



## Logistics Overview April, 2009



## Alliance Shippers, Inc.

- Privately owned, not franchised
- In business since 1977
- Continuous profitable growth
- Regionalized customer service
- Centralized systems, real time database
- Service first philosophy
- Global coverage
- Asset & non-asset based provider

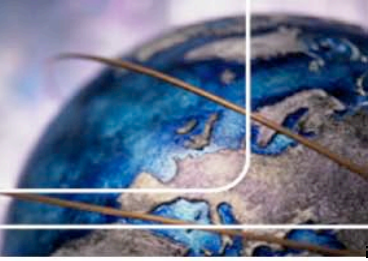




# Corporate Philosophy

- Success is getting the right customers...and keeping them
- Think of yourself as the customer
- Attention to detail drives everything we do
- We are what we repeatedly do  
Excellence, then, is not an act but a Habit
- ***Complacency is Devastating***
- ***Success is Never Final***





# Global Transportation Provider



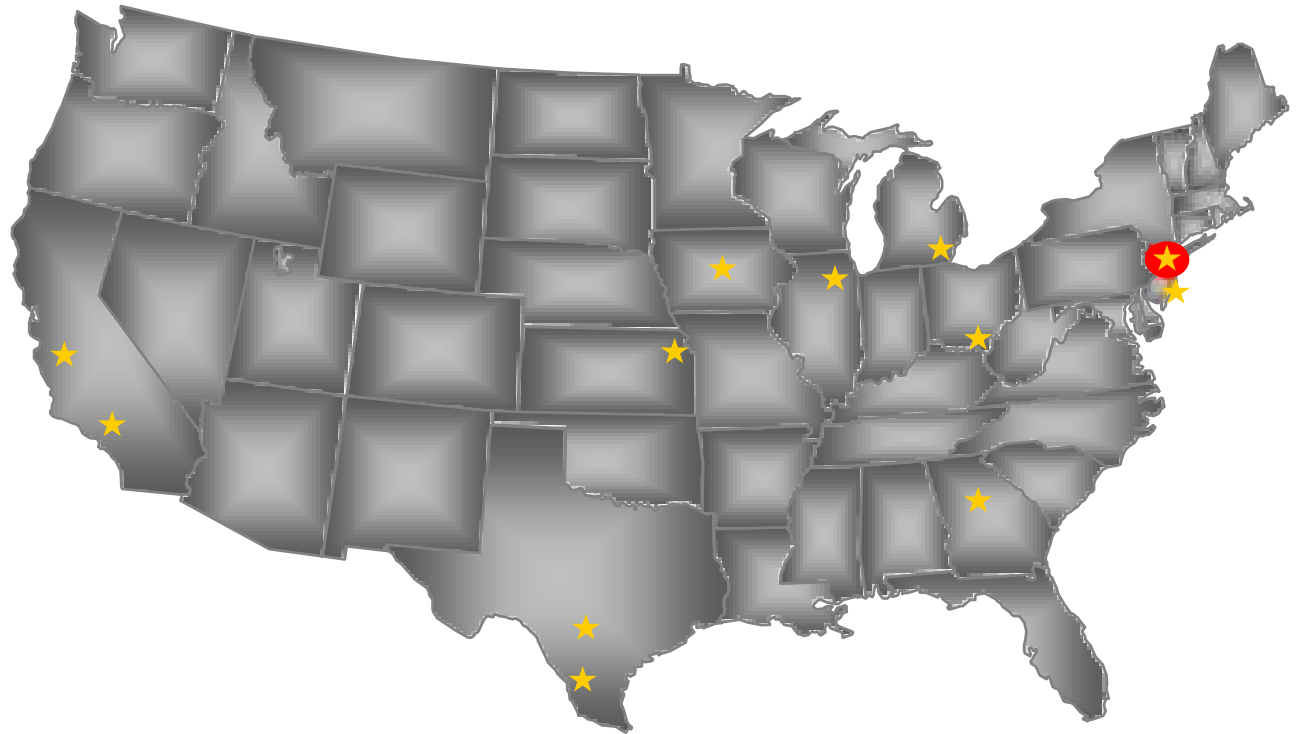




# Regional Operating Offices

## Domestic Operations Centers

- ★ Englewood Cliffs, NJ  
Corporate Headquarters
- Atlanta, GA
- Chicago, IL
- Cincinnati, OH
- Des Moines, IA
- Detroit, MI
- Kansas City, KS
- Kearsbey, NJ
- Laredo, TX
- Los Angeles, CA
- Salinas, CA
- San Antonio, TX



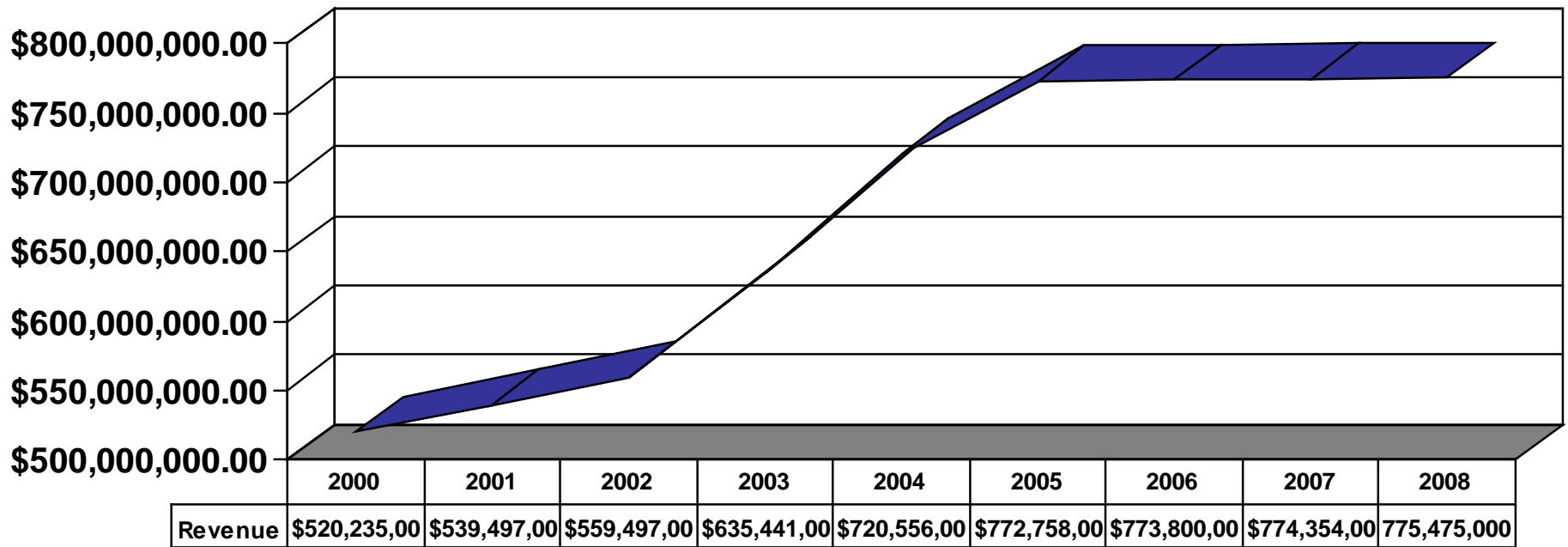


# Alliance – Canada / Mexico





# Revenue Growth



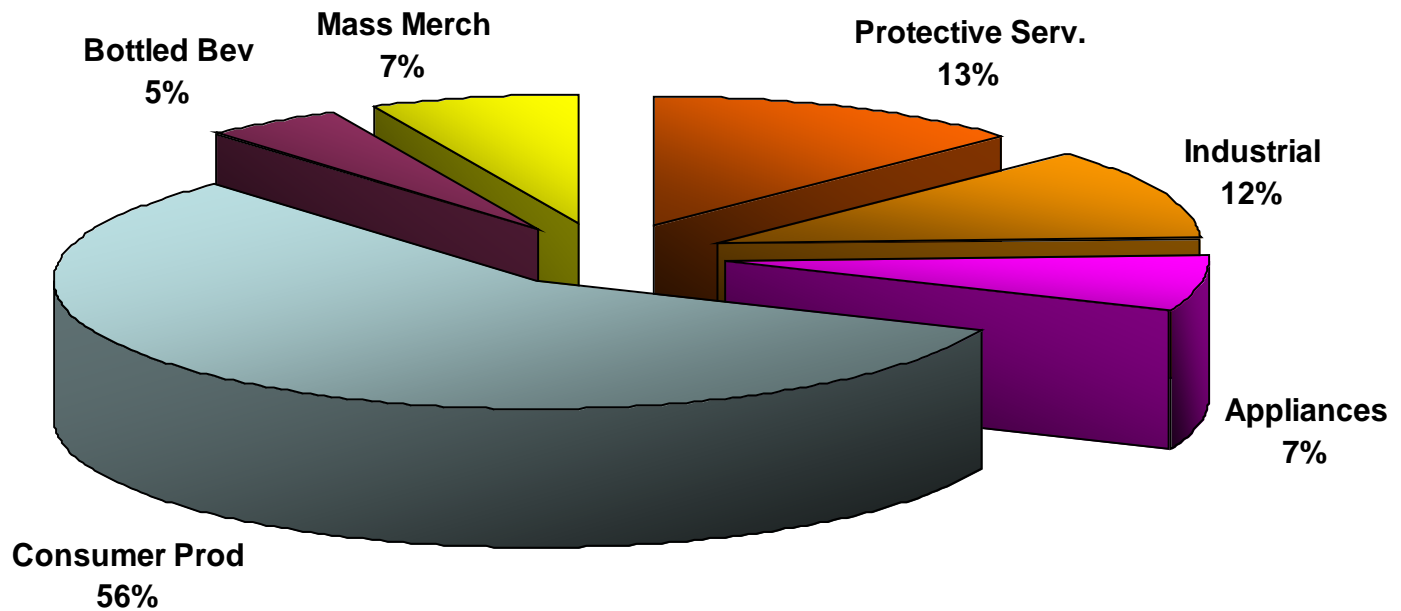
Fiscal year July 1 through June 30





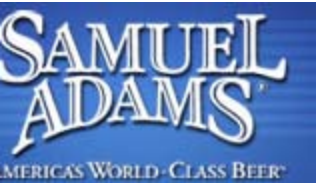


# Business Profile





# Preferred Carrier Positions Intermodal and Highway Service



Ford Motor Company



stride rite.



Unilever





# Alliance Expedited Truckload Service

- Alliance Shippers, Inc. Owned And Controlled Assets
- Door To Door Transit, Faster Than A Single Over The Road Driver



- New Equipment
  - 53' x 102" Trailers





# Alliance Shippers Highway Services

- Contracts with over 5,000 Carriers
- Dedicated fleets
- Logistic Management Capabilities through Highway carrier
- Continuous movement programs
- Ability to establish dropped equipment pools





## Alliance Shippers Highway Services

- **Financial Stability of Alliance Shippers, Inc. 30 years of service**
- **Fully monitored Motor Carrier status**
  - Carrier Authority
  - Insurance coverage levels and current status
  - Department Of Transportation Safety Rating
- **Management of carrier base through contracts**
  - Monitored Insurance level requirements
  - Monitored safety rating requirements
  - No double brokerage traffic allowed
  - Carrier seal application and integrity requirements





# Alliance Shippers Highway Services

- **Operational Efficiencies and Economic Advantages managed by Alliance**
  - Best rate in a lane/Best carrier in a lane, single contact in Alliance
  - Equipment Pools
  - Carrier management
  - Additional Carrier Capacity through several carriers
- **Full Customer service 24/7 through Alliance Shippers**
- **Alliance Shippers Contingency Insurance coverage**
  - Allows Shippers additional coverage should the carrier of record fail
- **Carrier Fuel Surcharge Standardization and management by Alliance Shippers**
- **Single point of contact for carrier claims management**





# Alliance Shippers Highway Services

- **Complete Electronic Shipment Visibility through Alliance Shippers**
  - E.D.I. – All EDI transaction sets between Alliance and shipper available (210,214,204, etc.)
  - Real time carrier satellite data accepted into Alliance operating system
  - WEB based system tools for tracing, tendering, and document retrieval
  - Email or Auto-Fax systems available for tracing, tendering, and document retrieval
  
- **Historic transit data for customized reports**
  - Shipper accessed on-line report building capabilities (3 years of data)
  - Customized reports upon request
  
- **Complete online document retrieval of B/L's, POD's, and all accessorial documents**





# Refrigerated Fleet



- Alliance Refrigerated Fleet
  - 1475 Units
- Satellite Equipped, 53' Trailers

- All Refrigeration Units Are Less Than 3 Years Old





StarTrak's Reefer Web Site - Microsoft Internet Explorer

Address: http://www2.startrak.com/reefer/top\_index.jsp

Welcome ALLIANCE SHIPPERS, you logged in at Sep 09 2004 14:01:53 PDT

LOGOUT

welcome | fleet reports | utilization reports | maintenance reports | preferences | commands | alarms | pretips | acct usage | command history

FLEET REEFER REPORT FOR ACCOUNT ALLIANCE      PRINTER VERSION      REVERSE SORT      ADVANCED SORT

Group Polls      Group Control Commands      REPORT FILTER : SHOW All Assets

Asset #	Alarms	Service state	Mode of operation	Temp. control state	Message time in PDT	GPS location	Event	Setpoint °F	Return °F	Discharge °F	Ambient °F	Fuel (gal)
<input type="checkbox"/> ALLZ553135	-	on	cont (L)	2 cyln. low cool	09-09-04 5:41	YAMPAL, AZ	continuous mode	34.0	36.3	31.25	57.5	87.0
<input type="checkbox"/> ALLZ553129	-	off	cont	off	09-09-04 5:08	PEACH SPRINGS, AZ	reefer status report	35.0	39.1	32.5	80.0	74.0
<input type="checkbox"/> ALLZ553200	-	on	start/stop (L)	off cycle	09-09-04 5:11	PEACH SPRINGS, AZ	reefer status report	55.0	51.7	41.25	62.5	100.0
<input type="checkbox"/> ALLZ553092	-	on	start/stop (L)	off cycle	09-09-04 5:27	DARLING, AZ	reefer status report	-10.0	-10.6	-22.5	80.0	103.0
<input type="checkbox"/> ALLZ553039	-	on	cont (L)	2 cyln. low cool	09-09-04 5:44	AUDLEY, AZ	reefer status report	42.0	44.7	43.75	55.0	83.0
<input type="checkbox"/> ALLZ553183	-	on	cont (L)	2 cyln. low cool	09-09-04 5:08	PEACH SPRINGS, AZ	reefer status report	34.0	37.7	32.5	62.5	87.0
<input type="checkbox"/> ALLZ553820	-	on	start/stop (L)	6 cyln. high cool	09-09-04 5:08	CANYON DIABLO, AZ	reefer status report	-10.0	-8.5	-22.5	67.5	91.0
<input type="checkbox"/> ALLZ553851	-	on	start/stop (L)	6 cyln. high cool	09-09-04 5:33	HOLBROOK, AZ	reefer status report	-20.0	-15.5	-31.25	67.5	72.0
<input type="checkbox"/> ALLZ553148	-	on	cont (L)	2 cyln. low cool	09-09-04 5:08	SUN MAID, CA	reefer status report	35.0	37.7	35.0	72.5	100.0
<input type="checkbox"/> ALLZ553132	-	maint.	start/stop	maintenance	08-07-04 16:54	OCTOL, CA	local kill button pressed	70.0	maint.	maint.	maint.	103.0
<input type="checkbox"/> ALLZ553141	-	on	cont (L)	2 cyln. low cool	09-09-04 9:27	SUN MAID, CA	reefer status report	35.0	35.6	35.0	85.0	0.0
<input type="checkbox"/> ALLZ553146	-	off	start/stop	off	09-09-04 12:23	THORNI, CA	local reefer off	45.0	50.3	36.25	90.0	42.0
<input type="checkbox"/> ALLZ553108	-	on	cont (L)	2 cyln. low cool	08-05-04 7:35	LANDCO, CA	reefer status report	35.0	37.7	33.75	72.5	112.0
<input type="checkbox"/> ALLZ553109	-	off	cont	off	08-26-04 18:39	VERNON, CA	local reefer off	38.0	off	off	off	120.0
<input type="checkbox"/> ALLZ553160	-	off	cont	off	09-09-04 5:08	SUN MAID, CA	reefer status report	55.0	off	off	off	97.0
<input type="checkbox"/> ALLZ553154	-	off	start/stop	off	09-09-04 5:07	THORNI, CA	reefer status report	60.0	59.4	62.5	77.5	65.0

- 53' fleet will be equipped with Startrak (892 units)
- Complete 2-way communication
- Remote control of refrigeration unit

- Alarms when problems occur
- Pre-Trip performed through Startrak
- No "black hole" when on rails
- 24/7 visibility of unit / refrigeration performance





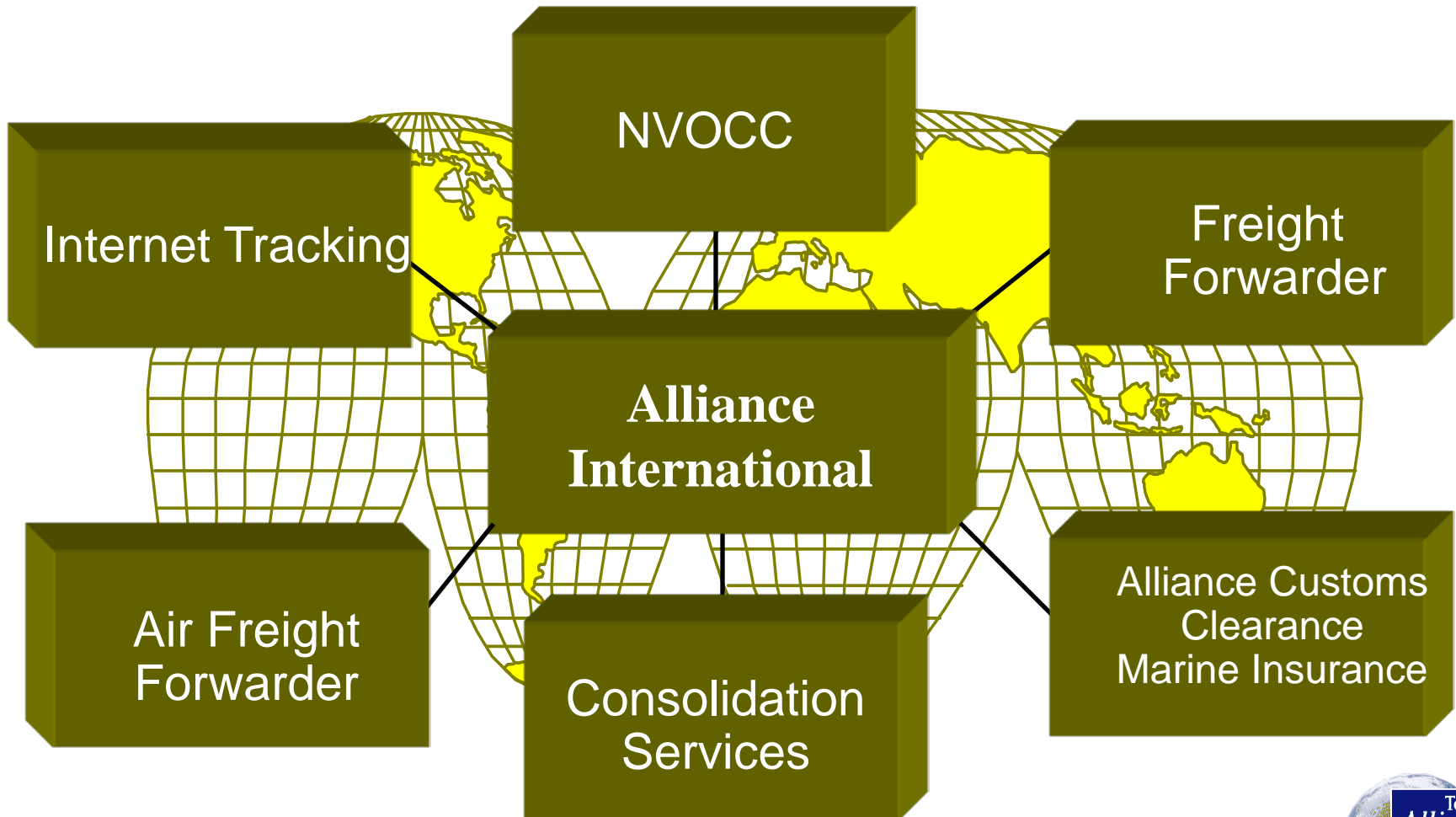
# Thermal Protective Covers

- Patented technology
- 100% liability guarantee
- No capital investment
- Alliance Shippers TPC maintenance program
- Alliance handles repositioning of TPC's





# Alliance Shippers International





# Boxcar Management

- Manage complete boxcar program
- Per-diem Management
- Complete track and trace capability
- Equipment pool management



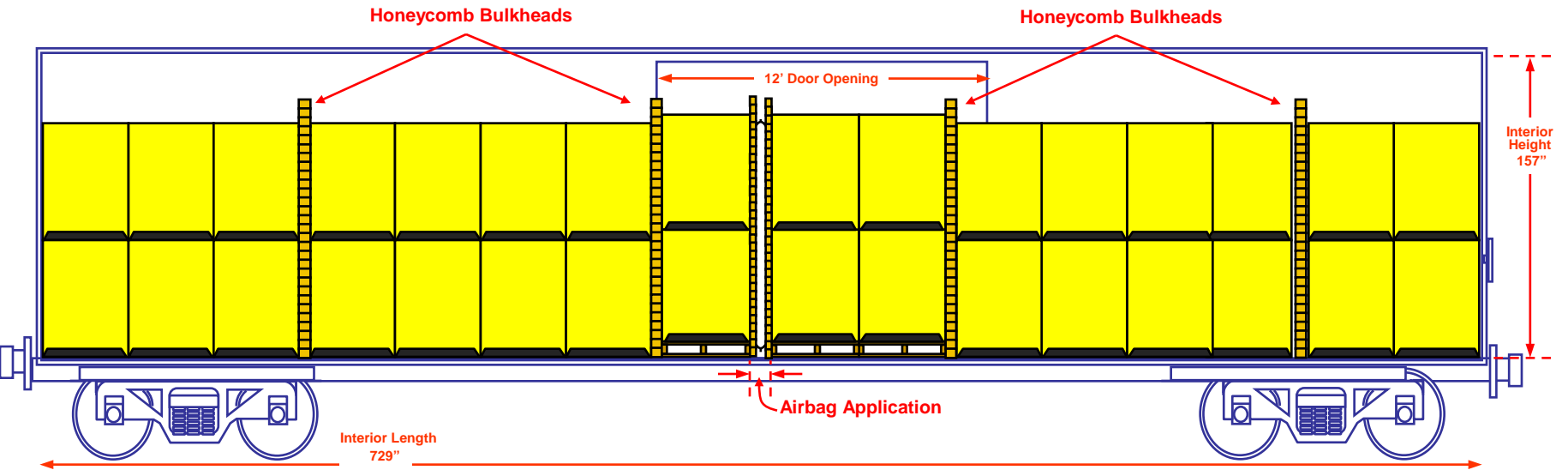
- Cross dock capabilities
  - Pick-up in trailers, transload to boxcar
  - Deliver either trailers or boxcar





# 60' Boxcar Load Design

## Boxcar Side View



60ft Boxcar Dimensions
Interior Length : 60', 9" (729")
Interior Width: 9', 6" (114")
Interior Height: 13', 1" (157")
Door Dimensions: W-10', 6" x H- 10'





## Boxcar Preparation / Blocking and Bracing



*Boxcars were loaded from the bulkheads toward the middle of the car (to the doors). Note the application of AK board between the product, thus providing a smooth surface for each pallet in the boxcar.*



*Boxcars were loaded from the bulkheads towards the middle of the car (to the doors).  
AK Board placed between all pallets to prevent pallets from damaging bags.*





# Information / Shipment Visibility

Welcome to Alliance Shippers, Inc. - Microsoft Internet Explorer

Address: http://www.alliance.com/

THE PERFECT SHIPMENT™ ABOUT US WORLD WEATHER EXTRANET CONTACT US SITE MAP

**ALLIANCE**shippers inc.

Team Alliance

The BEST Choice for GLOBAL Transportation Solutions

Johnson & Johnson

Welcome Kal Kan Pet Care 11/16/01

Main Menu

- XpressTrack
- Shipment Tracking
- Trailer Pool Inquiry
- User Preferences
- Main News Room
- Logoff

Shipment Tracking Results from Alliance Shippers Inc. 11/16/01

Viewing/Download Options:

Summary Load Information from 10/01/2001 to 10/31/2001

Click a circle to re-sort the list:

Ship Date	Cust Ref #	ASI Load #	Equipment	Route	Service Type	Shipper	Shipper City, St.	Consignee	Consignee City, St.
<input type="radio"/>	10/03/01	M963482-01 0400103004 FEC2 660035		FE	Door to Door	KAL KAN PUBLIX SUPER MARKETS	COLUMBIA , SC MIAMI , FL		
<input type="radio"/>	10/04/01	M963704-01 0400103007 FEC2 398147		FE	Door to Door	KAL KAN PUBLIX SUPER MARKETS	COLUMBIA , SC MIAMI , FL		
<input type="radio"/>	10/04/01	M963706-01 0400103020 FEC2 398152		FE	Door to Door	KAL KAN PUBLIX SUPER MARKETS	COLUMBIA , SC MIAMI , FL		
<input type="radio"/>	10/05/01	M963928-01 0400103026 FEC2 660171		FE	Door to Door	KAL KAN PUBLIX SUPER MARKETS	COLUMBIA , SC MIAMI , FL		
<input type="radio"/>	10/09/01	0544668 2600014738 AMTK 70039		AM	Door to Door	ASPEN II WAREHOUSE KAL KAN/MERCHANDISE WHSE	MONTEBELLO , CA OBETZ , OH		
<input type="radio"/>	10/09/01	0544667 2600014747 AMT2 410014		AM	Door to Door	ASPEN II WAREHOUSE KAL-KAN%EAST COAST WHSE	MONTEBELLO , CA ELIZABETH , NJ		
<input type="radio"/>	10/09/01	0544668 2600014748 AMT2 410000		AM	Door to Door	ASPEN II WAREHOUSE KAL-KAN%EAST COAST WHSE	MONTEBELLO , CA FLTZABETH , NJ		



Shipment Tracking Results from Alliance Shippers Inc.

01/17/05

Viewing/Download Options:

Return

EXCEL



Summary Load Information from 01/01/2005 to 01/17/2005

Click a circle to re-sort the list:

Select Load Number

<input type="radio"/> Ship Date	<input type="radio"/> Cust Ref #	<input type="radio"/> ASI Load #	<input type="radio"/> Equipment #	Route	Service Type	<input type="radio"/> Shipper	<input type="radio"/> Shipper City, St.	<input type="radio"/> Consignee	<input type="radio"/> Consignee City, St.
<input type="radio"/>	01/04/05	5079/5223/5224 2100062461 BNSF 781261		BN NS	Door to Door	SUTTER HOME WINERY KANE WAREHOUSING, INC.	AMER. CANYON, CA TAYLOR, PA		
<input type="radio"/>	01/04/05	60316/5612 2100062485 PACU 880420		AP	Door to Door	BERINGER WINE ESTATES WORLD TRANSPORTATION INC	NAPA, CA PHILADELPHIA, PA		
<input type="radio"/>	01/05/05	59698/5080 2100062319 APCU 538812		AP	Door to Door	SUTTER HOME WINERY PLCB DIST.CTR. GENCO TRK	AMER. CANYON, CA PITTSBURGH, PA		
<input type="radio"/>	01/06/05	4986/5218/5220 2100062483 BN 748927		BN NS	Door to Door	BERINGER WINE ESTATES XTL, INC.	NAPA, CA PHILADELPHIA, PA		
<input type="radio"/>	01/07/05	59914/5222 2100062395 PACU 885310		AP	Door to Door	SUTTER HOME WINERY PLCB DIST.CTR. GENCO TRK	AMER. CANYON, CA PITTSBURGH, PA		
<input type="radio"/>	01/07/05	5211/5226/5227 2100062481 BN 733697		BN NS	Door to Door	CHARLES KRUG PLCB DIST.CTR. GENCO TRK	SAINT HELENA, CA PITTSBURGH, PA		
<input type="radio"/>	01/10/05	60382/5622 2100062490 PACU 884395		AP	Door to Door	BERINGER WINE ESTATES PLCB DIST.CTR. GENCO TRK	NAPA, CA PITTSBURGH, PA		
<input type="radio"/>	01/11/05	60469/5686 2100062527 APCU 538011		AP	Door to Door	FETZER VINEYARDS WORLD TRANSPORTATION INC	HOPLAND, CA PHILADELPHIA, PA		
<input type="radio"/>	01/12/05	60381/5621 2100062489 APCU 536688		AP	Door to Door	BERINGER WINE ESTATES WORLD TRANSPORTATION INC	NAPA, CA PHILADELPHIA, PA		
<input type="radio"/>	01/13/05	60410/5630 2100062503 PATU 543878		AP	Door to Door	SUTTER HOME WINERY PLCB DIST.CTR. GENCO TRK	AMER. CANYON, CA PITTSBURGH, PA		
<input type="radio"/>	01/14/05	60407/5627 2100062501 PATU 440227		AP	Door to Door	SUTTER HOME WINERY WORLD TRANSPORTATION INC	AMER. CANYON, CA PHILADELPHIA, PA		
<input type="radio"/>	01/14/05	60409/5629 2100062502 APLU 492929		AP	Door to Door	SUTTER HOME WINERY PLCB DIST.CTR. GENCO TRK	AMER. CANYON, CA PITTSBURGH, PA		
		60408/5628				SUTTER HOME WINERY	AMER. CANYON, CA		





# 31 Years of Award Winning Service

**DIAGEO**




**9 Time Winner**

**Voted "Best of the Best"**


1990 – 1993 – 1996 – 1998 – 2003

2005 - 2006 – 2007 – 2008



2005, 2006 and 2007 Award Winner  
by  
**Wm. Wrigley Jr. Co.**

2005, 2006 and 2007 Gold Award Winner

Intermodal Carrier of the year 2008

A stronger economy.  
A healthier environment.



SmartWay Transport Partners **DELIVER.**

For additional information, please visit our website

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





## Discussion