

FACT SHEET

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RUAN

Our Mission

Ruan's mission is to employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.

Company Facts

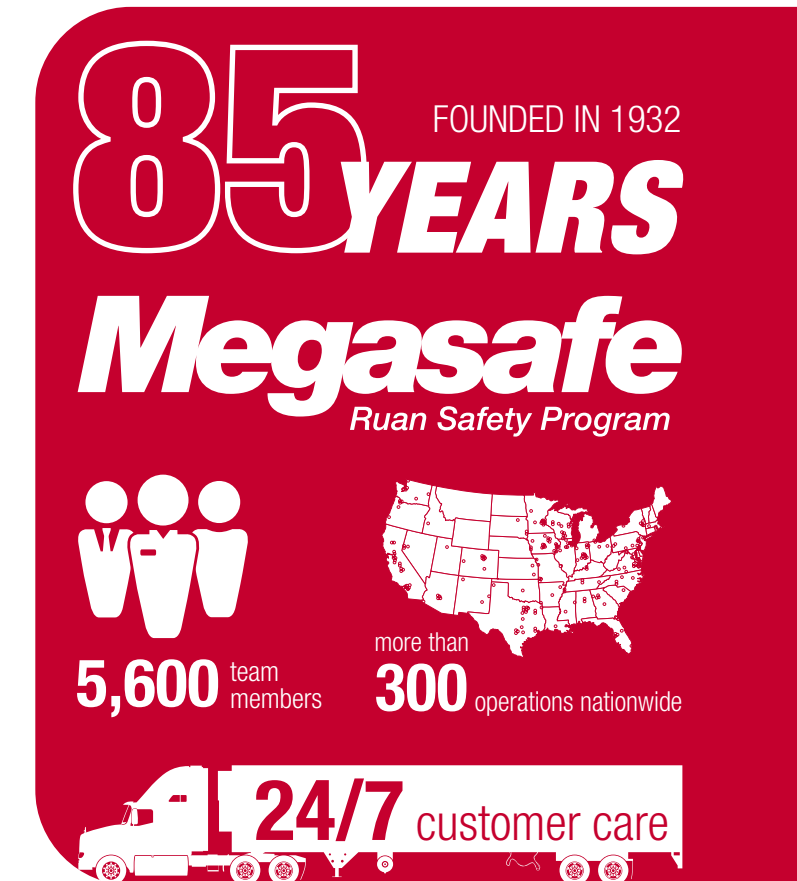
- + Privately held, family-owned corporation
- + Headquartered in Des Moines, IA
- + Asset-based 3PL
- + GAAP revenue \$869 million
- + Manage more than \$1 billion in annual transportation spend
- + Own or operate 3,950 power units and 7,500 trailers
- + Relationships with thousands of shippers and pre-screened partner carriers
- + One million square feet ambient warehouse space
- + On-site managers to direct fleets and drivers
- + 99.8 percent on-time delivery
- + Ongoing commitment to quality and process improvement
- + 24/7 customer care from one full-service transportation company
- + Proprietary Megasafe Safety Program

Flexible Integrated Solutions


Ruan's Integrated Solutions combine the flexibility of non-asset and asset-based capabilities with optimal technology and superior service. We partner with you to evaluate, optimize and deliver a one-source, customized supply chain solution focused on continuous improvement, cost reduction initiatives and overall supply chain efficiency.

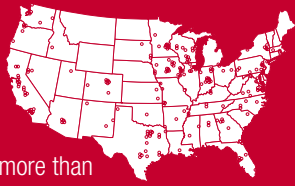
Supply Chain Solutions (SCS)


- + Comprehensive contractual logistics
- + Warehousing and cross-docking services
- + Supply chain network assessment and design solutions
- + Transactional brokerage
- + Carrier management



85 FOUNDED IN 1932
YEARS
Megasafe
Ruan Safety Program

 **5,600** team members

 more than **300** operations nationwide

 **24/7** customer care

Dedicated Contract Transportation (DCT)

- + True dedicated transportation, not simply capacity
- + Drivers, equipment and execution team are assigned to each client, creating lower turnover, more effective training and improved security and product safety
- + Expertise with various equipment types, industries and specialized commodities

INTEGRATED SOLUTIONS >> SUPPLY CHAIN SOLUTIONS + DEDICATED CONTRACT TRANSPORTATION
Contact Ruan's supply chain experts at solutions@ruan.com to explore your options.

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Ruan's Integrated Solutions are driven by people, transformed by process and enhanced by platform, allowing you to focus on your core competencies. Ruan has expertise in providing supply chain solutions to every industry. And everyone at Ruan is dedicated to your business and to your cargo.

Driven by People

Ruan assigns dedicated resources to support each client including an account manager and execution team who are responsible for:

- + Managing daily business processes
- + Controlling operational expectations
- + Sourcing proper capacity
- + Scheduling, tendering and monitoring shipments
- + Reporting and publishing key performance indicators

Ruan's expert teams provide seamless operational start-up and TMS implementation. Our driver turnover rate is one-fifth the national average. Customers have one point of contact and one consolidated bill for all services, and our safety professionals monitor compliance and regulations daily.

Transformed by Process

Ruan's business intelligence team provides ongoing analysis that identifies opportunities for continuous process improvement and cost savings through development and execution of key performance indicators and quarterly business reviews. Ruan's carrier development includes stringent qualification standards, safety monitoring and carrier benefits such as quick pay, fuel and maintenance programs.

Sample of Industries We Serve



- + Grocery
- + Food Processing
- + Manufacturing
- + Chemicals
- + Retail
- + Beverage
- + Metals
- + Agricultural
- + Industrial Gases
- + Food Grade
- + Building Materials
- + Hazmat
- + Consumer Packaged Goods
- + Mining
- + Medical Supplies



Logistics Management



Dedicated Contract Transportation

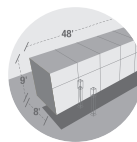


Warehouse Management



Bulk Transportation

RUAN
AHEAD OF THE CURVE



Custom-Built Transportation



Carrier Management



Kitting and Subassembly



Brokerage Services

Enhanced by Platform

Ruan offers our clients an integrated, proprietary supply chain platform with best-of-breed logistics tools. Our functionality allows us to seamlessly manage multiple supply chain processes including:

- + System architecture
- + Order management
- + Optimization and planning
- + Resource assignment/dispatch
- + Execution and communications
- + Freight pay and audit
- + Reporting analysis
- + Real-time tracking
- + Dock scheduling
- + Yard management
- + Warehouse management