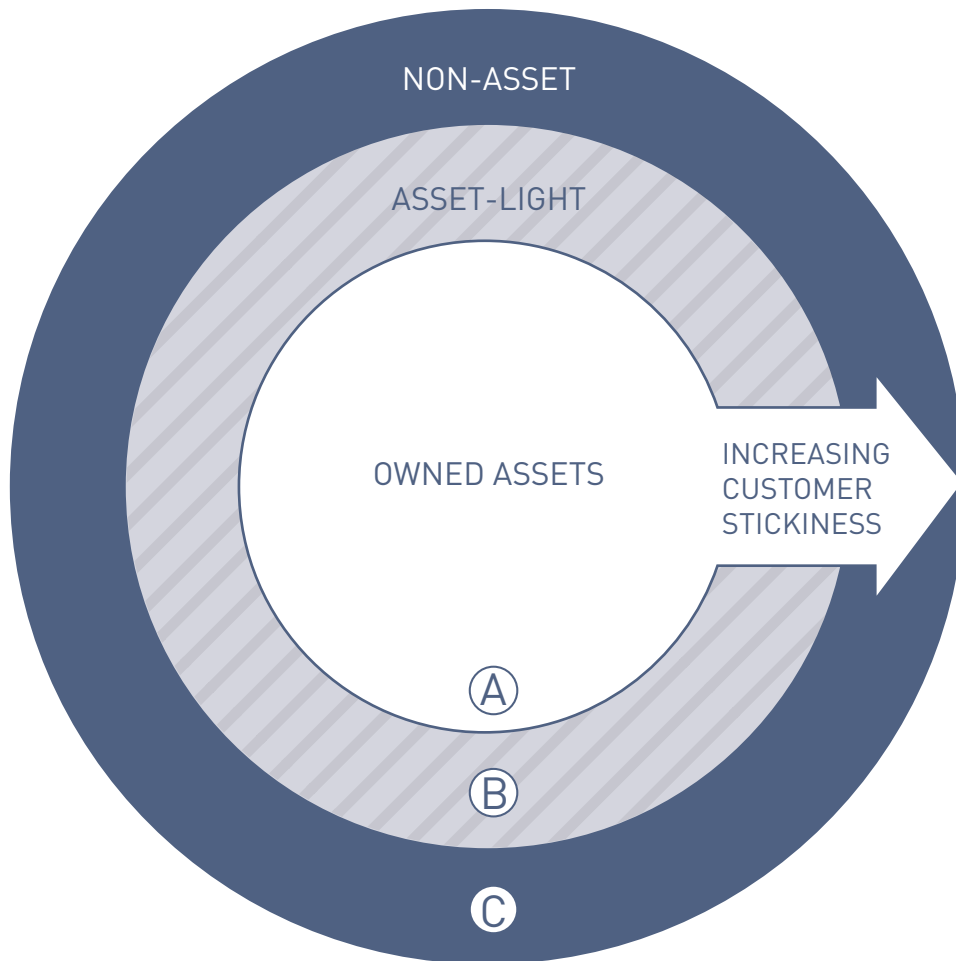


CASE STUDY: PS LOGISTICS

In partnership with the Founders, the Company has grown by leveraging its core competency of guaranteed capacity (asset based) to offer multiple services (non-asset) and increase its share of its customers transportation spend.



- (A) OWNED & CONTROLLED ASSETS**
 - Guaranteed protection to customers against surge pricing
 - Guaranteed dependable service to deliver shipments at guaranteed prices
 - Critical to winning new non-asset business
- (B) ASSET-LIGHT**
 - Enables PS Logistics to have one of the largest networks of drivers in the flatbed space
 - Minimal incremental capex
 - Scale results in lower cost structure and increased network efficiency
 - Provides for greater flexibility in lane pricing
- (C) BROKERAGE**
 - Assists customers in handling lanes and freight not covered by its network
 - Enhances PS Logistics' ability to offer comprehensive solutions
 - TMS embeds PS Logistics deeply into customer relationships, which leads to cross-selling opportunities for other ancillary services