

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.

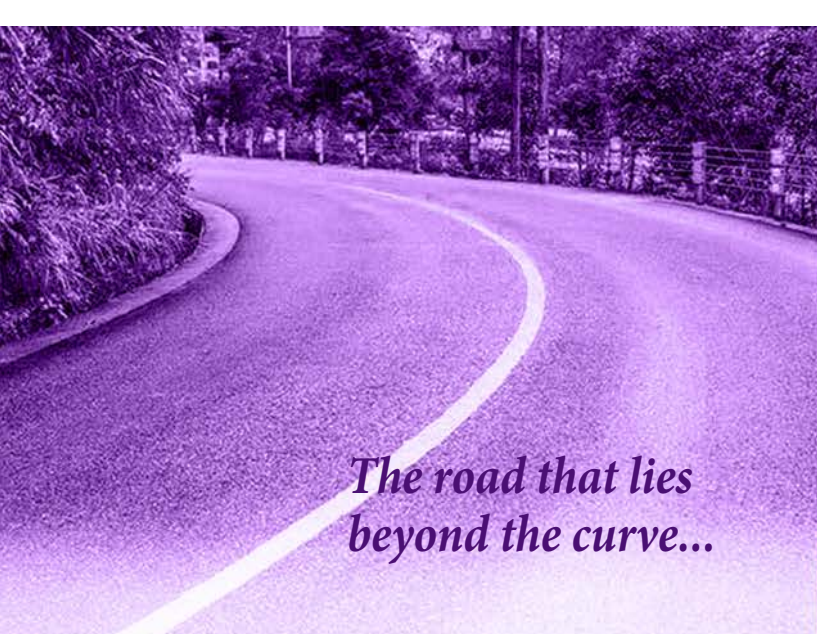
Narrow in focus yet boundless in reach, SJC provides value-added services to companies across many industry segments located in North America, Europe, Africa, and Asia. We have experience in the following segments:

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



*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.

FedEx should spin-off FedEx Freight to enhance shareholder value

Published: November 2021
FedEx Announcement: December 2024

Time for FedEx to operate and compete collectively

Published: April 2019
FedEx Announcement: 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

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
- Pitt Ohio acquired Sutton Transport
- Town Air Freight acquired by Forward Air
- Laser Ship acquired by Greenbriar
- CST acquired by Forward Air
- TNT Logistics acquired by Apollo
- Pike Street invests in Quickbox

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
- Roadrunner Transport
- Fletes Mexico (Mexico)
- JB Hunt
- RTT (South Africa)
- Knight/Swift
- Forward Air Corp.

Parcel

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

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

3PL & Tech

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

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

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

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... You have the data that nobody else has."

-CEO, Pitt Ohio Express

"We have met with many consulting groups over the past 3 years, and no one matches the experience and results driven performance of SJ Consulting!"

-President, Roadrunner Transportation

"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, DHL Express

"Over the past 15 years, I am so grateful for all your exceptional work and dedication. We have grown our relationship into such a strategic partnership that continues to provide substantial operational improvements in addition to financial savings throughout PVH Corp."

-SVP, Global Transportation, PVH Corp.

"I want to thank you and the entire SJC team for over a decade of industry insight... The vision of the industry and the quality of your team has enabled us to better prepare for the future industry trends to support Parker's global logistics operations."

-Director, Corporate Logistics and Transport, Parker Hannifin



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