



SOLUTIONS-DRIVEN TEAM, SERVICE-DRIVEN CULTURE

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# Presentation to Delmarva Winter Freight Meeting

December 13, 2016





# THANK YOU!

- **Who are those guys?**
- **How did we get here?**
- **What do we do?**
- **Where are we going?**

A blue-tinted photograph of a semi-truck driving on a multi-lane highway, viewed from an elevated angle. The truck is in the left lane, moving away from the viewer.

# TRINITY LOGISTICS WHO ARE THOSE GUYS...

- **Founded in 1979 by Ed & Deana Banning**
- **Sold to Jeff Banning in 1993**
- **Headquartered in Seaford, Delaware**
- **#20 on Transport Topics “Top Brokers” Ranking**
- **Trinity Distribution**
  - Sister company located in Wilmington
  - Trucking company serving Port of Wilmington
- **Partnership investment in Memphis-based technology company**



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# TRINITY LOGISTICS

## HOW DID WE GET HERE...

- **Vision 2015**
  - Double the size of the business to \$350 million
  - Invest in technology that creates a difference
  - Expand scope of services to transform to Logistics Solutions Provider (LSP)
- **Results**
  - Built proprietary operating system
  - Added full range of mode capabilities
  - Added two locations
  - 2015 revenue of \$358 million

A blue-tinted photograph of a semi-truck driving on a multi-lane highway. The truck is in the left lane, moving away from the viewer. The road has white lane markings and a dashed center line. The background shows some greenery and a clear sky.

# **TRINITY LOGISTICS**

## **WHAT DO WE DO...**

- **Trinity is shifting from 'freight intermediary' to Logistics Solutions Provider (LSP)**
- **Offer all solutions required of the Tier II/Tier III shippers**
  - **Truckload (dry & TCC)**
  - **Less-than-truckload**
  - **Expedited**
  - **International**
  - **Intermodal**
  - **Dray**
  - **Parcel**
  - **Warehousing**
- **27,000 monthly transactions**
- **3,600 monthly bill-to's**
- **5 Company Stores, 89 Agent Locations**

# Top Brokerages offering complex solutions 2012

## Top 25 Domestic Brokerages and Their Breadth of Solutions



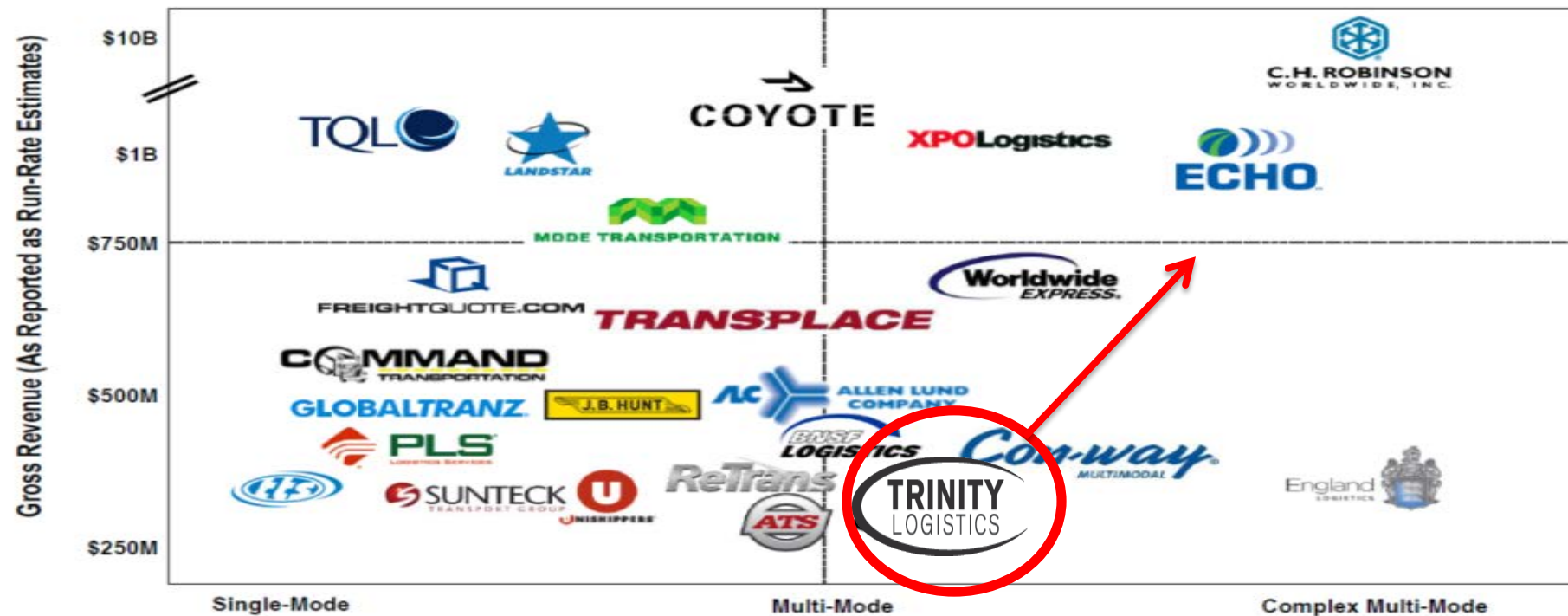
Source: Company 10Ks, Internal Estimates

Solutions Brokerage Can Competitively Offer Customers



# 2014 OUR APPROACH IS WORKING

## The Top Brokerages Continue to Get Bigger And Offer More Services



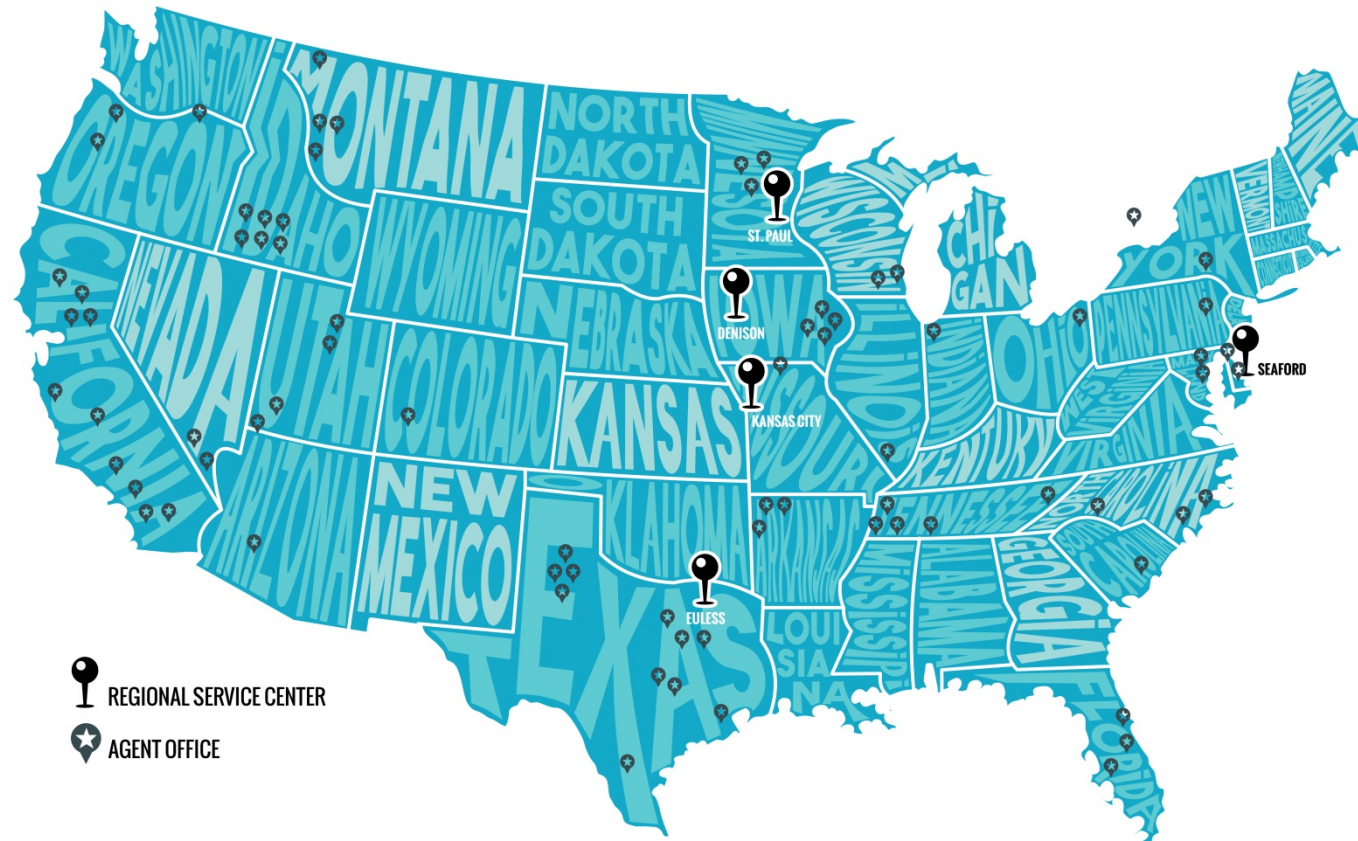
Source: Transport Topics, CD Estimates

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*Solutions Brokerage Can Competitively Offer Customers*

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# CURRENT LOCATIONS





A blue-tinted photograph of a semi-truck driving on a multi-lane highway. The truck is in the left lane, moving away from the viewer. The road has white lane markings and a guardrail on the right side. The background shows some vegetation.

# TRINITY LOGISTICS

## WHERE ARE WE GOING...

- **Vision 2020**
  - **Grow to \$1 billion**
  - **Expand footprint**
    - **Open 5 Company locations**
    - **Triple capabilities in LTL**
    - **Enterprise Transportation Management (TMS)**
- **Technology**
  - **Self-sufficiency in development**
  - **Direct customer and carrier portals**
- **Financial**
  - **Growth financed by free cash flow**

# TRINITY LOGISTICS

## WHERE ARE WE GOING...

	Revenue		Gross Margin	
Trinity	0.5%	↓	12.4%	↑
CH	1.7%	↓	10.4%	↓
Hub	5.1%	↑	1%	↓
Echo	2.4%	↑	7.5%	↓



# TMS Solutions





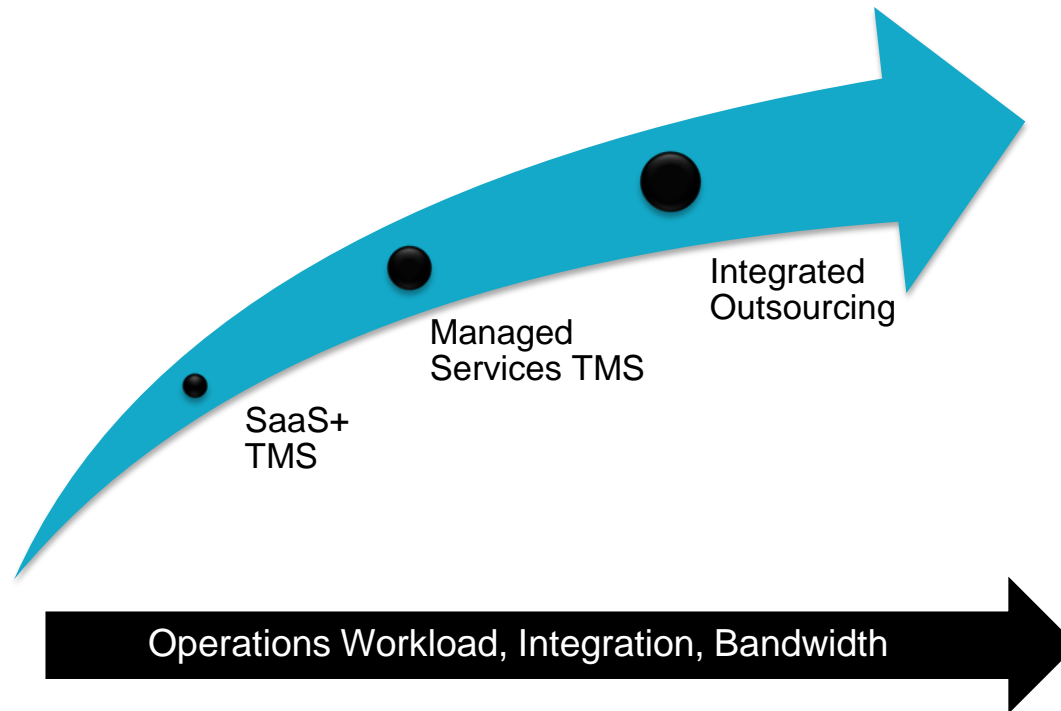


# DESIGN SOLUTIONS: TMS & MANAGED SERVICES



Delivering technology-based logistics solutions to help businesses ***gain control and visibility to their supply chains***, reducing costs, improving performance, and increasing efficiencies.

# HOW DO WE FIT INTO OUR CUSTOMER SUPPLY CHAINS?



# COLLABORATIVE TMS SOLUTIONS: A TRUE TMS

- Built on *Cloud infrastructure*
  - Mobile application
- System and Carrier neutral - **Customizable, flexible, and scalable**
  - Utilizes logistics engineers for maximum ROI – not resource intensive
  - Configurations don't require custom programming
- Control Center – Hierarchy
  - Role-based functionality and visibility
  - Portals for vendors
- Integration, change, project, and account management support



# TMS MARKET TODAY

- Almost all Tier I (\$100MM+) shippers utilize a TMS platform
- ~ **Only 15%** of Tier II shippers (\$10MM-\$100MM) utilize TMS
- Less than 15% of Tier III shippers (< 10MM) are utilizing TMS
- TMS Market expected to Grow up to 20% in 2017



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Thank You!

