Transportation Outlook
DISCUSSION OUTLINE

- Distribution Growth in Texas
- Services We Provide
- Core Values
- Top Accounts
- Dedicated Lanes for 2019
- Growth Strategy/Agent Offices
- Technology and Software Updates
- Questions
DALLAS / FORT WORTH

- DFW area is the 3rd largest in new Distribution Center growth.
- Over 27 Million square-feet of warehouse projects have been built in DFW.
- In the past 5 years, over 100 Million square-feet of warehouse projects have been built in DFW.
- Most local growth has been in North Fort Worth (Alliance Corridor) and Grand Prairie.
HOUSTON

- Port of Houston has seen 10% growth year over year since 2015.
- Port of Houston leads the nation in exports of general plastic resin.
- Port of Houston has provided over 1.2 Million jobs for the State of Texas, and the economic activity totals over $265 Billion dollars.
SERVICES WE PROVIDE

- Dry Van
- Flat Bed
- Refrigerated
- LTL
- Heavy Haul
- Intermodal
- International
- Yard Services
- Trailer Leasing
- Trailer Maintenance

American Diamond Logistics
OUR CORE VALUES

CUSTOMER SERVICE
Provide excellent customer services with over 75 years of transportation experience within our Sales and Operations Team.

PARTNERSHIPS
Build strong and lasting partnerships with both our customers and carriers.

CONTINUAL GROWTH
Train and develop team members for constant growth.
OUR CORE VALUES

- POSITIVE WORK ENVIRONMENT
  Create a positive and successful working environment for our employees.

- TECHNOLOGY LEADER
  Develop technology solutions to provide cutting-edge innovation and advancement within the industry.

- PROVIDE SOLUTIONS
  Setting the standard to always be a problem solver and solutions based company to our customers daily.
TOP ACCOUNTS

SOME OF OUR CUSTOMERS INCLUDE:

- Amazon
- Clarus Glassboards
- Green Bay Packaging
- MARS Food
- International Paper
- Pella Doors and Windows
- Interplast IBS
- HEB Grocery Stores
- BMC Doors and Building Materials
- Consolidated Container Company
2012
FIRST LOADS MOVED

Steve Wineriter and Kevin Garrett start American Diamond Logistics.
HOW FAST WILL WE GROW?

68%

YEAR OVER YEAR GROWTH WITH CUSTOMERS, EMPLOYEES AND REVENUE SINCE 2012
HOW FAST WILL WE GROW?

- **2015** - Added Houston Sales Division.
- **2017** - Developed internal TMS System and Freight Tracking Software.
- **2018** - Expanded both Operations and Sales Teams by **50%** to match growth trends. Moved into new corporate office location in Roanoke, Texas.
- **2019** - Major focus on expanding Agent Offices and Satellite Offices around the country. We currently have 5 locations up and running throughout the United States.
Build strong partnerships with small and medium asset based carriers.
Sell to our customers needs based on their freight network.
Negotiate and work out rates for dedicated lanes on an annual basis.
Understand rising operating costs and communicate to shippers for pricing adjustments on our customers behalf.
Building strong relationships with owners and driver dispatchers for over 17 years in the industry.
Many of our customers are looking to do away with company fleets because of new logging restrictions, liability, expense of management, etc.

Capacity is more of an issue than rock bottom rates.

Solidify partnerships and establish open lines of communication with 3PL's.

Asset-based carriers are looking for drop-trailer freight and consistent daily loads to same locations.
2020 AT A GLANCE

WHERE IS TRUCKING HEADED?

Equipment, Fuel and Drivers

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Equipment

- Trailer shortages with the back log in production from 2009-2014.
- Age of equipment for most asset-based carriers over 10-12 years old.
- Rising costs for carriers to replenish fleets.
- Maintenance costs continue to climb.
DRIVERS AND CAPACITY

- Average age of truck drivers in the US is over 55.
- Government regulations continue to change and tighten up on the industry decreasing the earning potential.
- Driver wages have not increased enough to attract the youth to the industry.
- Equipment too expensive to get financing since 2009.
- Tough lifestyle away from families.
- Companies are turning to more and more 3PL's to help cover large volume projects, emergency loads, etc.
TECHNOLOGY

WHATS NEW WITH ADL

Software and Programming

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- Updated marketing and presentation materials.
- Cutting-edge tracking and tracing technology.
- New office software launched in 2017 including customer scorecards, load history, rate history, etc.
- New and improved ADL website.
- LTL Portal for customers to access and submit requests.
QUESTIONS?

Feel free to ask us any questions you might have related to our presentation today.