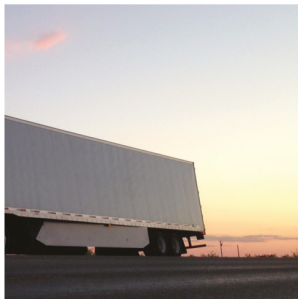




# Blue Collar



## COMPANY OVERVIEW



## Our competitive advantage is very simple!

# EXPERIENCE. INTEGRITY. SERVICE

**Blue Collar Transportation Inc., one of the fastest growing logistics companies in the industry has a unique strategy that we feel separates us from our competitors. While most of the industry is looking to quickly expand via acquisition of other companies, we are poised for 100% organic growth over the next decade. Our accelerated growth begins with hiring amazing employees. These individuals assist our customers by providing the most cost effective shipping solutions without sacrificing service and/or integrity.**

Over the past 10+ years, we have listened to our customers and come up with solutions to meet their specific needs. More than ever before customers are looking to partner with a transportation provider who can do it all. By that we mean lowering their shipping costs, providing additional capacity, and more importantly providing a full line of transportation solutions (OTR, LTL, Intermodal, Refrigerated, Expedited, etc). In 2008, CEO Mark Williams began the planning process to fill this void in the marketplace which would give customers a reputable, honest, one stop transportation solution while still providing a high level of service. As a result, he opened Blue Collar Transportation in 2009 and Blue Collar Express in 2014 with plans to open Blue Collar Intermodal by 2018.

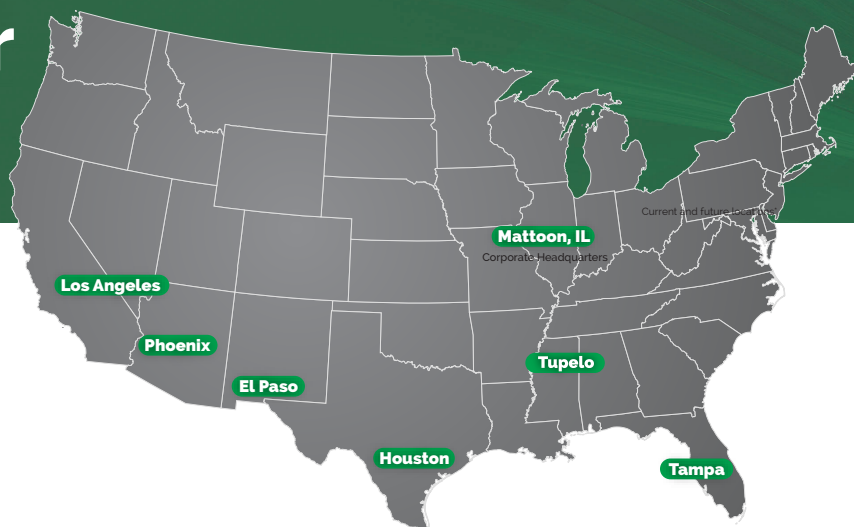
The goal for Blue Collar Transportation (our brokerage division) is simple: Provide dependable solutions based on integrity unlike

many other brokers in the industry. Our Management Team has worked together for over 10 years, creating a dynamic executive team rarely found in the industry. As a result, we are able to provide customers real time updates on shipping trends in the marketplace, capacity constraints, potential shipping issues, and the most cost effective shipping solutions. One of the major advantages we have over our competitors is the ability to fully maximize our trucking division. When a customer tenders us a load, our 1st option is to see if we can utilize our equipment by accessing state of the art GPS system installed on all of our equipment. If our trucks are not an option, we can rely on thousands of fully screened, highly skilled carriers that are active in our database and monitored 24/7. Having our own equipment dramatically increases the odds that your load will pick up and delivery on time with no issues. This gives our customers the peace of mind that so many enjoy and after only a few loads, you will quickly see how different we are from our competitors.

Blue Collar Express Inc, was formed to complement our Brokerage Division. Our goal for our trucking division is to have terminals in Los Angeles, Phoenix, El Paso, Houston, Tupelo and Tampa by 2019. Each of these terminals will be instrumental in providing that one stop solution we are ultimately trying to achieve. From local, regional, OTR, international, drayage, warehousing and cross docking, each location will be critical in helping our customers reach their transportation goals.



# 5 Reasons to Partner with Blue Collar Transportation



## 1. ELD COMPLIANCE

As you know, one of the biggest topics of conversation in the industry over the past 12 months is the ELD mandate scheduled to go live in December 2017. At Blue Collar Transportation we have been monitoring this situation very closely and have come up with an strategic plan to ensure our customers are informed, educated, and prepared for what many consider the biggest change in the history of the transportation industry. Are you aligning with the best brokers/carriers in the industry to ensure minimal impact to your transportation network? Things you need to know:

- Most experts expect capacity to shrink between 5-35% which will cause many disruptions to supply chains all across the country.
- Not only will capacity be impacted, but many other factors will need to be addressed prior to the go live date such as loading/unloading times, detention rates, line haul rates, and transit time to name a few.
- We currently have over 15,000 approved carriers who we monitor 24/7 for insurance, authority, safety, etc. We have analyzed our entire network of carriers and over 98% will become ELD compliant by December 2017. What does this mean to you? It means we have worked with our carriers to help educate, provide options, and ultimately assist them in the transition to becoming ELD compliant by the go live date. We like to consider ourselves part of your transportation team because we have been proactive in getting all of these carriers compliant so that when December rolls around you will not feel the "squeeze" that many shippers will undoubtedly feel.

## 2. BLUE COLLAR EXPRESS

In addition to preparing our carriers for the ELD mandate, here at Blue Collar Express (our asset division) we are also being proactive in preparation for the go live date of this mandate. Knowing that capacity in the marketplace will be reduced, we are adding to our capacity with a purchase of additional trucks and trailers. All of our trucks are 4 years old or less to minimize downtime and keep your product on schedule for pick/delivery.

- Current Trucking terminals are in El Paso, TX and Phoenix, AZ. Our Tupelo, MS terminal scheduled to open Q4 2017.
- Future terminals will include Los Angeles, CA, Houston, TX and Tampa, FL.
- All of our equipment is equipped with state of the art GPS so we can track and monitor all of our equipment in real time 24/7.
- Dropped trailers are available upon request based on load volume.
- We leverage our equipment and our carrier relationships so that your freight is picked up 100% of the time NO EXCEPTIONS!

## 3. TECHNOLOGY

Technology is one of those aspects of the industry that many overlook and underutilize. We have partnered with many leaders in the industry in regards to technology to provide customers with the highest levels of service available.

- Our TMS system is one of the best on the market! We have customized the platform to provide our customers the best visibility to their freight in real time while having access to customized reporting, online tracking, and access to all paperwork online. We have found out that customers thoroughly enjoy being able to utilize all the "bells and whistles" our system provides.

- Our disaster recovery plan is very comprehensive!! While it is not fun planning for downtime, unfortunately it does happen from time to time. We have a complex network of servers, virtual servers, firewall, antivirus, backup generators, and the ability for servers to roll from one location to another with zero downtime. This gives you the comfort that no matter what is happening in the crazy world around us, we will have 100% up time! System issues will not be an excuse you hear from us.

- We have the ability to track drivers on brokered freight if you have a critical shipment. This is also integrated into our TMS.

- We provide real time updates to customers when drivers are dispatched, arrived at shipper, arrived at receive, unloaded, etc. This takes ALL the guess work out of your freight.

## 4. SERVICE

Blue Collar Transportation is hands down one of the premier transportation providers in the industry and this is a direct result of the service we provide. While many brokers/carriers claim to provide top levels of service, at the end of the day they are either a) too large to provide every customer with the support they deserve b) too big to even care unless the customer is a Fortune 100 account which 99% of customers are not and/or c) have too high a rate of employee turnover so someone new is always handling their account which results in mistakes and less than desirable service.

- We maintain a 98% on time percentage for both pick up and deliveries on an annual basis.
- We leverage technology, Blue Collar Express, and carrier relationships to ensure that we maintain a minimum of 98% on time percentage.
- Over 70% of our business has come from referrals. This speaks volumes to the service we provide as customers are happy to refer us to someone they know and/or do business with because they know firsthand that we are different than most carriers/brokers in the industry.
- Some of the services we provide are TL, LTL, Expedited, Refrigerated, Flatbed and servicing Mexico and Canada.

## 5. FINANCIALLY STABLE

While this might not seem like a huge deal, in reality it is! You are partnering with a company that is 100% debt free since 2014. The more expenses a company has the more they have to charge for their services in order to make money. At Blue Collar Transportation we leverage no debt and low executive salaries enable us to provide the absolute lowest rates for our customers while providing a high level of service.