

SJ

Consulting Group, Inc.

in affiliation with ShipMatrix



Strategic & Business Solutions *for the* Transportation & Logistics Industries

Improving the client's market share and profit through proven business strategies, efficient operating methods and benchmarking against industry best practices using the most comprehensive data in the industry



At SJC we know the road that lies beyond the curve. Through years of experience and innate ability to connect the dots of the industry landscape, we have an unmatched track record of predicting the future direction of the transportation industry segments and companies.

People

At the heart of SJC you will find dedicated people with decades of industry experience. Our staff is strategically located among offices in the US and India to meet clients' urgency and proximity needs. The singular intelligence and collective experience of our staff enables us to deliver compelling and competitive advantages to our clients. We work meticulously to provide practical solutions that allow our clients to act quickly and confidently, trusting us to have the foresight to enable them to achieve their goals.

Delivering a prosperous outcome begins with the best of our consulting skills, to which we add intimate knowledge of market dynamics. Our contribution to clients bottom line are articulated by the CEO of XPO Logistics: "I am particularly impressed with your team's ability to aggregate data and draw actionable conclusions, and to forecast industry trends. We've acted on many of your recommendation, resulting in favorable outcomes that far exceed the fees we paid for the services."

Industry Focus

Started in 1993, SJC has grown to become a preeminent strategy, M&A, marketing, operations and information technology firm for the transportation and logistics industries. Many of our clients are industry leaders, and all are trendsetters, focused on above all, to compete, advance and prevail.

Narrow in focus yet boundless in reach, SJC provides value-added services to companies across many industry segments located in North America, Europe, Africa, and Asia. We have experience in the following segments:

- Air Cargo
- Airline Luggage
- Dryage/Intermodal
- E-Commerce Distribution
- Fleet Management
- Freight Forwarding
- Heavy Haul Trucking
- High-Speed Rail Service
- Parcel Consolidation
- Same Day Services
- Small Parcel Delivery
- Third Party Logistics (3PL)
- Truck Brokerage
- Trucking (LTL / TL)

Data & Reports

Over the years, various trade journals have trusted SJC's invaluable insight and data to compile the leaders in the transportation and logistics industry. Our lists of top LTL, TL, and 3PL companies are regularly sourced by national media.

SJC's Industry Reports offer a comprehensive view of various segments of the transportation industry and are backed by our unparalleled industry knowledge and forecasting capability. Readers with both operational and financial interest in transportation and its segments find the reports informative and valuable for decisions involving expansion, investment, and divestitures.

Areas of Expertise

At SJC we have gained widespread industry expertise through decades of experience implementing successful business strategies for large and small transportation and logistics companies around the world. Our capabilities include:

Consulting

With a deep understanding of the transportation and logistics industry, SJC creates great value for its clients.

- Industry Analysis & Benchmarking
- Marketing Strategy & Research
- Operations Planning & Productivity Methods
- Pricing, Yield Management, Sales Strategies and Training
- Industry Segment Reports

Merger & Acquisitions

SJC handles diverse assignments for buyers and sellers within the transportation and logistics merger and acquisition arena. SJC assisted with the following:

- RPS acquired by FedEx
- ACT acquired by Knight
- Abilene acquired by Knight
- Pitt Ohio invests in Aria
- Town Air Freight acquired by Forward Air
- Laser Ship acquired by Greenbriar
- CST acquired by Forward Air
- TNT Logistics acquired by Apollo

Trucking (TL & LTL)

SJC has completed engagements for most major LTL & TL carriers in the US and overseas. The list includes:

- Pitt Ohio
- ABF Freight
- XPO Logistics
- Schneider National
- Fletes Mexico (Mexico)
- JB Hunt
- RTT (South Africa)
- Knight/Swift

Parcel

SJC has an unmatched record of assisting parcel carriers across the globe. Our clients include:

- FedEx
- DHL
- UPS
- USPS
- Copa Air (Panama)
- DPD (Europe)
- Canpar (Canada)
- Gati (India)

3PL & Tech

The diversity of SJC clients in 3PL and Tech areas include:

- Google
- Omnitracs
- Zebra Technologies
- ARM
- Ryder
- BNSF Logistics
- Relance Logistics (India)
- JD.com (China)

IT Services

Software Development: Project specifications, customer programming, systems integrations, web reporting

Databases - Design and conversions, data mining, warehousing

- PVH Corp
- Parker Hannifin
- Cardinal Health
- Garmin

*The road that lies
beyond the curve...*

SJC Forecast Record

A true testament of SJC's knowledge of the market lies in our ability to foresee what lies beyond the curve. SJC has a documented history of identifying industry trends and developments months and often years in advance. This insight demonstrates a compelling advantage for our clients by allowing them to strategically position themselves for future opportunities and threats in the marketplace.

Time for FedEx to operate and compete collectively

Published: April 2019 FedEx
Recognition: April 2023

Brick and mortar retailers can offer same/next day delivery for online orders if fulfilled from local stores

Publish: March 2000
Industry Recognition: December 2022

Consumers prefer predictability of delivery over speed and would even opt for all deliveries to be made on limited days of a week instead of every day

Published: May 2018
Industry Recognition: November 2022

Parcel carriers should implement peak surcharges to support the network expansion required to handle the increase in volume during the holiday season.

Published: December 2013 Industry
Recognition: June 2017

Client Comments

"I am always amazed by how accurate your views are, not only in understanding what is currently happening but also what is coming. You can clearly see the threats and opportunities in a way that sets you apart. You are always right on the mark."

-CEO, Pitt Ohio Express

"It was much to our delight to discover that you were not only immensely knowledgeable on the LTL and Truckload industries, but a great match-maker as well."

-Executive Chairman, Knight-Swift Transportation Holdings, Inc.

"I have dealt with many consultants over the years and you are the best in the business."

-President, J.B. Hunt Transport / DCS

"I applaud the passion that you have for the industry... The depth of your analysis and your expert point of view, provides the carriers, shippers, consumers, and investors a very accurate view of the state of the industry, areas of interest, areas of attention, and opportunities to explore."

-President US, UPS

"Your understanding of the industry is second to none."

-CEO, Global Express Carrier

"I am writing to convey our satisfaction with the excellent work your firm recently completed... The professionalism of your staff and the level of detail associated with your team's analysis was most exemplary."

-Vice President, Global Transportation Company

"For over a decade, SJ Consulting Group, Inc.'s commitment and partnership to PVH has been an integral part of our success in meeting our business challenges."

-VP of Transportation, PVH Corporation



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