

**LANDSTAR** 



*the road to success*

***LANDSTAR***

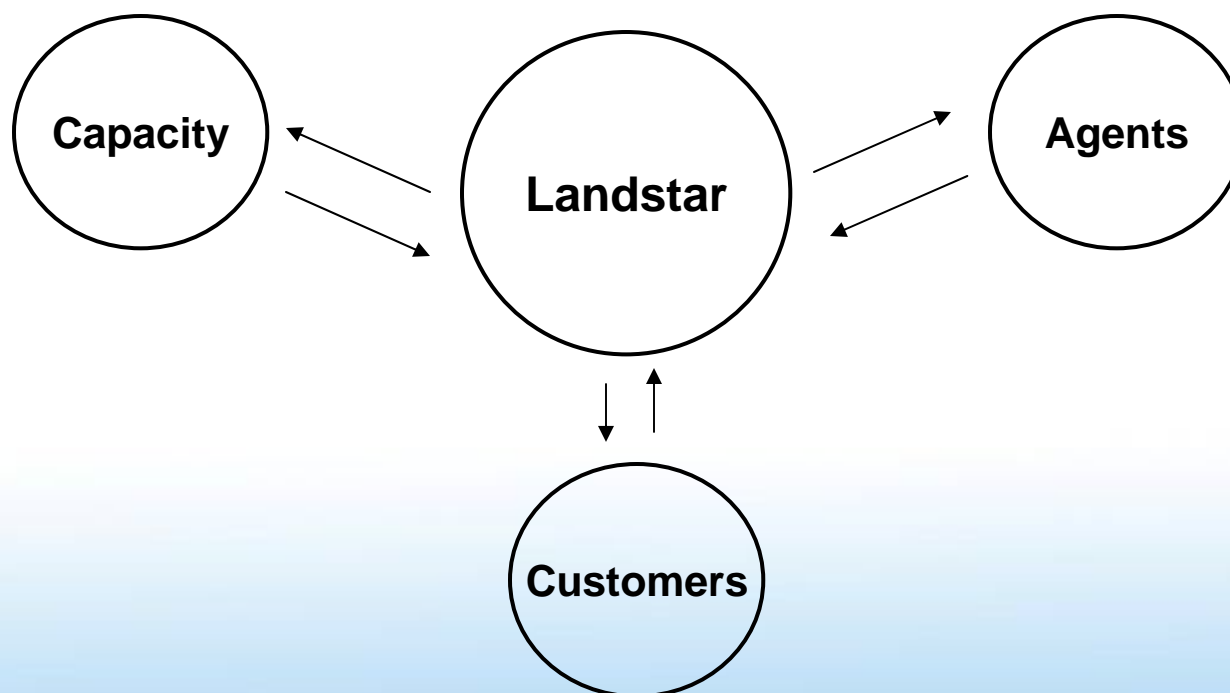


## Model Definition

Landstar is a non-asset based provider of transportation capacity delivering safe, specialized transportation services to a broad range of customers utilizing a network of agents, third party capacity owners and employees.



## Business Model Network Connection Information Flow





## **Business Model**

### **Third Party Capacity Network**

- Business Capacity Owners (BCOs)
- Broker carrier capacity
- Railroads
- Air cargo carriers
- Ocean cargo carriers
- Warehouse Capacity Owners (WCOs)



## Business Model

- Revenue - \$2.5 Billion
- Number of BCOs – 8,516 Supplying 9,205 Trucks
- Number of Approved & Active Broker Carrier – 15,247
- Number of Sales Agent Locations – 1,345
- Number of Company Employees – 1,300

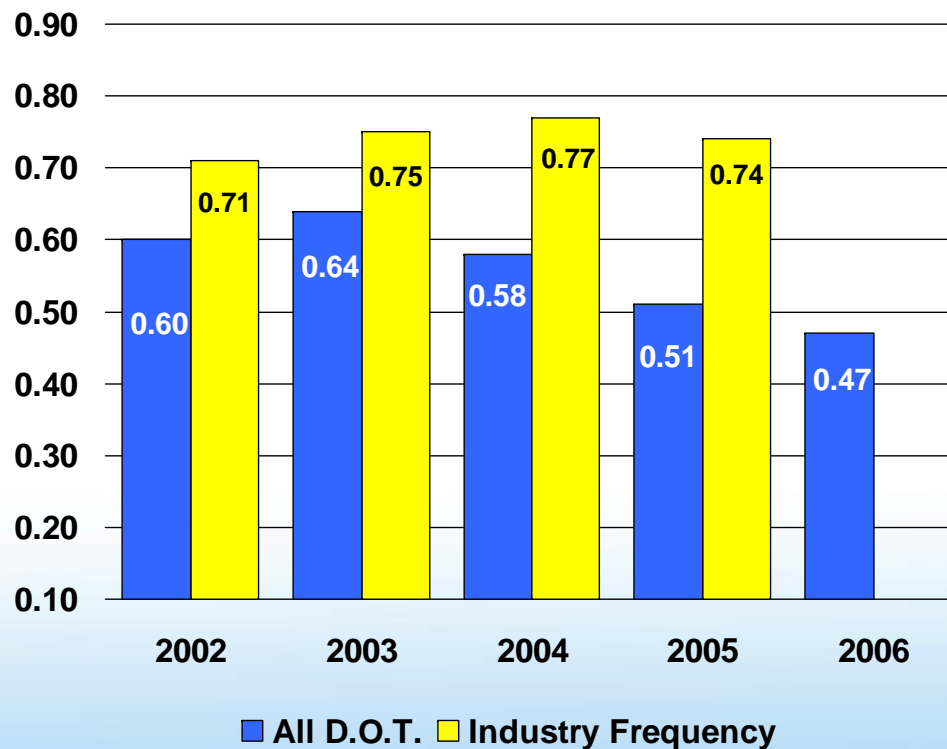


## Landstar Safety Culture Safety Initiatives

- Landstar Safety Officer (LSO)
- M.U.S.T. Program
- Seal It. Lock It. Or Lose It.
- No Zone Program
- Safety Thursday
- Sitting Duck
- Qualification Standards
- Safety Award Program
- Million Miler Club
- Roadstar Program
- Safe Truck Give-Aways
- Roadside Stats / ISS



## Landstar Safety Culture DOT Recordable Accidents





## Landstar Safety Culture Landstar vs “Benchmark” Frequency (Undeveloped Cost & Frequency)

### Landstar 2006 Frequency

2.13/MM  
x 824MM  
x \$5,264  
\$9,239,000

### Benchmark Avg Frequency

10.36/MM  
x 824MM  
x \$5,264  
\$44,937,000



## IS Overview

- Number of IT Employees – 189
- IS Operating Budget – \$27 Million
- InformationWeek 500 – Ranked #32



## IS Impact On Safety

- Operational
- Cost Reduction Programs
- Administrative
- Safety & Compliance



## IS Impact On Safety

- **Operational**
- Cost Reduction Programs
- Administrative
- Safety & Compliance



## IS Impact On Safety Operational

- Available Loads
- Available Trucks
- BCO Load Alerts
- ACE Border Crossing
- Trailer Maintenance
- Help Desk



## IS Impact On Safety Operational

- **Available Loads**
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## Available Loads

- Access Methods
  - Wireless Handheld
    - Internet Phone
    - Blackberry
  - Wireless Card
  - 802.11 - WiFi
- Work Smarter
- Minimize cost of each transaction – Self Dispatch
- Increase Retention – Levels Playing Field



- Favorites
- Home
- Loads
- Trip Planning
- Safety & Compliance
- Account Settings
- Contact Us
- Info
- Links

[Set your usual search choices](#)

### Search Available Loads

#### Search Information

	<b>Company</b> All	<b>Sort By</b> Revenue	<b>Max Results</b> 100
	<b>Origin</b> Chicago	<b>State</b> Illinois	<b>Radius</b> 100
	<b>Destination</b>	<b>State</b> All	<b>Radius</b> 50

Recently Posted Loads Only

#### Other Information

<b>Agency</b> All	<b>Pick-Up Date</b> On	<b>Delivery Date</b> On
<b>CSA</b> All	All	All
<b>Type</b> All	<b>A &amp; E</b> All	<b>Preloaded</b> All
<b>JIT</b> All	<b>Trailer Group</b> All or All	<b>Team Loads</b> No
<b>Brokerable</b> All	<b>Trailer Type</b> All or All	

Search Clear Form Help

### Available Loads Results

\* indicates loads posted less than 3 hours ago

100 loads were found matching your search criteria, as of 05/21/2007 1053 EST.

Co	Agency	Phone	Date/Time	Origin/Dest	Dist.	Trl Type	LD	Revenue	Miles	Rate/Mile	Weight	CSA/ Team
Ranger	<a href="#">HVY</a>	800-906-2096	05/21/2007	MILWAUKEE, WI NOGALES, AZ	81	SD3	T	\$7,500.00	1,755	\$4.27	60,550	N / N
Ranger	<a href="#">HVY</a>	800-906-2096	05/22/2007	MILWAUKEE, WI NOGALES, AZ	81	SD3	T	\$7,500.00	1,755	\$4.27	60,550	N / N
Ranger	<a href="#">TMP</a>	800-965-6370	05/21/2007 0800	SCHILLER PK, IL TRM IS, CA	13	DD	T	\$5,700.00	2,024	\$2.82	11,000	N / N
Ranger	<a href="#">TMP</a>	800-965-6370	05/21/2007 0800	SCHILLER PK, IL TRM IS, CA	13	DD	T	\$5,700.00	2,024	\$2.82	11,000	N / N
* Ligon	<a href="#">CMP</a>	888-427-2908	05/21/2007 1033 05/25/2007 0800	CAROL STRM, IL BELLINGHAM, WA	24	LOW2	T	\$5,680.00	2,047	\$2.77	38,000	N / N
Ranger	<a href="#">CPI</a>	518-298-2684	05/21/2007 1200 05/29/2007 0800	SCHILLER PK, IL TRM IS, CA	13	SD	T	\$5,250.00	2,391	\$2.20	40,000	N / N
Ranger	<a href="#">SDG</a>	619-498-0680	05/21/2007 1100 05/25/2007 0900	GOSHEN, IN RIVERBANK, CA	96	DDE	T	\$4,920.00	2,200	\$2.24	20,000	N / N
* Ranger	<a href="#">ISU</a>	866-522-6171	05/22/2007 1200 05/25/2007 1200	CHICAGO, IL EDMONTON, AB	0	48FL	T	\$4,895.82	1,734	\$2.82	47,723	N / N
Ranger	<a href="#">MMT</a>	903-479-0132	05/29/2007 1200 06/04/2007 0800	WHEELING ,CO, IL GOLETA, CA	24	SD	T	\$4,295.00	2,106	\$2.04	10,000	N / N
Inway	<a href="#">LMD</a>	770-517-3128	05/21/2007	RACINE, WI HOUSTON, TX	60	SD	T	\$4,025.00	2,344	\$1.72	36,000	N / N
Ranger	<a href="#">SJV</a>	800-872-9514	05/22/2007 1100 05/26/2007 0700	CROWN PT, IN ONTARIO, CA	34	48FL	T	\$3,775.00	1,996	\$1.89	25,000	N / N



## IS Impact On Safety Operational

- Available Loads
- **Available Trucks**
- BCO Load Alerts
- ACE Border Crossing
- Trailer Maintenance
- Help Desk



## Available Trucks

- Hello, this message is from Landstar.
- The following load is available:
  - Origin: Knoxville, Tennessee
  - Destination: Park City, Kentucky
  - Pickup Date: October 30th
  - Revenue: 500 dollars
  - Miles: 224
  - Rate per mile: 2 dollars and 23 cents
- To book this load, call Agent “UST” at 800-555-1212, Ext. 200
- To repeat entire message, press 0.
- To repeat load information, press 1.
- To repeat Agent callback number, press 2.



[Go To Single Truck Search](#)

### Search Available Trucks

#### Search Information

Capacity Type	BCOs Only	Sort By	Available/Last Call	Max Results	100
Last Call	City	State	All	Radius	0
Destination	City	State	Illinois	Radius	0
Domicile Agency	All	Home State	All	Under Load	All

#### Other Information

Last Call Date	On	Required Date	On
	All		All
Available Weight	All	Available Length	All
Trailer Group	All or All	Trailer Type	All or All
CSA	All	Team Operator	All
Include Tractors Without Trailers	Yes	Trailer Length	All

Search Clear Form Help



### Available Trucks Results

29 trucks were found matching your search criteria, as of 05/21/2007 1048 EST.

Details	Co. / Tractor	Carrier Status	Operator(s) / Carrier	Trl Type / Trl Group	Contact Numbers	Last Contact / Available	Load # / Home State
<a href="#">Details</a>	Ranger 074262		SLAWOMIR SZUBA	53' VAN VAN	(847) 707-8036	05/21/2007 CHICAGO, IL CHICAGO, IL	IL
<a href="#">Details</a>	Ranger 535979		GARY DOWNES	53' VAN VAN	(800) 872-9400	05/19/2007 CHICAGO, IL CHICAGO, IL	IN
<a href="#">Details</a>	Ranger 538151		DEAN DOUGLIN	53' VAN VAN	(330) 581-5078	05/11/2007 CHICAGO, IL CHICAGO, IL	OH
<a href="#">Details</a>	Ranger 533203		RONALD ANDERSON	53' VAN VAN	(601) 259-9611	05/21/2007 05/29/2007 FLAGSTAFF, AZ CHICAGO, IL	8774674 MS
<a href="#">Details</a>	Inway 406861		BILL NEICE	48' FLAT FLAT	(606) 316-6118	05/21/2007 05/24/2007 LK PK, FL CHICAGO, IL	8703052 KY
<a href="#">Details</a>	Ranger 533407		PERRY WARREN SARAH WARREN	53' VANL VAN	(931) 436-8023	05/21/2007 05/27/2007 LAS VEGAS, NV CHICAGO, IL	8703233 TN
<a href="#">Details</a>	Ranger 547721		DAVID TAYLOR DORIS TAYLOR	53' VANL VAN	(660) 349-0232	05/20/2007 05/22/2007 BIRMINGHAM, AL CHICAGO, IL	8733979 MO
<a href="#">Details</a>	Ranger 529536		DAVID PORTER	53' VAN VAN	(501) 655-9276	05/20/2007 05/22/2007 HAGERSTOWN, MD CHICAGO, IL	8774183 AR
<a href="#">Details</a>	Ranger 534915		MICHAEL ALEXANDER	48' FLAT FLAT	(800) 872-9400	05/20/2007 05/21/2007 KINGSVILLE, OH CHICAGO, IL	5825954 NY
<a href="#">Details</a>	Inway 437303		ROBERT SINGO	48' SD STEP	(800) 435-4373	05/20/2007 05/21/2007 PERRYSBURG, OH CHICAGO, IL	7320708 OH
<a href="#">Details</a>	Inway 064002		RANDY BOWMAN	48' FLAT FLAT	(800) 435-4373	05/20/2007 05/22/2007 PERRYSBURG, OH CHICAGO, IL	8225463 OH
<a href="#">Details</a>	Ranger 590371		LAWRENCE FARNSWORTH	48' FL3S FLAT	(800) 872-9400	05/20/2007 05/21/2007 KINGSVILLE, OH CHICAGO, IL	5825953 NY
<a href="#">Details</a>	Ranger 529940		WINSTON PHILMON	48' FLAT FLAT	(757) 553-0739 (757) 553-0739	05/19/2007 05/21/2007 EATON, LO, OH CHICAGO, IL	8594023 FL
<a href="#">Details</a>	Ranger 501870		BRENT HART	53' VAN VAN	(815) 621-7870	05/19/2007 05/21/2007 ROCKFORD, IL CHICAGO, IL	7163431 IL



## IS Impact On Safety Operational

- Available Loads
- Available Trucks
- **BCO Load Alerts**
- ACE Border Crossing
- Trailer Maintenance
- Help Desk

## Load Alerts

### Add Subscription

Use this page to add a new subscription to your account. Specify exactly the kind of load you are looking for, so that you will receive useful alerts.

\* =Required

- \* **Subscription Name**
- Status**
- \* **Contact Method**  No phone/mobile contact  Email - mhernandez@landstar.com  
 (904) 390-1667

#### Subscription Type

- Standard  Follow-Me [What's this?](#)

You already have a Follow-Me subscription for each truck, so this subscription needs to be Standard.

#### Standard Subscription Fields

- Pick-Up On or After**
- Expiration Date**  Choose the date you want this subscription to expire.
- Origin** \* **City**  \* **State**  **Radius**
- Destination** **City**  **State**  **Radius**

#### \* Trailer

- Trailer Group**
- Trailer Type**

**Team Load**

**Pre-Loaded**

\* **Rate-per-Mile** \$

**Minimum Revenue** \$

Submit

Cancel

Reset

Delete

Help



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## IS Impact On Safety

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- **Cost Reduction Programs**
- Administrative
- Safety & Compliance



## IS Impact On Safety Cost Reduction Programs

### BCOs

- LCAPP
  - Discounts on purchase of tires, tractors, trailers, fuel, batteries, hotel rooms, maintenance services, etc.
- \$169 Million of fuel surcharges billed to customers in 2006

### Broker Carriers

- LSPP
  - Discounts on fuel, tires, trailer locks, etc. and faster settlements



## IS Impact On Safety

- Operational
- Cost Reduction Programs
- **Administrative**
- Safety & Compliance



## IS Impact On Safety Administrative

- Settlements – Pre Trip Advance
- Fast Accurate Settlements
- Workflow System
- Truck Stop / In Cab Scanning
- Fuel Tax Service



## IS Impact On Safety

- Operational
- Cost Reduction Programs
- Administrative
- **Safety & Compliance**



## **IS Impact On Safety Safety / Compliance**

- Automated Log Audit
- Safety Analysis BI Application

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