

# WELCOME SUPPLY CHAIN PROFESSIONALS



# AGENDA

- Transportation Overview
  - Distribution Growth in Texas
  - 2023 At A Glance
- ADL Logistics Done Right!
  - American Diamond Overview
    - Services We Provide
    - Core Values
    - Top Accounts
    - Technology and Software Updates
- Questions





# Distribution Growth

DFW area was the<sup>st</sup> largest in new Distribution Center growth in the US in 2023. With 62.8 million square feet of new industrial space built. An increase of 15.2 million from 2022.

Most local growth has been in North Fort Worth (Alliance Corridor) and Grand Prairie.

Second highest ranking was Phoenix at 52.5 Million square feet currently under construction or completed in December of 2023. An increase of 4.7 million since 2022.

The market is predicting a sharp decline in the construction of new industrial spaces throughout 2024.

The vacancy rate within the DFW market was 7.9% on average over the last 12 months and is expected to be closer to 10% by the end of 2024.



# Distribution Growth in Laredo, TX

## How Much Growth?

- Industrial properties have increased 20% in the last 5 years in Laredo

## Current Vacancy Rate?

- Laredo has a 3% rate of vacancy in industrial real estate.

## Why?

- Manufacturers pulling production from China and sourcing to Mexico
  - Delayed timeline in ocean transit
  - Increased cost of ocean transit

## Other Results:

- Increase in available jobs within the Laredo area
- Cheaper cost for consumers due to tariffs on goods from Mexico are not as high as from China
- Speed to market (decreased transit time)
- Increased strain on customs processing could lead to an increase in the illegal transport drugs and people







# **Distribution Growth in the Houston Port**

- **Houston Port:**

- **In 2023 the dollar value of goods brought through the port of Houston was down 4% compared to the shattering port record of 2022 that exceeded 259 billion dollars.**

- **Reasons for decrease:**

- **Decreased consumer demand**

- **Large drops in empty repositing volumes**

- **Manufactures are exploring different avenues to get their product such as outsourcing production to Mexico instead of Overseas.**



**2023 AT  
A GLANCE**

**WHERE IS  
TRANSPORTATION  
HEADED?**





# Supply Chains versus Supply Networks

- Supply Chains:

- **Single facettted**
- **A set of processes that are used to manage the flow of goods and services from their source, through production, distribution, and to the end-user.**

- Supply Networks:

- **Multi-facettted**
- **A network is a group of suppliers that work together to fulfill customer orders**







# **Drivers and Capacity**

- **Average age of truck drivers in the US is 48**
- **Tough lifestyle away from families**
- **Driver wages have not increased enough to attract the youth to the industry**
- **Equipment too expensive to get financing since 2009**
- **Average cost of a Truck has increased over the last couple of years**
- **A new 2023 Peterbilt 389 currently cost 250,000**
- **Government regulations continue to change and tighten up on the industry decreasing the earning potential (CARB, ELD).**



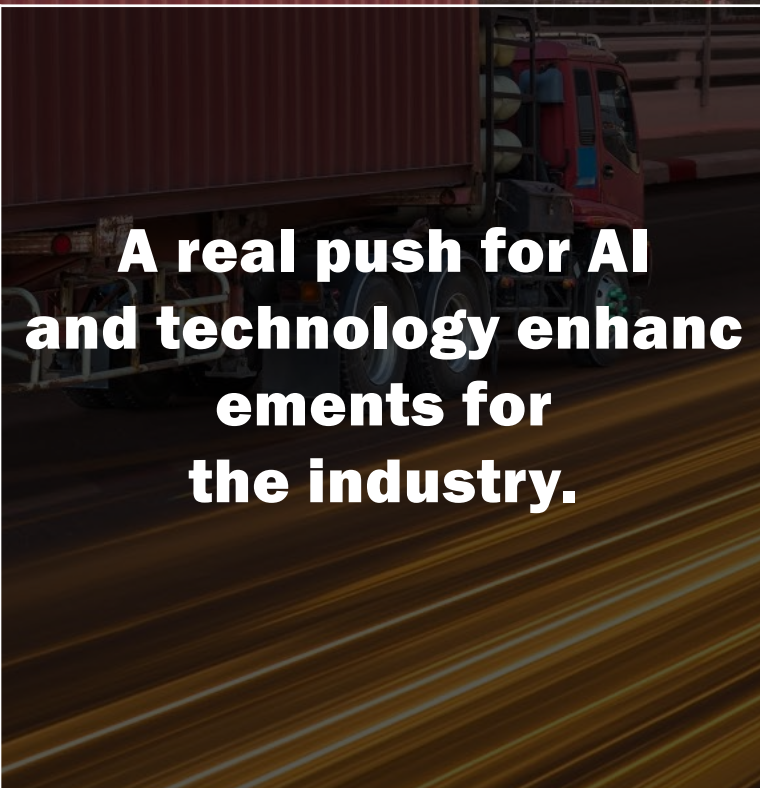
# **DRAMATIC SHIFTS IN SUPPLY CHAIN AROUND THE GLOBE**

- **The pandemic**
- **Port closures and labor shortages**
- **Union contracts and strikes**
- **Highest demand surge for consumer products in our countries history**
- **Russian invasion of Ukraine**
- **Hamas and War in Israel**
- **Inflation skyrocketing around the globe**
- **Mounting concerns of a major recession in 2024**

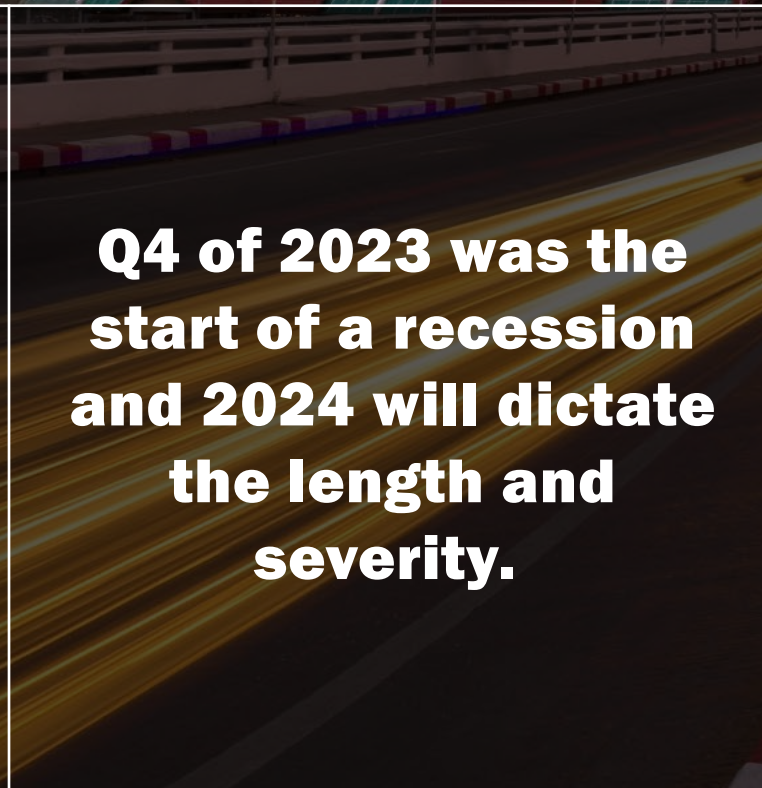




# INDUSTRY TRENDS



**A real push for AI and technology enhancements for the industry.**



**Q4 of 2023 was the start of a recession and 2024 will dictate the length and severity.**



**Consumer credit card debt is at an all-time high topping over 1 Trillion Dollars for the first time in US history.**



**Over 35,000 trucking companies have gone out of business in 2023**



**Drivers and labor shortages, Rising costs of warehousing and property taxes on buildings, fuel and maintenance costs, shifting customer expectations and projections.**





# **American Diamond Logistics**

## **Logistics Done Right!**

**Est. 2012 by Steve Wineriter and Kevin Garrett**





# Services We Provide

- Dry Van
- Flat Bed
- Courier
- Air
- Refrigerated
- LTL
- Heavy Haul
- Drayage
- Intermodal
- International
- Warehousing
- Yard Services
- Trailer Leasing
- Trailer Maintenance
- Whatever It Takes!

**American Diamond's**  
**Core Values**

**Communication**

**Partnerships**

**Technology**



# TOP ACCOUNTS

## SOME OF OUR CUSTOMERS INCLUDE:

- **Altium Packaging**
- **Nestle Waters**
- **Newline Interactive**
- **Body Armor Sports Drinks**
- **Ryse**
- **CL Industries**
- **Coca-Cola**
- **Gemaire**
- **Southern Fastening**
- **Carrier Enterprise**
- **Andersen Windows and Doors**
- **Metalwest**
- **Aarons Furniture Rentals**
- **Ulta Beauty Products**





# Technology Enhancements

## Where is ADL Focusing?

- **Proprietary TMS: We are in charge!**
- **Updated marketing and presentation materials.**
- **Cutting-edge tracking technology**
- **LTL Portal for customers to access and submit requests**
- **Navigator customer portal launched in 2023**
- **Navigator sales portal set to be launched in Q2 of 2024**
- **Navigator carrier portal set to release late 2024**
- **Technology enhances relationships with our customers. It doesn't replace them!**





A word cloud centered around the word "QUESTION?" in large white letters. Surrounding it are various question words in blue and white, including "WHO?", "HOW?", "WHEN?", "WHAT?", "WHERE?", and "WHY?". The words are arranged in a circular pattern, creating a dynamic and engaging visual.