TOC Capabilities Presentation
TOC is a global logistics management organization providing best in class 3PL, global supplier consolidation and international freight forwarding services for **over 9 years**.

USA: Indianapolis (HQ), Lansing, MI (FTZ-Warehouse-CFS Operations)  
Mexico: Mexico City (HQ), Guadalajara, Veracruz, Alta Mira, Manzanillo  
Europe: Bremerhaven/Gelsenkirchen (Fully established network)  
Asia: Fully Vested Partners (Infrastructure with over 100 offices/facilities)  
Brazil: Vested Partner LEPUS-Brazil  
India: Cargo Partners India

**Assets**

Transportation Assets = Non-Asset Based International Freight Forwarder  
3PL Assets = Software, Engineering, Procurement, Data/Solution Analysis, NVOCC, Steamship Contracts, Partner Assets in over 100 countries

**Client Base**

Strong focus on industry sectors with global supply base; and special emphasis on NAFTA inbound/outbound Trans-Atlantic and Trans-Pacific logistics.

**Certifications**
About Us

Global Logistics Management
Global Consolidations

Ocean & Air Freight Forwarding
Time Critical Logistics
Project Logistics

Foreign Trade Zone Services & Warehousing (Lansing, MI)
Asia, Europe, and North & South America Solutions
Supply Chain Analysis & Engineering
Supplier Management & Compliance
Routing Guide Development
Route & Mode Optimization
TMS, Reporting & Visibility Tools
Through Exclusive, Strategic Alliances, TOC Logistics International Has Representation in Over 100 Countries
Port Lansing

Global Logistics Center Warehouse

TOC Capabilities Presentation: Network
Technology

TMS Operating System
Flexible, proprietary management system that enables complete door to door management of your shipment including DVS (Data Visibility System) which traces material to the part number level, creates bills of lading and prints packing lists.

CargoWise
A full suite of international shipment management tools that offers visibility from the PO release to delivery at final destination.

Tracking
Our client accessible, web based tracking and tracing tool.

Business Intelligence
Customized reporting platform that manages both internal and client success metrics and KPI’s.
Inconsistent Material Releases

Poor Utilization & High Claims Ratio

Multiple Providers

Multiple Modes

Solutions & Opportunities

Consistent Release Schedules

Increased Optimization
Reduced Equipment
Reduced Damage

Shared & Buyer’s Consolidations

Single Providers
**TOC’s Solution**

**Consolidation Program Flow Chart**

1. **Pre-carriage /Scheduled Pick-up Day(s)**
   - Loading bay supplier

2. **Verification, Validation, Packing, Stuffing, Optimization**
   - Loading bay CFS

3. **Main-carriage**
   - Customs

4. **Unpacking**
   - Customs

5. **On-Carriage Scheduled Delivery Day**
   - Loading bay CFS

6. **Loading bay buyer**

**Flow of goods**

- **Transport order**

- **Interface**
Case Study

Before: 15 Containers/week

After: 8 Containers/week
Consolidation Savings

The table below shows customer data that reflects the Tier 1 Supplier Case Study- Consolidation Program. The Ocean freight save based off a lower container quantity.

**Destination save** is by overweighting containers, return container to local CY.

**Customs save** by having less BOL’s and admin fees.

**Airfreight save** by customer changing small air moves to transition into ocean FCL consolidations. One plant currently participating with air save initiative, Plant 2 starting Q1 of 2014.

**European save** by changing consolidation center which reduced p/u cost to our customer. Consolidation Program to date, over 1.5 million in less than 1 year of service

### Consolidation Savings

<table>
<thead>
<tr>
<th>Plant</th>
<th>Ocean Freight Savings</th>
<th>Destination Savings</th>
<th>Airfreight Savings</th>
<th>European Inland Savings</th>
<th>Total Savings Program to Date</th>
<th>Annualized Savings (48 Weeks)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plant 1</td>
<td>$625,242.89</td>
<td>$288,027.97</td>
<td>$171,479.67</td>
<td>$13,988.93</td>
<td>$1,098,739.47</td>
<td>$1,367,352.60</td>
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<tr>
<td>Plant 2</td>
<td>$87,735.63</td>
<td>$68,487.64</td>
<td>$0.00</td>
<td>$1,772.53</td>
<td>$157,995.80</td>
<td>$174,305.43</td>
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<tr>
<td>Plant 3</td>
<td>$195,234.44</td>
<td>$81,587.11</td>
<td>$0.00</td>
<td>$7,683.27</td>
<td>$284,504.81</td>
<td>$363,371.33</td>
</tr>
<tr>
<td><strong>Total Consol Savings Program to Date</strong></td>
<td><strong>$908,212.96</strong></td>
<td><strong>$438,102.72</strong></td>
<td><strong>$171,479.67</strong></td>
<td><strong>$23,444.73</strong></td>
<td><strong>$1,541,240.08</strong></td>
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</tr>
<tr>
<td><strong>Total Consol Savings Annualized</strong></td>
<td><strong>$889,678.00</strong></td>
<td><strong>$429,161.85</strong></td>
<td><strong>$304,852.75</strong></td>
<td><strong>$281,336.76</strong></td>
<td><strong>$1,905,029.36</strong></td>
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</tr>
</tbody>
</table>
Average Container Utilization
Equivalent Containers per Week
CBM & Utilization
Monthly Cost per Position
Monthly Cost per Kilogram
On Time Percentage
Freight Density
Savings Report
In-Transit Report
Custom Reporting as Required by Customers
Why TOC?

TOC Logistics International is a Global logistics management organization that provides advanced technology driven solutions across multiple modes through worldwide operations.

TOC provides value that drives direct dollar cost savings, operational efficiency and visibility within our client’s supply chains.

TOC provides expertise in domestic and international shipment optimization.

TOC drives value by acting in the best interest of our customers and investing in their success. **TOC is a true Global Partner**

TOC is led by industry veterans and staffed with experienced supply chain management professionals.

TOC was named one of the Top 3PL companies to watch by **Global Trade Magazine**
Contact TOC Today!
Start improving your Global Supply Chain.

Greg Scheevel, Director of Global Development
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