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May 22nd, 2014

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CT Logistics at NASSTRAC

INTRODUCTION & WELCOME:

CT TransTopics has over a 25 year history at CT Logistics. My father, Jack H. Miner, spent time compiling logistics news for CT TransTopics. An actual printed edition was then distributed to all of our customers. CT TransTopics has been revamped and we will begin to email your edition quarterly.

We hope you enjoy CT TransTopics, and find the information useful. If you have any information you would like to donate please contact CT's Logistics' News Network at LNN@ctlogistics.com.

Thank you,

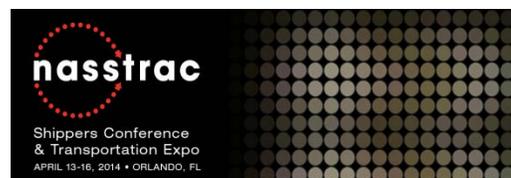
 President

GENERAL INTEREST: **Strategies to Optimize Your Supply Chain**

From Supply & Demand Chain Executive

Increasing supply chain visibility is a critical strategy for reducing costs and improving operational performance. According to an Aberdeen Group study of supply chain leaders, 63% consider improving visibility into their increasingly complex supply chains a top priority. The following key strategies across the following areas are key for freight spend reduction initiatives:

- Product and shipment visibility
- Transport and logistics events
- Supply chain finance and intelligence
- Dynamic and collaborative processes



Thank you to everyone who visited our booth at NASSTRAC this April. It was great to see you!

CT Logistics at RILA



Thank you to everyone who visited our booth at RILA this February. It was great to see you!

Your CT Logistics Team



CT Logistics Team on May 23rd 2013 celebrating the company's 90th anniversary!

QUICK SNIP-ITS

Logistics Jobs

The Bureau of Labor Statistics pegs transportation and logistics as the second largest employment sector in the United States with more than **6 million** people.

According to the Georgia Center for Innovation, the field will generate 270,000 new jobs annually through at least 2018. At the current job creation rate, that's more than **10% of all new jobs** in America for the next few years.

48 Million

Approximately 48 Million Tons of freight were moved Every Day last year.

\$46 Billion

Approximately \$46 Billion in freight was moved every day last year.

160,000 MILES

In our national highway system.

100,000 MILES

Of freight rail in the United States.

GOVERNMENT: Highway Funding Bill

From Commercial Carrier Journal

Not wanting to mess with success, the Senate Environment and Public Works committee delivered the policy portion of a six-year surface transportation reauthorization May 12th. The plan essentially extends MAP-21 – the generally well-received current federal funding program – maintaining spending levels for highways and transit while allowing for increases due to inflation. Spending on federal-aid highway programs would grow from \$38.4 billion in 2015 to \$42.6 billion in 2020.

The Senate Commerce, Finance and Banking committees will also have a crack at the reauthorization package, focusing respectively on how to pay for it and on its regulatory components.

The America Trucking Associations was still evaluating the proposal on May 13th, but spokesman Sean McNally says ATA is “generally pleased” with the bill.

“We would prefer significantly higher funding levels, but we recognize the political barriers involved in finding those revenues. However, we hope that Congress will recognize the need for greater investment and provide additional resources as the reauthorization process moves forward,” McNally says, “ATA is pleased that the committee has given priority to funding highways with significant freight volumes by setting aside resources for these critical arteries. We are also pleased that the committee did not fall prey to the siren call of the tolling industry, and did not expand states’ authority to toll existing Interstates.”

RAIL: ARCI: Rail-car orders climb, deliveries drop in Q1

From Rail Resource

In the first quarter, rail-car orders totaled 24,050 units compared with 14,865 units in fourth-quarter 2013 and 23,901 units in first-quarter 2013, according to the American Railway Car Institute Committee (ARCI) of the Railway Supply Institute.

Orders also previously totaled 12,753 units in third-quarter 2013 and 14,850 units in second-quarter 2013.

Rail-car deliveries in the first quarter fell to 13,954 units from 15,776 units in the fourth quarter last year. But the first-quarter total bested 2013 figures from the third quarter (12,647 units), second quarter (12,511 units) and first quarter (11,952 units), ARCI data shows.

Car backlog as of April 1 stood at 81,927 units versus 72,937 units on Dec. 31, 2013.

TranSaverSM: Save on Shipping with CT's Co-op Program

From CT Logistics

CT TranSaverSM is designed to let medium-sized shippers, take advantage of the same, competitive motor and air carrier pricing larger shippers receive. Similar to the group buying program, COSETM, that pools the group's collective buying strength; TranSaverSM allows your company to benefit from premium pricing for all group members.

As a TranSaver participant, you give negotiating authority to CT Logistics to:

- Pool all participating shippers freight, both outbound and inbound.
- Invite motor and air carriers to submit group pricing.
- Apply all premium discounts equally to all TranSaverSM members.

TranSaverSM carriers provide your company with superior discounts. In addition, most TranSaverSM carriers have agreed to waive certain accessorial charges.

You'll find that you can recoup TranSaver's modest weekly participation fee after only a few shipments.

Call our Professional Services department at 216-267-2000, ext. 2222 with any questions or email us at ProServices@ctlogistics.com

QUICK SNIP-ITS



Keep on ...

The United States economy depends on trucks to deliver nearly 70 percent of all freight transported annually in the U.S., accounting for \$671 billion worth of manufactured and retail goods transported by truck in the U.S.

There are close to 3.5 million truck drivers moving America's freight. In other words, one in every 15 people working in the United States is employed in the trucking industry.

1.2 Million

The number of trucking companies operating in the United States.

149

There are 149 ports located in the U.S. South Louisiana, Houston, New York/New Jersey, and Long Beach often hitting the top of the list when ranked by tonnage.

745 MILLION

The biggest container ships can hold 745 million bananas in 15,000 containers. That's one for every European and North American.

20 MILLION

Right now, there are at least 20 million ocean containers crossing the world.

TRUCKING: FMCSA Proposes Clearinghouse for Drug Test Results *From Journal of Commerce*

The Federal Motor Carrier Safety Administration last week published a proposal that would establish a national clearinghouse of drug and alcohol test results for truck drivers. Under the proposal, truck and bus companies, medical review officers and drug and alcohol testing laboratories would be required to record information about a driver who fails a drug or alcohol test, or refuses to submit to a test.

American Trucking Associations President Bill Graves praised the plan.

The proposal was not yet formally published in the Federal Register by press time. Once it does appear, a public comment period must take place before the rule could be finalized.

FMCSA said companies also will have to supply information on drivers who complete a rehabilitation program for substance abuse and are legally qualified to return to duty.

ATA said the rule will help close a loophole that allows violators of the drug and alcohol regulations to escape the consequences of their actions by seeking employment with other firms.

GENERAL INTEREST: The economy of the Trucking Industry *From Ahern & Associates*

In the first quarter of 2014, a total of 390 trucking companies went out of business; which effectively took 10,650 trucks off the road - compared with 195 carriers, and 4,330 trucks in the first quarter of 2013. Most disturbing is that there are now 7 consecutive quarters of transportation failures, due to: CSA compliance, hours of service, technology demands and cost of equipment; that, coupled with over 27 legislative actions targeting the trucking industry, spells challenges.

Are "hours of service" impacting the industry, as significantly as it appears? Road Dog Trucking News supported that drivers are generating fewer miles and making less money. They further stated that if the situation doesn't change and wages don't go up, a larger exodus of drivers will shortly be seen. According to Avondale Partners, fleets are generating 6%, 8%, or 10% fewer miles; and when that happens, drivers start to quit because they aren't getting the miles. That, coupled with not being able to obtain adequate freight rates, spells additional problems.

The above is somewhat disheartening, but it also spells a road map to success. Since trucking moves up to 80% of all product in the United States, it's very important that as an owner or manager, you understand the world economy. The positive part of our industry is that freight shipments are rising; and the first quarter shipments continue to rise, which is a positive indicator. As capacity continues to dwindle, failures will continue to rise, and when that happens, the trucking companies that survive, will have the ability to achieve more profits.

BIG DATA: CT's BI Solution from IBM delivers Feature Rich Big Data *From CT Logistics*

CT's Cognos Business Intelligence suite delivers a BIG impact via our modern platform which highlights KPIs in graphical formats; helping clients analyze and control transportation expenses and trends in dashboard formats.

CT's newest addition to our Cognos report offerings has received overwhelming approval from our clients as a quick and visually impactful way to analyze year over year transportation expenses and key metrics and trending patterns between fiscal periods.

Call our Professional Services department at 216-267-2000, ext. 2222 with any questions or email us at ProServices@ctlogistics.com