



CASE STUDY: ATS/NTE/FSL:

Technology and Service Partnership Delivers Operational Efficiencies and Freight Savings

In 2007 a leading natural stone manufacturer, contracted with ATS Logistics Services, Inc. (ATS), a subsidiary of Anderson Trucking Services, to streamline their distribution operations. Key targeted metrics were to reduce their \$/lb cost of delivering product and reducing the time spent by dispatchers building routes.

Under the direction of ATS, this combined service and technology solution has yielded better than desired results for the client. \$/lb freight delivery cost has been cut by greater than 50% for a savings of nearly \$1M/yrⁱ. The savings is driven via the combination of ATS operational improvements, improved cost visibility and control offered by the NTE TMS, and the automated optimal routing enable by the FreshStart Logistics engine. In addition to this hard dollar savings, the client has cut routing and dispatch labor hours by greater than 40%ⁱⁱ through the use of automated route optimization enabled by the integrated NTE/FreshStart offering.

This multi-party solution coordinated by ATS Logistics represents a new model of best of breed solution that drives substantial client savings through to the coordination of expert business practices and targeted technology solutions.

About ATS

Anderson Trucking Service, Inc. (ATS) is the industry leader for specialized transportation and providing logistical solutions for Industrial and Energy Markets worldwide, with annual revenues of over \$850 million. Incorporated in 1955 by Harold Anderson, ATS has grown to over 2,500 trucks and 6,500 trailers. Ranked #1 in Specialized Transportation, #12 overall for truckload carriers in North America and is the 17th largest transportation logistics management group.

The core value of ATS is satisfying the customer through innovation and investment, providing unparalleled customer care with experienced staff, state-of-the-art technology and modern equipment. Safe and reliable transportation solutions is at the heart of what we do, delivering over 500,000 loads each year. Corporate headquarters are located in St. Cloud, MN with offices/terminals throughout the world. ATS services the domestic and global marketplace with major clientele in power generation (wind, geo-thermal, nuclear, steam, fossil fuels, and alternative energy such as ethanol), oil and gas, industrial construction, agriculture, manufacturing and aviation.

The comprehensive range of services, collective experience and combined global expertise allows ATS to fulfill all the challenges of specialized and multimodal transportation, foreign and domestic. Globally positioned, ATS is the true single source logistics provider for executing transportation solutions.



About NTE

NTE delivers Software as a Service (SaaS) technology solutions to improve supply chain efficiencies globally across all industries. The NTE Solutions – Order Management, Warehouse Management, Transportation Management and B2B Collaboration - provide retailers, manufacturers, and third-party logistics providers with the ability to improve decision-making, reduce costs, and increase customer service across their supply chain. Through innovation and leading-edge technology, NTE provides a complete platform for supply chain planning and execution, and managing B2B business processes.

About FreshStart Logistics

FreshStart Logistics is bringing **expert systems** based fleet routing and scheduling software to the logistics marketplace. Our expert systems approach offers unprecedented run-time and process control without compromising results quality. The combination enables **real** real-time optimization and automation of the routing and dispatch process. We are an innovation leader in route & schedule optimization field that leveraging the dual strengths of the expert systems technology to deliver real-time responsiveness and better results faster. FreshStart Logistics offers an optimization engine and API that is ready to integrate with your in-place dispatch or transportation management system.

ⁱ Per NTE numbers, cost of delivery reduced from \$0.17/lb to \$0.08/lb on 11M lbs/yr of goods delivered. \$990,000/yr = (\$0.17/lbs- \$0.08/lb)*11Mlbs/yr. Numbers need verification.

ⁱⁱ NTE numbers 15-20 labor reduction, my assumption that this is from 1 40 FTE yielding 37.5%-50% reduction need verification.