

| | Dec-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Grand Total |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Shipments | 868 | 1,152 | 1,123 | 1,343 | 1,497 | 1,481 | 1,627 | 1,757 | 1,493 | 1,597 | 1,785 | 1,323 | 17,046 |
| Weight | 640,283 | 879,805 | 818,124 | 1,012,152 | 1,153,104 | 1,118,861 | 1,268,326 | 1,404,603 | 1,134,895 | 1,283,931 | 1,400,040 | 1,014,491 | 13,128,615 |
| Current Linehaul | \$137,273 | \$191,962 | \$177,001 | \$221,461 | \$256,198 | \$251,048 | \$269,585 | \$296,490 | \$231,627 | \$262,514 | \$290,923 | \$221,698 | \$2,807,779 |
| Current Fuel Charge | \$38,436 | \$54,369 | \$50,894 | \$65,041 | \$74,164 | \$71,558 | \$76,946 | \$82,884 | \$64,803 | \$69,995 | \$76,743 | \$57,972 | \$783,803 |
| Accessorial Cost | \$668 | \$1,397 | \$1,363 | \$2,156 | \$2,533 | \$1,800 | \$3,350 | \$3,059 | \$1,286 | \$2,209 | \$2,546 | \$1,267 | \$23,634 |
| Current Freight Cost Total | \$176,377 | \$247,728 | \$229,257 | \$288,658 | \$332,895 | \$324,406 | \$349,881 | \$382,433 | \$297,716 | \$334,717 | \$370,211 | \$280,937 | \$3,615,216 |
| Minimum Charge Shipments | 159 | 256 | 246 | 267 | 272 | 296 | 334 | 352 | 314 | 332 | 351 | 210 | 3,389 |
| Minimum Charge % | 18% | 22% | 22% | 20% | 18% | 20% | 21% | 20% | 21% | 21% | 20% | 16% | 20% |
| Average Weight per Shipment | 738 | 764 | 729 | 754 | 770 | 755 | 780 | 799 | 760 | 804 | 784 | 767 | 770 |
| Average Length of Haul | 376 | 386 | 369 | 376 | 387 | 373 | 361 | 376 | 371 | 367 | 363 | 375 | 373 |
| Average Linehaul Cost per CWT | \$21.44 | \$21.82 | \$21.63 | \$21.88 | \$22.22 | \$22.44 | \$21.26 | \$21.11 | \$20.41 | \$20.45 | \$20.78 | \$21.85 | \$21.39 |
| Average Fuel Cost per CWT | \$6.00 | \$6.18 | \$6.22 | \$6.43 | \$6.43 | \$6.40 | \$6.07 | \$5.90 | \$5.71 | \$5.45 | \$5.48 | \$5.71 | \$5.97 |
| Average Total Cost per CWT | \$27.55 | \$28.16 | \$28.02 | \$28.52 | \$28.87 | \$28.99 | \$27.59 | \$27.23 | \$26.23 | \$26.07 | \$26.44 | \$27.69 | \$27.54 |

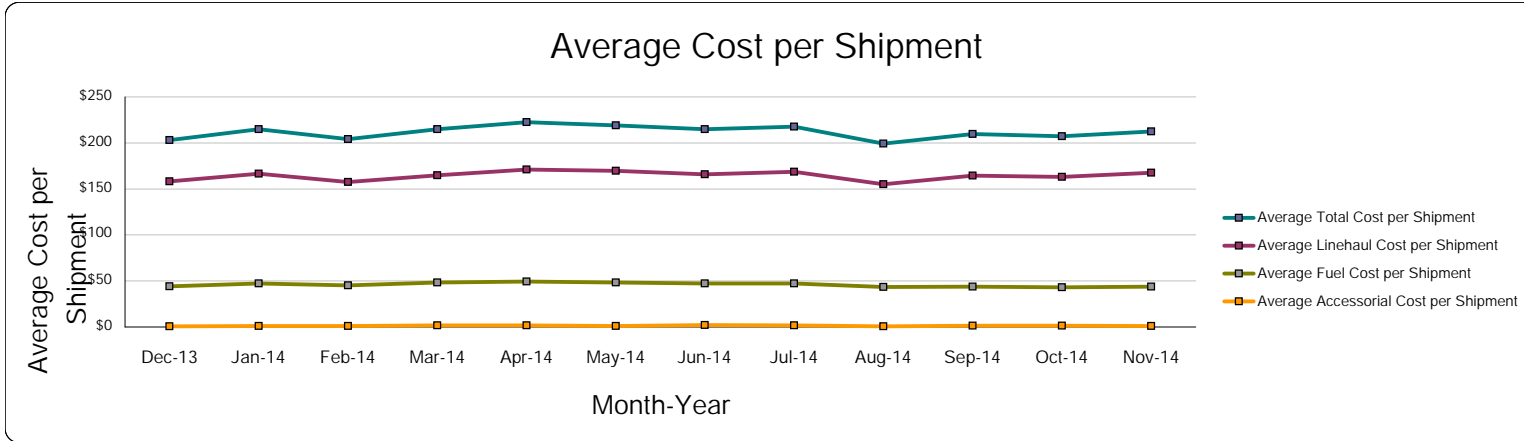
Jan 5, 2015

To learn more about our services watch the story of Todd on our website today.

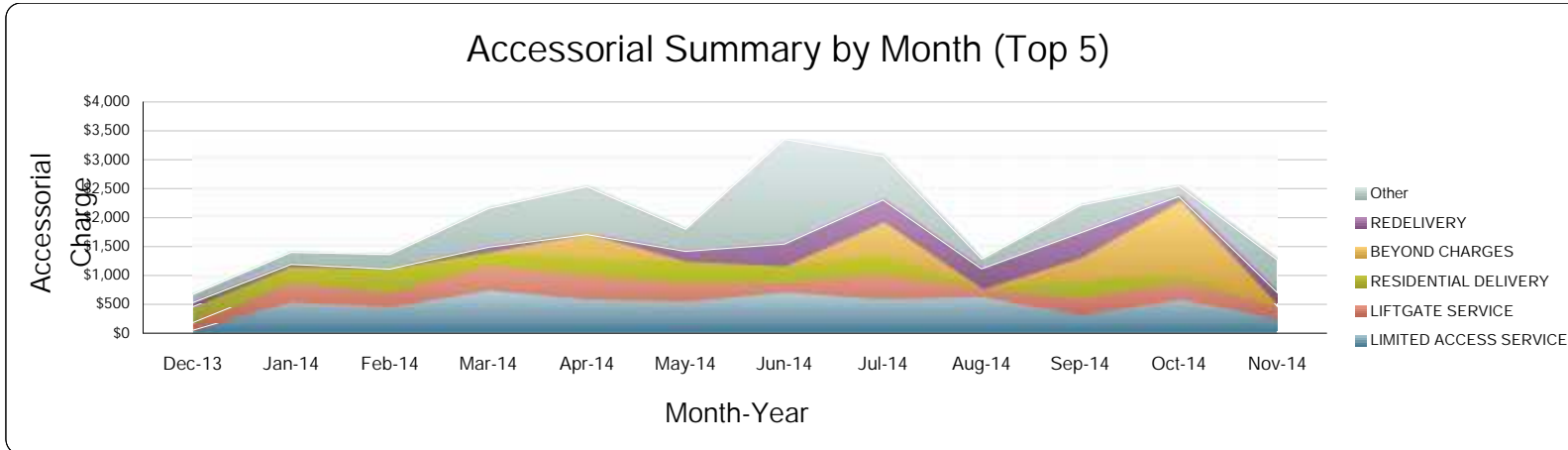
www.phalanx-strategies.com or call 888-961-4833

info@phalanx-strategies.com



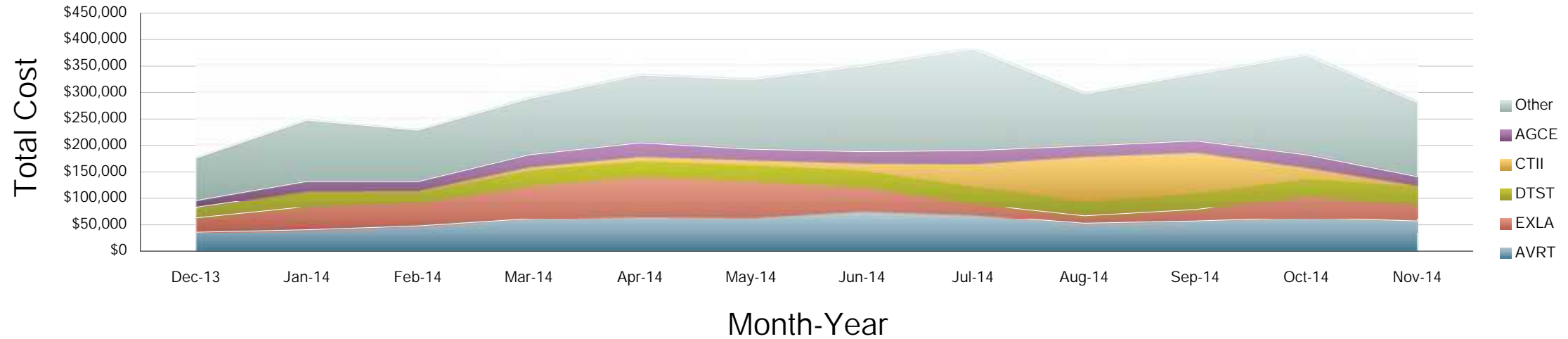


| | Dec-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Grand Total |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------------|
| Shipments | 868 | 1,152 | 1,123 | 1,343 | 1,497 | 1,481 | 1,627 | 1,757 | 1,493 | 1,597 | 1,785 | 1,323 | 17,046 |
| Current Linehaul | \$137,273 | \$191,962 | \$177,001 | \$221,461 | \$256,198 | \$251,048 | \$269,585 | \$296,490 | \$231,627 | \$262,514 | \$290,923 | \$221,698 | \$2,807,779 |
| Current Fuel Charge | \$38,436 | \$54,369 | \$50,894 | \$65,041 | \$74,164 | \$71,558 | \$76,946 | \$82,884 | \$64,803 | \$69,995 | \$76,743 | \$57,972 | \$783,803 |
| Accessorial Cost | \$668 | \$1,397 | \$1,363 | \$2,156 | \$2,533 | \$1,800 | \$3,350 | \$3,059 | \$1,286 | \$2,209 | \$2,546 | \$1,267 | \$23,634 |
| Current Freight Cost Total | \$176,377 | \$247,728 | \$229,257 | \$288,658 | \$332,895 | \$324,406 | \$349,881 | \$382,433 | \$297,716 | \$334,717 | \$370,211 | \$280,937 | \$3,615,216 |
| Average Linehaul Cost per Shipment | \$158 | \$167 | \$158 | \$165 | \$171 | \$170 | \$166 | \$169 | \$155 | \$164 | \$163 | \$168 | \$165 |
| Average Fuel Cost per Shipment | \$44 | \$47 | \$45 | \$48 | \$50 | \$48 | \$47 | \$47 | \$43 | \$44 | \$43 | \$44 | \$46 |
| Average Accessorial Cost per Shipment | \$1 | \$1 | \$1 | \$2 | \$2 | \$1 | \$2 | \$2 | \$1 | \$1 | \$1 | \$1 | \$1 |
| Average Total Cost per Shipment | \$203 | \$215 | \$204 | \$215 | \$222 | \$219 | \$215 | \$218 | \$199 | \$210 | \$207 | \$212 | |



| | Dec-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Grand Total |
|------------------------|--------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|
| LIMITED ACCESS SERVICE | \$50 | \$546 | \$459 | \$743 | \$592 | \$552 | \$710 | \$594 | \$633 | \$301 | \$594 | \$239 | \$6,012 |
| LIFTGATE SERVICE | \$132 | \$321 | \$231 | \$426 | \$417 | \$297 | \$165 | \$423 | \$129 | \$294 | \$294 | \$228 | \$3,357 |
| RESIDENTIAL DELIVERY | \$275 | \$275 | \$420 | \$220 | \$275 | \$380 | \$275 | \$330 | | \$330 | \$110 | | \$2,890 |
| BEYOND CHARGES | | | | | \$421 | | | \$559 | | \$368 | \$1,270 | | \$2,618 |
| REDELIVERY | \$72 | \$50 | | \$99 | | \$189 | \$394 | \$399 | \$354 | \$442 | \$99 | \$234 | \$2,331 |
| Other | \$140 | \$206 | \$253 | \$668 | \$827 | \$382 | \$1,806 | \$755 | \$171 | \$473 | \$179 | \$566 | \$6,426 |
| Grand Total | \$668 | \$1,397 | \$1,363 | \$2,156 | \$2,533 | \$1,800 | \$3,350 | \$3,059 | \$1,286 | \$2,209 | \$2,546 | \$1,267 | \$23,633 |

Total Cost by Carrier (Top 5)



Jan 5, 2015

To learn more about our services watch the story of Todd on our website today.

www.phalanx-strategies.com or call 888-961-4833

info@phalanx-strategies.com





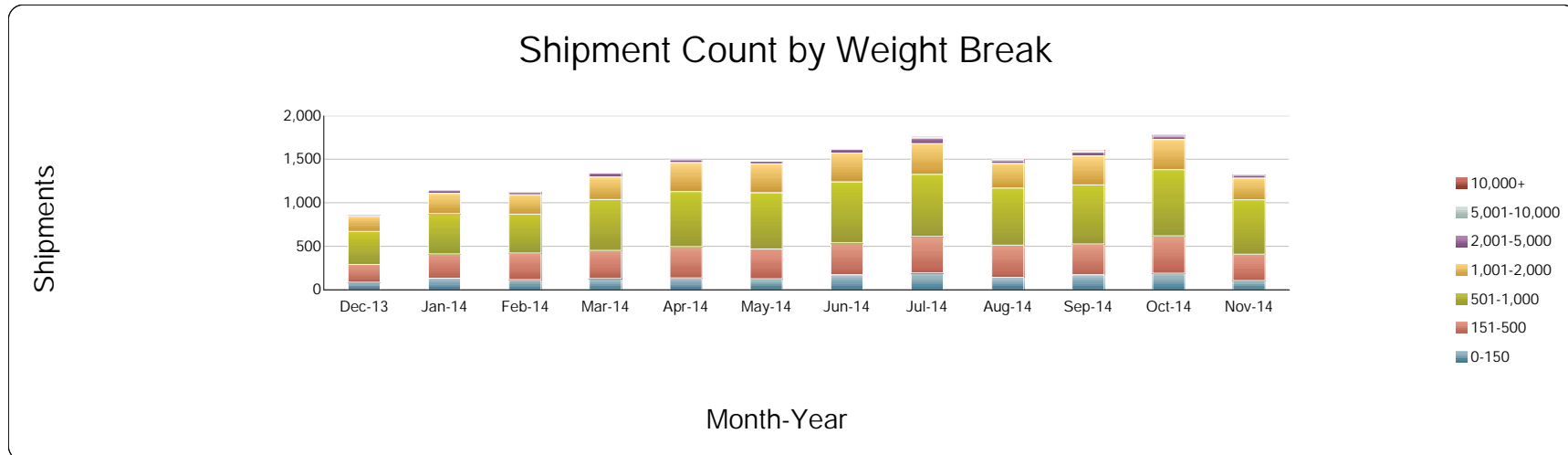
Phalanx Strategies
 Shipping Metrics Package - Carrier Metrics

Date Period: The Last 12 Months

Mode: LTL

Direction(s): All

| | | Dec-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Grand Total |
|--------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| AVRT | Shipments | 183 | 204 | 241 | 314 | 328 | 335 | 387 | 353 | 289 | 303 | 333 | 288 | 3,558 |
| | Weight | 152,618 | 169,391 | 199,763 | 244,435 | 268,786 | 268,071 | 320,182 | 291,380 | 243,306 | 248,036 | 278,085 | 247,189 | 2,931,242 |
| | Current Freight Cost Total | \$35,645 | \$40,587 | \$47,794 | \$61,413 | \$65,537 | \$63,959 | \$75,823 | \$68,835 | \$52,628 | \$57,028 | \$63,591 | \$57,045 | \$689,884 |
| | Total Cost per CWT | \$23.36 | \$23.96 | \$23.93 | \$25.12 | \$24.38 | \$23.86 | \$23.68 | \$23.62 | \$21.63 | \$22.99 | \$22.87 | \$23.08 | \$23.54 |
| EXLA | Shipments | 119 | 169 | 176 | 224 | 265 | 225 | 140 | 91 | 73 | 95 | 162 | 118 | 1,857 |
| | Weight | 82,606 | 124,055 | 122,743 | 171,263 | 203,036 | 186,016 | 112,954 | 66,249 | 54,788 | 71,992 | 117,536 | 95,828 | 1,409,066 |
| | Current Freight Cost Total | \$27,324 | \$43,751 | \$43,473 | \$61,457 | \$75,496 | \$67,638 | \$45,444 | \$20,375 | \$14,388 | \$21,884 | \$40,308 | \$29,750 | \$491,286 |
| | Total Cost per CWT | \$33.08 | \$35.27 | \$35.42 | \$35.88 | \$37.18 | \$36.36 | \$40.23 | \$30.75 | \$26.26 | \$30.40 | \$34.29 | \$31.05 | \$34.87 |
| DTST | Shipments | 94 | 133 | 110 | 139 | 138 | 155 | 152 | 160 | 134 | 152 | 163 | 191 | 1,721 |
| | Weight | 72,008 | 101,189 | 73,467 | 101,494 | 101,727 | 109,855 | 106,343 | 109,115 | 94,415 | 104,233 | 114,046 | 126,446 | 1,214,338 |
| | Current Freight Cost Total | \$20,146 | \$28,332 | \$20,755 | \$30,181 | \$28,942 | \$31,064 | \$31,208 | \$33,070 | \$28,417 | \$30,777 | \$32,590 | \$35,863 | \$351,344 |
| | Total Cost per CWT | \$27.98 | \$28.00 | \$28.25 | \$29.74 | \$28.45 | \$28.28 | \$29.35 | \$30.31 | \$30.10 | \$29.53 | \$28.58 | \$28.36 | \$28.93 |
| CTII | Shipments | | 1 | 13 | 32 | 45 | 59 | 78 | 184 | 410 | 354 | 94 | 3 | 1,273 |
| | Weight | | 2,511 | 7,593 | 25,066 | 43,878 | 36,981 | 69,178 | 151,420 | 289,575 | 285,267 | 70,127 | 1,993 | 983,589 |
| | Current Freight Cost Total | | \$427 | \$2,002 | \$5,476 | \$8,059 | \$8,857 | \$13,331 | \$42,261 | \$82,518 | \$76,110 | \$20,443 | \$692 | \$260,177 |
| | Total Cost per CWT | | \$17.02 | \$26.37 | \$21.85 | \$18.37 | \$23.95 | \$19.27 | \$27.91 | \$28.50 | \$26.68 | \$29.15 | \$34.73 | \$26.45 |
| AGCE | Shipments | 59 | 82 | 89 | 107 | 123 | 113 | 124 | 130 | 97 | 113 | 133 | 95 | 1,265 |
| | Weight | 60,837 | 91,341 | 84,710 | 123,478 | 126,625 | 101,617 | 114,228 | 130,115 | 89,951 | 100,507 | 125,256 | 77,877 | 1,226,542 |
| | Current Freight Cost Total | \$12,523 | \$18,897 | \$17,554 | \$23,778 | \$26,561 | \$21,340 | \$22,418 | \$25,969 | \$21,034 | \$22,941 | \$25,225 | \$17,429 | \$255,669 |
| | Total Cost per CWT | \$20.58 | \$20.69 | \$20.72 | \$19.26 | \$20.98 | \$21.00 | \$19.63 | \$19.96 | \$23.38 | \$22.83 | \$20.14 | \$22.38 | \$20.84 |
| Other | Shipments | 413 | 563 | 494 | 527 | 598 | 594 | 746 | 839 | 490 | 580 | 900 | 628 | 7,372 |
| | Weight | 272,214 | 391,318 | 329,848 | 346,416 | 409,052 | 416,321 | 545,441 | 656,324 | 362,860 | 473,896 | 694,990 | 465,158 | 5,363,838 |
| | Current Freight Cost Total | \$80,739 | \$115,735 | \$97,679 | \$106,352 | \$128,300 | \$131,548 | \$161,657 | \$191,924 | \$98,731 | \$125,978 | \$188,055 | \$140,158 | \$1,566,856 |
| | Total Cost per CWT | \$29.66 | \$29.58 | \$29.61 | \$30.70 | \$31.37 | \$31.60 | \$29.64 | \$29.24 | \$27.21 | \$26.58 | \$27.06 | \$30.13 | \$29.21 |
| Grand Total: | Shipments | 868 | 1,152 | 1,123 | 1,343 | 1,497 | 1,481 | 1,627 | 1,757 | 1,493 | 1,597 | 1,785 | 1,323 | 17,046 |
| | Weight | 640,283 | 879,805 | 818,124 | 1,012,152 | 1,153,104 | 1,118,861 | 1,268,326 | 1,404,603 | 1,134,895 | 1,283,931 | 1,400,040 | 1,014,491 | 13,128,615 |
| | Current Freight Cost Total | \$176,377 | \$247,728 | \$229,257 | \$288,658 | \$332,895 | \$324,406 | \$349,881 | \$382,433 | \$297,716 | \$334,717 | \$370,211 | \$280,937 | \$3,615,216 |
| | Total Cost per CWT | \$27.55 | \$28.16 | \$28.02 | \$28.52 | \$28.87 | \$28.99 | \$27.59 | \$27.23 | \$26.23 | \$26.07 | \$26.44 | \$27.69 | \$27.54 |



| | Dec-13 | Jan-14 | Feb-14 | Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Grand Total |
|---------------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| 0-150 | 86 | 132 | 117 | 131 | 137 | 126 | 173 | 194 | 144 | 173 | 191 | 107 | 1,711 |
| 151-500 | 206 | 281 | 305 | 322 | 359 | 343 | 368 | 419 | 369 | 352 | 430 | 300 | 4,054 |
| 501-1,000 | 377 | 462 | 448 | 585 | 631 | 646 | 697 | 714 | 655 | 680 | 758 | 625 | 7,278 |
| 1,001-2,000 | 178 | 234 | 220 | 257 | 333 | 331 | 334 | 353 | 283 | 333 | 348 | 252 | 3,456 |
| 2,001-5,000 | 19 | 35 | 28 | 45 | 33 | 31 | 43 | 62 | 33 | 43 | 38 | 32 | 442 |
| 5,001-10,000 | 2 | 8 | 5 | 3 | 4 | 4 | 11 | 15 | 8 | 14 | 20 | 7 | 101 |
| 10,000+ | | | | | | | 1 | | 1 | 2 | | | 4 |
| Grand Total: | 868 | 1,152 | 1,123 | 1,343 | 1,497 | 1,481 | 1,627 | 1,757 | 1,493 | 1,597 | 1,785 | 1,323 | 17,046 |

Jan 5, 2015

6

To learn more about our services watch the story of Todd on our website today.

www.phalanx-strategies.com or call 888-961-4833

info@phalanx-strategies.com

