

October 28, 2006

www.transflo.com | 1-800-783-8649 x333

Collaborate to Accelerate TRANSFLO® Helps Cogistics Enhance Services for Customers

The people of Cogistics Inc. and Pegasus TransTech share a passion for collaborating with transportation companies to help them move in the most efficient way possible. It's no wonder they've been working together so well for five years.

Since 2001, Lakeland, Fla.-based Cogistics – short for Collaborative Logistics – has been using a TRANSFLO® in-house imaging solution from Pegasus. From the start,



Cogistics' employees use their imaging system from Pegasus to produce 100 CD/DVDs per week containing all customer document images.

Cogistics and Pegasus officials have collaborated to customize a system that works best for Cogistics' business.

The company's services are built around the specific needs of its customers, incorporating some or all of the following: Freight Bill Pre-audit and Carrier Payment, 24-hour High-Visibility Shipping Center, and Global Supply Chain Management and Analytics.

"Historically, the trucking industry has been paper heavy, moving almost as much paper as freight. In the past, we would process all the paper, bundle it and send it back to our client," said Bob Berquist, VP of Information Services & Quality Control for Cogistics. "We needed a way to get a handle on it—something to improve efficiency internally and improve services to our clients."

Continued on page 4...

Marten Drivers Get Their Wish with TRANSFLO Express®

Company Seeks to Speed Payment Process with Truck Stop Scanning

Marten Transport, Ltd., a leading supplier of time- and temperature-sensitive transportation services to customers in the United States and Canada, is implementing a TRANSFLO Express® truck stop scanning solution from Pegasus TransTech.

With about 2,110 company trucks and 390 contractors, Marten was named one of the top 200 best small businesses in America by Forbes magazine. The Mondovi, Wisconsin-based hauler will be going live with truck stop scanning on Oct. 2, said Randy Baier, director of IT. The company also plans to introduce remote scanning at its terminals in Wisconsin, Georgia, California, Oregon and Indiana.

Kathy Degenhardt, Marten controller, said the company leadership had received numerous requests for the service from drivers. Marten issued a fleet-wide announcement about the change in September and got a lot of positive feedback.

"We're looking for ways to make it easier for our drivers to get their paperwork in," Degenhardt said. "Truck stop scanning will help us pay our drivers faster, and it will eliminate some variables that have led to billing delays."

Baier said the nationwide accessibility of the program was a big draw. "Our drivers will know that, wherever there's a Love's or a Pilot, there's a place to submit their

paperwork," he said. TRANSFLO Express is available at over 400 stops nationwide, including all Pilots and Love's.

All Systems Go

Degenhardt and Baier both said TRANSFLO Express will also help the company better utilize people in the back office. "The next step will be to educate drivers and everybody else so we can work through the change together," Degenhardt said.

Otherwise, truck stop scanning is ready to go at Marten. "All the processes are in place," Baier said. "The first test transmissions have gone through our systems, and we've had no issues."

Bob Helms, chairman and chief executive officer of Pegasus TransTech, said Marten's decision to go with TRANSFLO Express truck stop scanning shows how trusted the solution has become in the industry.

"Carriers are turning to us because they know we understand their challenges: controlling costs, accelerating cash flow and finding new ways to enhance driver satisfaction," Helms said. "We're excited to have the opportunity to help Marten do those things with TRANSFLO Express."

Founded in 1946, Marten has been a public company since 1986. Its common stock trades on The NASDAQ Stock Market under the symbol MRTN.



IN THIS ISSUE

- » 2007 Pegasus Users' Conference *Page 2*
- » PTC functions Like a Well-Oiled Machine *Page 3*
- » Working Well for Wayne Transports *Page 4*

ACME Rising Despite Katrina Setback



Q&A with
Kimberly Foster,
ACME Controller

Page 2

Rothrock Rolls Along Smoothly with TRANSFLO®



Intermodal Company
Counts on Pegasus'
Industry Experience

Page 3

Q&A ACME Rising Despite Katrina Setback

Controller Says TRANSFLO Express® Will Help Avoid Future Billing Delays



"We've added truck stop scanning as an option for our fleet along with the carriers we utilize in our brokerage division. We won't have to wait on the post office again."

Kimberly Foster
Controller
ACME Truck Line

ACME Truck Line has been a Pegasus TransTech customer since 1999. Despite a significant setback after Hurricane Katrina last year, the Louisiana-based hauler's fleet and revenues continue to grow. Today, ACME has a fleet of over 1,800 owner-operated trucks in seven states. Recently, the oil and general commodities carrier added TRANSFLO Express® to its suite of Pegasus products, which also includes a TRANSFLO® imaging and workflow solution.

TransTech Times sat down with Kimberly Foster, ACME's controller, to talk about the company's growing relationship with Pegasus.

TransTech Times: Let's begin with how you originally chose to work with Pegasus TransTech.

Kimberly Foster: About 20 years ago, we started putting all our driver files on microfiche so we wouldn't have all that paper in storage. Around 1997, we began to look for a replacement because of the same storage issues.

I can tell you in no uncertain terms that it took a team of seven people two years of site visits and discussions to narrow our search down to a list of three vendors.

Originally, all we were seeking was digital replacement for the microfiche. Then we realized how much more Pegasus and TRANSFLO could do with web-interface capability. We thought, "This could change our whole back office and the way we view and processes documents."

That, along with the Pegasus team's willingness to make the system work for us, was the driving force behind the decision.

TT Times: How has the partnership progressed since then?

Foster: We went live the week before Labor Day 1999 and spent four months tweaking the system.

We said, "Let's see what we can do with this, and jumped in with both feet." There were a lot of things that the Pegasus and ACME teams had to sit down together and work on.

When we went live, they were here holding our hands throughout the implementation. I could go on for days about their willingness to help.

TT Times: What are some of the benefits you've seen from working with Pegasus?

Foster: First and foremost, we've doubled in revenues and fleet size, but our billing staff has not.

Also, our support services department – the liaison between various departments and our folks out in the field – used to be tied up getting documents to people. Well, those people can now research the data on the web. You can get this information in seconds. So we've changed the focus of the support services department. Now, they're resolving issues and handling additional duties, thus cutting the need for additional staff to support the fleet size increase.

And of course, the sheer volume of computer printouts has decreased by 40 percent because they are available over the internet by the use of COLDFLO.

TT Times: What sparked your interest in truck stop scanning?

Foster: Our corporate headquarters is just outside of New Orleans. When Hurricane Katrina hit last year, like many companies and many people, we had to evacuate.

When we returned to our facilities, one of our "pain points" was the U.S. mail. We were back in September, and it took us until the first of the year to get caught up with billings, because the post office was so far behind. If you can't get the mail, you can't get a check. To prevent future problems if there's another storm, we're building a fully mirrored, redundant site in Austin, Texas. So we won't have to worry about losing data.

Along with that, we've added truck stop scanning as an option for our fleet along with the carriers we utilize in our brokerage division. We won't have to wait on the post office again.

TT Times: Anything else that stands out about ACME's continuing partnership with Pegasus?

Foster: One thing I should mention about post-Katrina is the understanding of the Pegasus team. A lot of other providers took the normal annual opportunity to increase maintenance charges, but Pegasus chose not to. That to us was huge because we were coming back at a time when our cash flow was crucial.

Pegasus and their products have been very scalable for our needs. They've been able to grow with us. And their focus on the trucking business gives us a feeling of confidence. They've got a great overall offer—and continuing determination to make things work for ACME.

Pegasus Shores Up Plans for 2007 Users' Conference

Pegasus TransTech's Ninth Annual Users' Conference is set for March 28-30, 2007, at Hilton Clearwater Beach Resort, on Florida's Gulf Coast. Located on 10 acres of powder-white beaches, surrounded by the Gulf of Mexico, the resort is a beautiful environment for this event.

Some of the conference highlights will include:

- Customer spotlight sessions with ample interaction time with peers.
- Guest presentations by respected industry experts.
- Hands-on TRANSFLO® product training.
- A TRANSFLO Express® Best Practices Workshop.

Pegasus TransTech customers have found that the annual conferences help them maximize the benefits of their existing solutions such as the TRANSFLO imaging and workflow system and find uses for new solutions with the product throughout the company. Don't miss this great opportunity to interact with respected industry leaders.

Further details and registration materials for the conference will be released soon.



RESERVE YOUR SPOT | To book a room for the conference, log on to www.transflo.com and click on News & Events

PTC Functions like a Well-Oiled Machine

TRANSFLO® Helps Fuel Hauler Offer Efficient Service to Customers

In an industry that's sometimes resistant to change, Petroleum Transport Company (PTC) is committed to staying ahead of the curve.

In that quest, PTC's leaders have found a valued partner in Pegasus TransTech. For seven years, the petroleum products hauler has been operating with back-office efficiency that's at the forefront of the industry, thanks in part to a TRANSFLO® imaging and workflow solution.

"We're committed to the latest technology that produces value for our customers, and TRANSFLO allows us to offer them immediate access to relevant documents without the hassles and costs of faxing and overnighting," said Mark Adams, chief operating officer.

Established in 1958, the Pilot Mountain, N.C.-based PTC has grown to more than 100 units, operated by a double-shift workforce in excess of 180 drivers. In addition to TRANSFLO, which PTC has been using for more than seven years, PTC takes advantage of remote scanning from Pegasus at the carrier's 19 terminals in the Southeastern United States.

"We don't have to fax. We don't have to overnight. We don't have to file," Adams said.

"Everything we're doing now involves a lot less paperwork and a lot less time in our back office and for our customers."

The system is also easier and more dependable for drivers. "They don't even have to get involved," said Adams. "They turn in their paperwork at the terminal and they're done. And they don't have to worry about poor fax quality or lost documents." Adams said that the company used to need additional staff for all the documenting. Now, the vast majority of that work is done digitally, through Pegasus and TRANSFLO.

"Pegasus is a full-service vendor that handles not only that paperwork, but any problem," he said.



"We don't have to fax.
We don't have to overnight.
We don't have to file."

Mark Adams
Chief Operating Officer
Petroleum Transport Company

Rothrock Rolls Along Smoothly with TRANSFLO®

Intermodal Company Counts on Pegasus' Industry Experience



"Our people can concentrate on moving freight, not paper," says Jo Ellen Harris, customer service manager for J.L. Rothrock.

J.L. Rothrock Inc. has been in the trucking business for more than 60 years, so people there tend to value experience.

That's what appealed to Jo Ellen Harris about Pegasus TransTech. The Rothrock customer service manager was researching providers for an imaging and workflow system for the intermodal and truckload carrier, based in Greensboro, N.C. Representatives from other trucking companies repeatedly pointed to TRANSFLO® and the Pegasus team.

"Pegasus already had a substantial customer base in the trucking industry," said Harris. "The fact that Pegasus specializes only in transportation was a very big deal because I need to be able to use the trucking lingo and have somebody understand me."

The other "big deal" proved to be the business benefits. In 2002, Rothrock began using a TRANSFLO in-house imaging and workflow system for documents related to the company's 80 trucks and 10 owner-operators, who serve clients in the Southeastern U.S. After what Harris described as a "simple implementation" led by the knowledgeable Pegasus team, the Rothrock back office quickly cut its billing cycle in half.

"Before TRANSFLO, we were looking at a billing cycle of a week to 10 days. I wanted our paperwork to be consistent, done every day, and without somebody having to put it all together and mail it out," said Harris. "Today, we're running at about four and a half days companywide."

Integrated for Efficiency

The Pegasus team integrated TRANSFLO with Rothrock's TMW TL2000 dispatch software for increased automation, efficiency and accuracy.

Today, Rothrock is leveraging TRANSFLO for all the system can do. Harris said the company is using it for everything from driver logs to contracts, trip reports, accounts payable and more. By taking full advantage of their resources, Rothrock is a small firm that's been able to grow without adding back office staff.

"We like to not have to look through filing cabinets," said Harris. "In the past, from time to time, we had lost documents and couldn't invoice jobs. Now, the task is automated, and our people can concentrate on moving freight, not paper."

IN THIS ISSUE

- » Marten Drivers Get Their Wish with TRANSFLO® Express
Page 1
- » ACME Rising Despite Katrina Setback
Page 2
- » Pegasus Shores Up Plans for 2007 Users' Conference
Page 2
- » PTC Functions Like a Well-Oiled Machine
Page 3
- » Rothrock Rolls Along Smoothly with TRANSFLO®
Page 3

Working Well for Wayne Transports

Wayne Transports Has No Doubt About Pegasus Solutions

Confidence. That's what Dale Freiheit has in Pegasus TransTech's ability to deliver solutions that work for Wayne Transports Inc.

"They do a thorough job of testing every product," said Freiheit, network administrator for the Minnesota-based hauler. "They're always going to hand you something that works well."

In Wayne Transport's case, that something was a TRANSFLO® imaging system that was seamlessly interfaced with the company's TMW Suite. When the petroleum, dry bulk food, chemical and asphalt hauler's imaging provider moved out of the trucking business in 2002, Wayne turned to Pegasus specifically for the trucking-industry experience and ability to work with the existing TMW system. Today, Wayne Transports is also

using remote scanning from Pegasus at the trucking company's two terminals in Minnesota and one in Illinois.

For four years, Freiheit said, the Pegasus team has always been responsive to Wayne's needs.

"The systems had to be fine-tuned for us, of course. But whenever any issues arise, Pegasus support always knows what to do," he said.

Freiheit attributed his positive experiences to the personal service of the team.

"They're the type of organization that, if you need to talk to somebody, you don't have to go through a bunch of steps to talk to them," he said. "The whole organization—whether it's the system developers, sales or support—they all work together so well and get things done."



Collaborate to Accelerate
...continued from page 1

Proven Provider and Product

In conversations with industry associates, Berquist said, Pegasus and TRANSFLO were repeatedly cited as a proven firm and a powerful product.

The goal of Berquist and Jeff Leslie, manager of customer services, was to move the paper documents to a digital format. Pegasus and Cogistics worked together to customize a system in which images from TRANSFLO could be loaded quickly onto CD-ROMs for easy compatibility with customers' systems.

Today, Cogistics produces more than 100 CD/DVDs per week with data images, each containing 500 to 20,000 files. Add that up, and you can quickly see how much paper and labor the system is saving.

Pegasus also helped Cogistics perform a tricky interface with the company's Oracle system, said Berquist, and they've maintained that ability seamlessly throughout subsequent TRANSFLO upgrades.

Most of all, the experience of working with Pegasus has brought Cogistics the same kinds of benefits the company strives to bring to its customers, including excellent performance and service.

"TRANSFLO is a no-nonsense system; it does what they say it's going to do each day. I don't have to worry about it," said Berquist. "And Pegasus' customer service has been outstanding."