs
- Ability to accommodate business fluctuations/growth

Looking for omnichannel solutions that offer speed, service, and scalability? **Contact us today!**



>90%

of shoppers expect seamless omnichannel service.

(business2community.com)

75%

of retailers are experiencing increased demand for more rapid fulfillment.

(The E-Tailing Group)

8 in 10

are spending more on order management and fulfillment.

(Supply & Demand Chain Executive)



sclogistics.com
888-878-1177
sales@sclogistics.com

WAREHOUSING • OMNICHANNEL FULFILLMENT • TRANSPORTATION



Southwest Cargo®

Southwest Airlines® stands above the rest with an unmatched flight schedule of over 3,800 flights across our network. With a high frequency flight schedule to choose from, Customers can take advantage of our expedited air cargo service across the map.

We understand the urgency of time critical shipments and know that sometimes overnight is not an option. With our express service, **Next Flight Guaranteed (NFG)™**, we provide flight specific service (on available flights) and a 100 percent money-back guarantee. Flight specific service allows Customers to select the next available flight departure for their shipments. If your shipment does not require next flight service, we offer **RUSH Priority Freight™**, or **Freight™**, service.

Customer Service remains a focus for Southwest Cargo. Our Employees are proud to operate Cargo Facilities in a majority of our destinations, providing Customers with award-winning Customer Service and operational excellence. In 2017, Southwest Cargo was recognized with awards in excellence from *Air Cargo World*, Airforwarders Association (AfA), and Express Delivery & Logistics Association (XLA). Thanks to the Employees in many different capacities across our system, our Customers' shipments move ontime, fast, and efficiently.

Customers can take advantage of our Relentlessly Reliable® service by contacting our Cargo Customer Care Center at (800) 533-1222. Our Representatives are available seven days a week. As **Southwest Cargo** remains committed to providing our Customers with the most reliable shipping options and the best Customer Service in the industry, we will continue to focus on growing our network and enhancing the Cargo Customer Experience. To find information on our flight schedule, rates, network, or to open a cargo account, visit swacargo.com®.

Southwest®
Cargo



*Tim Nolan
President, TOTE Maritime Puerto Rico*

HERE FOR YOU

SAFETY. COMMITMENT. INTEGRITY.

TOTE Maritime understands shipping goes beyond reliable deliveries, it's about you. We've always made our clients' needs our primary focus, offering efficient and unparalleled customer service as we ship a wide variety of cargo twice weekly from Jacksonville to Puerto Rico.

In every journey we take, our aim is to exceed your expectations, while also honoring our values of safety, commitment and integrity. This approach makes TOTE Maritime a leader in the shipping industry, and we are proud to have recently been honored for this performance excellence with the 2017 Quest for Quality Award. Here's what you can expect from TOTE Maritime:

UNPARALLELED SERVICE

TOTE Maritime honors your connections with customers by handling virtually any type of cargo. From CoolConnect telematics technology for perishables and pharmaceuticals, to specialized auto racks, to state-of-the-art shipping equipment including the world's first 53-foot tri-modal dry containers, we've got you - and your customers - covered.

DEDICATION TO PUERTO RICO

TOTE Maritime does more than deliver goods to Puerto Rico. Through the years, we have invested in the island with high-tech innovations that encourage economic development. In the wake of Hurricane Maria, our team has been at the forefront of getting its people needed supplies, including 8,000 generators and 4 million gallons of water.

COMMITTED TO THE ENVIRONMENT

We recognize our responsibility to make a positive impact on the world, which is why we lead the industry in the use of liquefied natural gas (LNG) technology. Our Marlin-class LNG-powered vessels significantly exceed emission standards worldwide. In addition to ecofriendly technology, we implement green policies at every level of our business.



Experience the TOTE Maritime difference by contacting us today.



1.877.775.7447 | totemaritime.com

Trailer Bridge

We Make It Happen.

Trailer Bridge, Inc. has been providing quality transportation services for more than 25 years. With our strong focus on customer service, we continue to proudly serve Fortune 500 companies, as well as small- and medium-sized manufacturers and shippers. What began as a provider of a seamless truckload transportation system between the United States and Puerto Rico is now firmly established as the industry leader in transporting product via 53-foot high cube containers between the United States, Puerto Rico, Dominican Republic, and Virgin Islands.



TRUCKLOAD

Creative solutions to promote coverage via our assets, owner operators, and carrier partners throughout the United States and Canada. With our truckload team we are able to provide single or multi-shipments each to our clients for **Van, Refrigerated, and Flatbed Equipment.**



INTERMODAL

As an asset-contracted partner with the major railroads, we provide competitive solutions utilizing our equipment to and from the **Midwest, Northeast, and Southeast.** For shipments from coast to coast, we have developed the necessary strategic partnerships that provide a seamless result for our clients.



EXPEDITED

Trailer Bridge can provide our customers with expedited service to meet all of their time-critical needs. We have the equipment to meet our client's deadlines for shipping **Single Piece, One Full Pallet, or Entire Truckload.**

Trademark Solutions:

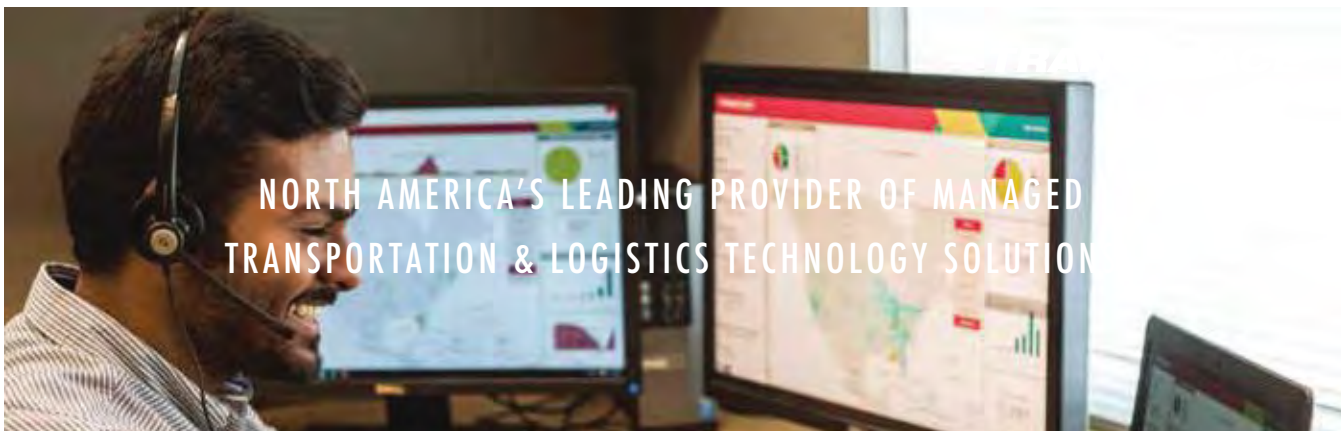
Trailer Bridge handles 100% of our inland domestic transportation for our Puerto Rico and Dominican Republic markets. This creates demand for repositioning our fleet, while offering deep market price cuts. With a fleet of 53-foot high cube containers numbering over 3,400, we can supply on demand or dedicated capacity year round without seasonal interruption via over-the-road and intermodal transit.

UNITED STATES | PUERTO RICO | DOMINICAN REPUBLIC | VIRGIN ISLANDS



10405 NEW BERLIN RD
JACKSONVILLE, FL 32226

www.trailerbridge.com
1 844 TBSHIPS



NORTH AMERICA'S LEADING PROVIDER OF MANAGED TRANSPORTATION & LOGISTICS TECHNOLOGY SOLUTION

Only Transplace delivers the optimal blend of proven intelligence and operational excellence you need to rest easy and manage your supply chain with certainty. That's why more companies rely on our superior managed TMS and transportation services; flexible, innovative technology; deep vertical market expertise; and business improvement solutions to achieve profitable and predictable results. With Transplace as your partner, certainty in your transportation management translates into increased operational excellence, improved financial performance, and peace of mind.

// MANAGED TRANSPORTATION SERVICES

Shippers of all sizes across North America choose Transplace for the convenience of having a single transportation partner that can support the unique and changing needs of their business and alleviate the administrative burdens of transportation management.

- Business Process Outsourcing
- Global Control Tower
- Client Network Collaboration
- Strategic Carrier Management
- Freight Bill Audit & Payment
- Freight Claims Management

// TRANSPPLACE TMS™

Transplace employs industry-leading and proprietary technology solutions to improve operational execution and visibility. Whether you are a Fortune 500 company, or a small-to-medium sized shipper, our technology can be customized to meet your business needs no matter how unique or complex they may be.

- Business Intelligence, Reporting & Analytics
- Order Management
- Shipping Optimization
- Comprehensive Routing Guide
- Load Tendering
- Status Updates
- Freight Allocation & Financial Tools

// STRATEGIC CAPACITY SOLUTIONS

At Transplace, we cultivate long-term, collaborative relationships with our customers to provide them a transportation management solution that is data driven and truly tailored to their needs. Our comprehensive capacity expertise allows us to leverage our entire North American network to solve large-scale, complex supply chain problems.

- Truckload: Bulk, Dedicated, Dry Van, Expedite, Flatbed, Over-Dimensional, Temp Controlled, Surge Capacity & Pop-Up Fleets
- Less-Than-Truckload: Dry Van, Expedite, Temp Controlled
- Cross-Border: Canada & Mexico, Truckload, LTL, Specialized Temp Controlled
- Customs Brokerage & Trade Compliance

// INTERMODAL SERVICES

When it comes to domestic and cross-border intermodal services throughout North America, Celtic Intermodal, a Transplace company, brings efficiency and flexibility to your supply chain. As a non-asset intermodal service provider, our focus is on our customers - providing the best combination of rates and routes regardless of the railroad or container. And when disruptive rail events occur, our network is able to absorb loads and divert traffic from one railroad to another to avoid further delay.

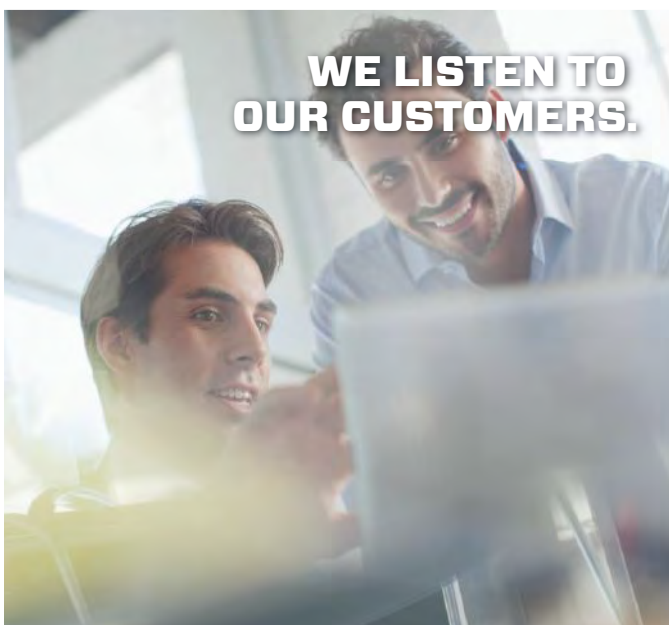
- Relationships with all Class 1 Railroads
- Door-to-Door Intermodal Service across North America
- 53' Containers & 40' Containers
- Refrigerated
- Temperature Protected

Transplace is the premier provider of managed transportation, consulting & TMS solutions; and intermodal, capacity solutions, and cross-border trade services. With operations centers located throughout North America, Transplace delivers integrated solutions tailored to meet in-country and cross-border supply chain needs.

transplace.com



A division of Hub Group, Unyson is a recognized leader in providing multi-modal capabilities. We guarantee supply chain savings and adapt our services to meet each client's ever increasing needs.



WE REDUCE OUR CLIENTS' SHIPPING COSTS IN NUMEROUS WAYS.



Full Outsource Solutions



Transportation Bid Management



Strategic and Tactical Modeling



Dedicated Account Teams



Carrier Management



Network Control Tower



LTL Solutions



Specialized Services



Continuous Improvements

UNYSON.COM





UPS Capital®

Financial, insurance and payment solutions for your supply chain.

Nobody understands transportation and logistics like UPS. And while you've probably never thought of a UPS company for financing and insurance services, our global supply chain expertise uniquely positions us to help protect companies from risk, and leverage cash in their supply chains. Insurance companies and banks can't say that.

UPS Capital
35 Glenlake Parkway, NE
Atlanta, GA 30328
upscapital.com | (877) 263 8772
twitter.com/upscapital



Be sure. Be insured.

Sometimes bad things happen to good cargo. When it comes to protecting your goods in transit, why rely on carrier liability, generic policies or self-insurance? Get actual supply chain insurance solutions, for real peace-of-mind.

- Cargo Insurance
- Flexible Parcel Insurance
- Parcel Pro® Select (insured transportation for high-value goods)
- UPS Capital Elite™ for Vintners
- UPS Proactive Response® Secure

Improve cash flow.

Growing a business can put a huge strain on cash flow. We offer financing solutions to help conserve cash and leverage offshore-warehoused or in-transit inventory, to help you meet day-to-day business costs and expand to new markets.

- Small Business Financing
- UPS Capital Cargo Finance®
- Global Asset-Based Lending

Reduce risk. Get paid faster.

We can help accelerate cash flow, reduce your exposure to credit and cyber risks and minimize customs roadblocks.

- Trade Credit Protection Services
- Cyber Liability Insurance
- C.O.D. Payment Options
- B2B Secure Payments
- Continuous Customs Bonds

Securely accept payments.

Your customers want the flexibility to pay the way they want to pay. You want to boost sales and build loyalty. Our fast, secure, reliable payment solutions can help you do both.

- UPS Capital® Merchant Services
- Alternative Payment Options

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We go the distance

No matter what role you play in managing a successful supply chain, you count on reliable partners and visibility into critical data to make informed decisions. Depend on U.S. Bank's strength and experience to provide the payment integrity, efficiency and security only a bank can provide.

Get the reliability and visibility you need

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U.S. Bank Freight Payment

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Seamless Worldwide Network = Fastest Transit Times

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24/7 E-commerce = Maximum Control

YM's customer-inspired, leading-edge, global 24/7 e-commerce website and EDI capabilities enable customers to utilize interactive scheduling, to book electronically, to print Bills of Lading (draft/release), and to track vessel positions 24 hours a day 7 days a week. Customers also receive e-mailed cargo tracking data and schedules sent directly to their desktop.

As a result of efforts to enhance global competitiveness, Yang Ming is proud to have been acknowledged as a winner of many prestigious awards and certificates.

Please visit our website at www.yangming.com to explore how we provide 24/7 sailing schedule updates, available routing, YM news and company data such as financial statements, and worldwide contact information.

While our core values are "Teamwork, Innovation, Honesty and Pragmatism," our Global Motto is "We Deliver GOOD for Life." Yang Ming's management and staff alike continually strive to achieve excellence as we serve our environment, our society and all the people.

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Our ability to provide solutions across industries and companies, regardless of size and location, comes from our strong global scope. Internationally, we provide ocean and air freight forwarding, customs and origin consolidation

services as part of an overall import management program, or as standalone services to support existing supply chains. Domestically, we provide inland transportation options, including intermodal, full and less-than-container load trucking and specialized services including project cargo. These are further supported by fulfillment, transload, and reverse logistics solutions.

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We provide visibility, tracking, and planning across the supply chain, from origin-to-destination. As a proprietary on-line solution, our systems are customizable and integrate seamlessly with each customer's current systems and processes. The flexibility afforded by this approach allows for quick implementation times and minimal business disruptions while providing maximum business control.

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Yusen Logistics

Pacific Rim Report

By Patrick Burnson

Patrick Burnson is executive editor of *Logistics Management*. To contact Patrick with feedback or a story idea, please send an e-mail to pburnson@peerlessmedia.com.



Air cargo continues to carry the day

WHILE TRANS-PACIFIC OCEAN TRAFFIC WAS especially robust this past peak season, industry analysts were also impressed by the air cargo surge in the region. If this trend is to continue, however, the need for improved airport infrastructure is obvious.

The Association of Asia Pacific Airlines (AAPA) notes that the solid expansion in international air cargo markets continues unabated. According to their recent analysts, growth is supported by high business confidence levels across the services and manufacturing sectors in major advanced and emerging economies in the region.

In fact, firm demand for manufactured products, particularly pharmaceutical goods and technological equipment, underpinned the season's strong 12.2% increase in air cargo services. This increase in volumes significantly out-paced the 5.6% expansion in offered freight capacity, leading to a 3.8 percentage point rise in the average international freight load factor to 64.1% for the season.

"Asian airlines were encouraged by the continued expansion in international air cargo markets," observes Andrew Herdman, the AAPA director general. "Furthermore, global air cargo markets saw a robust 10.6% increase in freight traffic carried by Asian airlines."

However, Herdman sounded a cautionary note, urging shippers to not become complacent. "The sustained growth in air traffic demand has clearly been positive for the sector," he says. "Nevertheless, against the backdrop of a challenging operating environment marked by highly competitive rates and rising costs, Asian carriers are continuing to work hard to improve profitability, with considerable variations in individual airline performance, both globally and within the region."

Looking ahead, Herdman observes that broad-based expansion in global economic output should help to sustain further growth in air cargo traffic demand in the upcoming months. "The longer term outlook remains broadly positive," he adds.

The International Air Transport Association (IATA) came to many of the same conclusions in its recent report on peak season activity in the Asia Pacific. "Air cargo had another stellar performance," says Alexandre de Juniac, IATA's director general and CEO. "Rapid growth in demand means that cargo capacity is now growing in response. The pace of this trend, however, has slowed even as freighter fleets are being utilized more intensely. Overall, that should be good news for much beleaguered cargo yields."

There are also signs that the peak of the cyclical growth period is near. The global inventory-to-sales ratio in the U.S., for example, has stopped falling. This usually means that re-stocking to meet demand—which gives airfreight a boost—is ending.

Nonetheless, the outlook for air cargo remains strong in the Pacific Rim, with several months of double-digit growth

“The current IATA forecast of 7.5% growth in air cargo demand for 2017 appears to have significant upside potential even if we’re past the seasonal high.”

in 2017. The current IATA forecast of 7.5% growth in air cargo demand for 2017 appears to have significant upside potential even if we're past the seasonal high.

All this news, while good, points to the urgent need for improved airport infrastructure on the U.S. West Coast, say industry experts. A recent study conducted by Airports Council International-North America (ACI-NA) concludes that massive investment should be made soon to rehabilitate existing facilities and support aircraft innovation.

As the principal international gateway on the West Coast, Los Angeles International Airport (LAX) welcomed the findings. "It was important for LAX to participate in this study because it points out the long-term needs of our airport and others across the nation," says Deborah Flint, CEO of Los Angeles World Airports. "Airports of all sizes combined have an investment need of \$20 billion annually for improvements to modernize aging airfields and terminals."

LAX is currently conducting a \$14 billion modernization program that includes major terminal renovations, a new midfield satellite concourse and the proposed Landside Access Modernization Program, which would help relieve congestion in the central terminal area.

At all U.S. airports serving trans-Pacific trade, terminal projects represent 54.1% of overall airport infrastructure needs. Landside projects represent 24.7% of total needs while airside projects represent 21.1% of total needs.

"In recent months, President Trump and policy makers on both sides of the aisle have become outspoken advocates for America's airports and the state of airport infrastructure," says ACI-NA president and CEO Kevin Burke. Pacific Rim shippers will no doubt agree, and will soon be evaluating the impact this new study may have on funding future improvements at all air cargo gateways. •

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