

TOTAL QUALITY LOGISTICS (TQL)

November 21, 2016



TQL: Profile

- Freight brokerage industry leader
 - One of top largest freight brokerage firms in the U.S. with rapid *organic* growth
- Non-asset based service provider connecting shippers to truck carriers
 - Arrange transportation of more than 1,000,000 loads annually
 - Arrange movement of commodities, with approximately 40% of sales in food and beverage segment
- Headquartered in Cincinnati, OH with 56 sales offices across 24 states
- 4,000+ employees currently
- Privately held Company, established in 1997

Industry Rankings and Recognition

RANKINGS & AWARDS

OUR CREDIT RATINGS

DUN & BRADSTREET
5A2
(DUNS# 79-145-9410)

BLUE BOOK
40,000M XXXX AA
ELITE TRANSPORTATION
MEMBER

RED BOOK
A **** |
BUSINESS CHARACTER
AWARD

INDUSTRY RANKINGS

**NATIONAL ASSOCIATION OF
SMALL TRUCKING COMPANIES (NASTC)**
BEST BROKER MEMBER

BETTER BUSINESS BUREAU SATISFACTORY RATING
HIGHEST POSSIBLE RATING

TRANSPORT TOPICS
TOP 50 LOGISTICS COMPANIES
2011-2016

SMARTWAY TRANSPORT PARTNER
2010-2016

TRANSPORTATION INTERMEDIARIES ASSOCIATION (TIA)
MEMBER SINCE 1998

COMPANY AWARDS

FOOD LOGISTICS MAGAZINE
TOP 100 3PL AND COLD STORAGE PROVIDER
2011-2015

SUPPLYCHAINBRAIN.COM
100 GREAT SUPPLY CHAIN PARTNERS
2013-2016

G.I. JOBS
MILITARY FRIENDLY EMPLOYER
2014, 2016

ARMSTRONG & ASSOCIATES
TOP 50 U.S. DOMESTIC 3PLS
2014

- TQL has received wide array of recognition for:
 - Best Places to Work
 - Career Opportunities
 - Rapid and sustained growth
- TQL & our employees contribute over \$1.2M per year in the communities where we work.

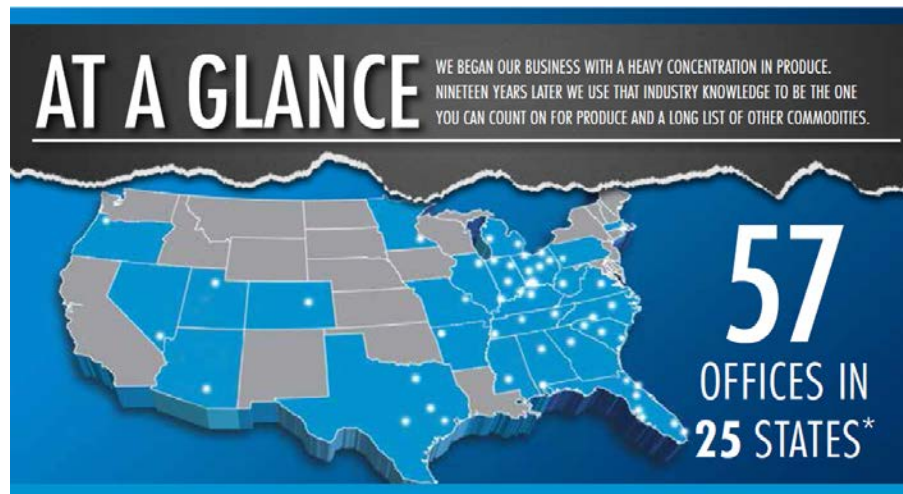


Industry Overview and Growth Potential

- Truckload market in the U.S. is estimated as a \$350B+ market
- Approximately 15% of truckload market flows through third party freight brokers, making it a \$50B market
 - Freight brokerage market is expected to grow in high single digit range
- We believe TQL is well positioned in the marketplace, given our:
 - Scale
 - Proprietary technology
 - Reputation
 - Commitment to exceed expectations
 - People
 - Financial strength and stability
- Attracting “hard working” sales personnel and leveraging our technology are critical to our continued growth

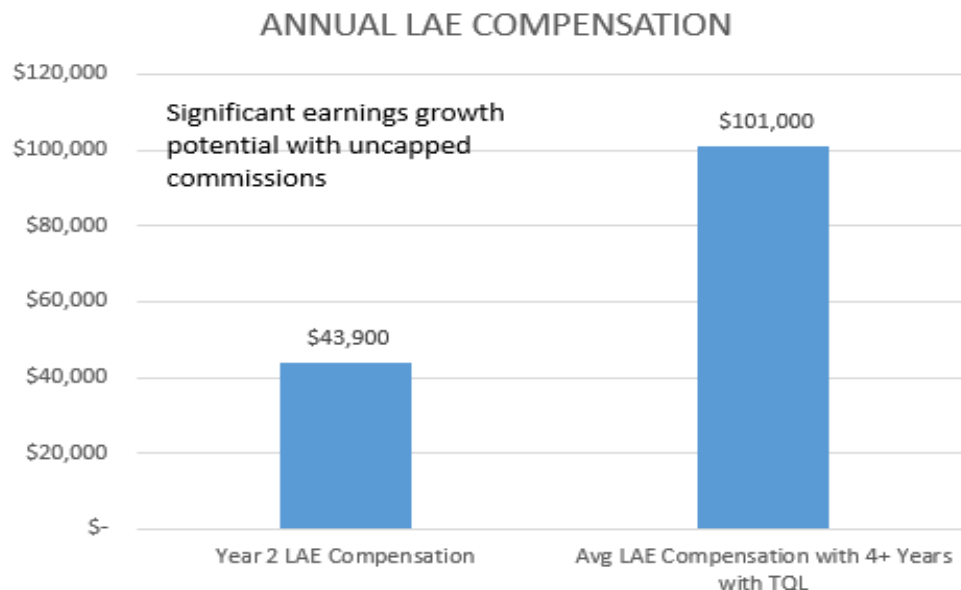
Growth Strategy

- Our business allows us to be flexible in selecting locations
 - No geographical restrictions – sales personnel sell countrywide
- In evaluating new locations like High Point/Guilford County, we focus on three key characteristics:
 - Attractive location for employee relocation
 - Market demographics that support our ability to recruit and hire employees locally
 - “Business friendly” environment and economic tax incentives.
- Since 2009, we have opened 52 sales offices across the U.S.
- In total, these new sales offices have brought 3,200 jobs to these locations



Logistic Account Executive: Position Profile

- Approximately 95% of new positions in High Point/Guilford County will be sales personnel – Logistic Account Executive (“LAE”)
 - Remaining 5% for on-site recruiter, trainer, and management
- By year 2, LAEs compensation is about \$43,900 salary including commissions
 - **Unlimited earnings potential as commissions are not capped**
- Benefits offered:
 - Comprehensive health insurance
 - 401k retirement program
 - onsite fitness centers
 - matching gift program
 - commuter benefits
 - paid time off
 - numerous employee engagement activities throughout the year.



Our Commitment to High Point/Guilford Cty

- TQL will commit to bringing 70+ new jobs to High Point/Guilford County over a five year period
- Our investment is estimated at \$500k comprised of the following:
 - Leasehold improvements
 - Computers, furniture and fixtures
- We look forward to working together with the City of High Point, its workforce, and the workforce of the county and region to establish a “win-win” partnership

