

I N N O V A T I O N

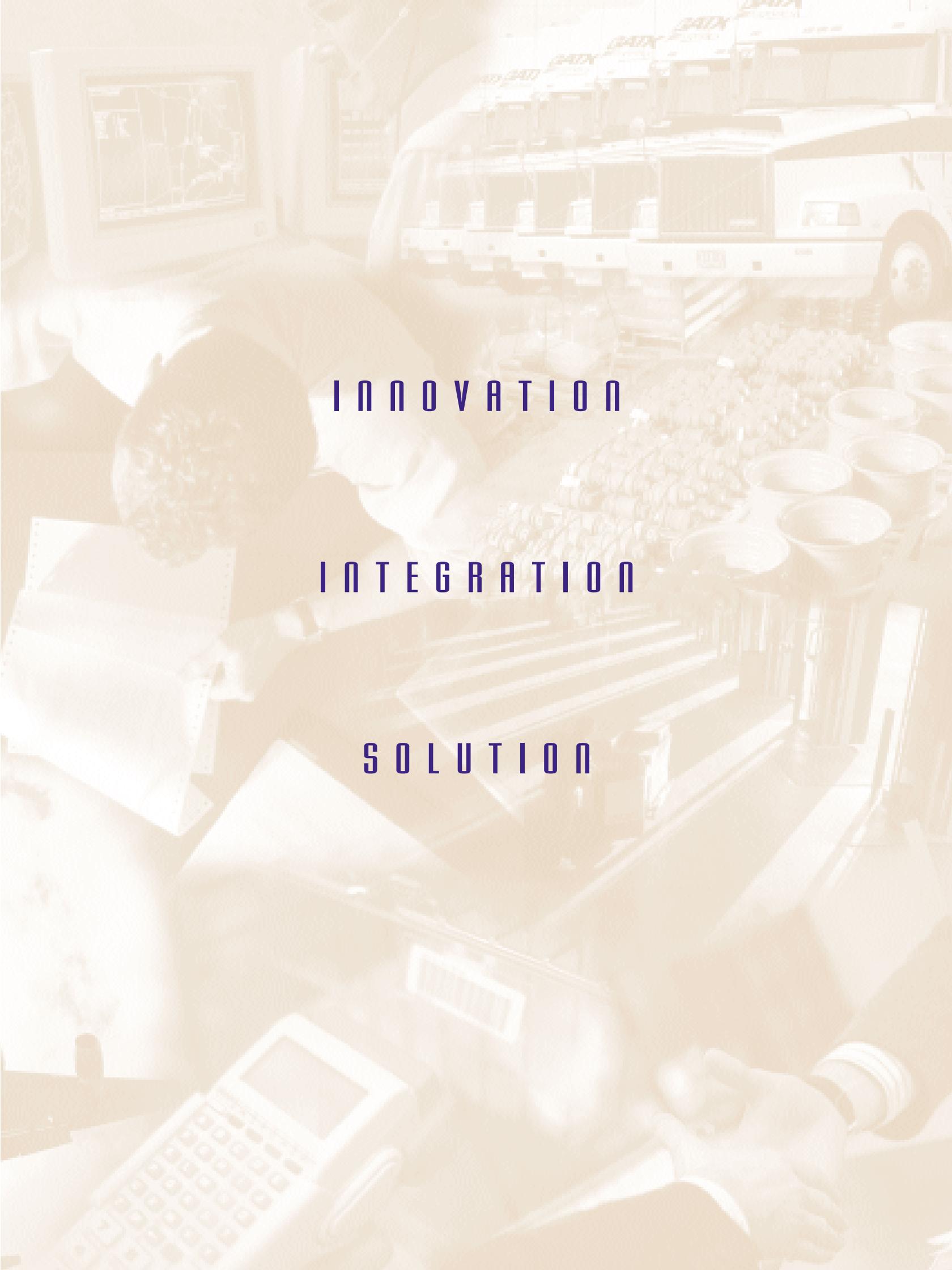


I N T E G R A T I O N



S O L U T I O N





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S O L U T I O N

## Innovation. Integration. Solutions.

These words are used to describe an effective logistics process. They can also describe the attributes you may be seeking in a logistics partner.

Getting the right products to the right places at the right times may be easier said than done — unless you build a strong, cross-functional supply chain that's flexible enough to satisfy a wide range of manufacturing and customer demands.

With today's unrelenting pressure to grow, balancing production and distribution priorities is a complex undertaking. You must increase value to the customer and reduce the cost of bringing goods to market. All while increasing shareholder value and reducing capital investments in non-revenue-producing assets.

At GATX Logistics, we see logistics as today's most valuable business tool – especially in a world that expects materials to travel as quickly as information. We see the logistics function as today's most underestimated competitive weapon. And we see our company as today's best solution for unlocking and enhancing that potential.

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## Meet Your Most Valuable Logistics Tool.

GATX Logistics is a leading provider of contract logistics services. Every day, we help businesses like yours optimize their manufacturing and distribution logistics through a wide range of value-adding services, operations and alliances, not to mention some of the best information technology in the business.

Our growing international network encompasses 35 markets and 130 locations across the United States, Canada, Mexico, and Central and South America. Our capabilities span the supply chain. And our alliance partners round out our service offerings in the areas of worldwide freight forwarding, international distribution, parcel consolidation, and real estate and inventory financing.

GATX Logistics is also one of the industry's most established logistics companies. Founded in 1974, we're owned by GATX Corporation, a \$6 billion publicly-traded company that has more than 100 years of history. That heritage gives us an edge, because GATX specializes in leasing, financial solutions and supply chain management services.

What this means to you is a level of expertise that includes hundreds of clients in several key industries. A strategic, innovative approach to logistics that's based on diverse real-life scenarios. And all the assets and operational savvy you'll need to address your logistics challenges.





## How We Add Value For You.

Naturally, we're proud of GATX Logistics' network, capabilities and longevity. But we're even prouder of how we use them to turn companies' logistics processes into valuable assets — all while making these processes easier, smoother and more profitable.

We call this our “value proposition.” You may prefer to think of it as simply smart business.

Through the effective use of five important components – people management, information technology, implementation services, network management and financial solutions — we enable you to:

- focus on your core competencies
- integrate your supply chain
- and gain a stronger balance sheet.

As a result, you get improved, value-adding logistics performance that pleases customers, managers, and shareholders alike, not to mention another highly important audience — yourself.





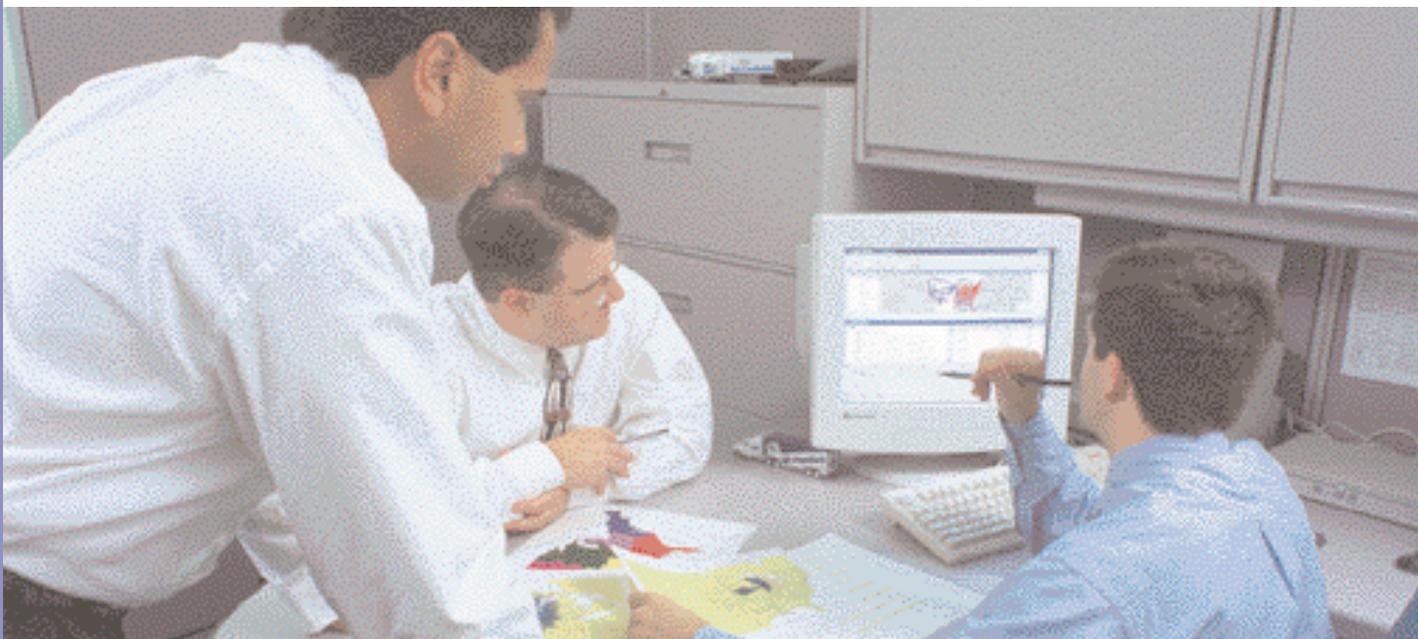
## The Value Of People.

The GATX Logistics value proposition starts on a very human level, but doesn't stop there.

Our talent pool in the field includes more than 3,200 top-notch general managers, operations managers, drivers, warehouse and office personnel — all trained according to our exacting standards. And selected through a rigorous hiring process that's designed to identify only the finest human resources in the logistics profession.

We also employ hundreds of resident experts in everything from logistics design and engineering to information technology, project implementation, safety and international markets. And we have one of the most experienced executive teams in the business.

We manage this impressive asset with the use of PeopleSoft, one of the world's premier people management software packages that is geared toward meeting the changing business demands of companies like GATX Logistics.



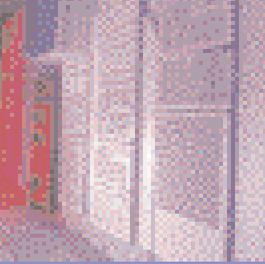


Even more impressive than all this manpower, however, is what we like to think of as our brainpower. For example, our company has a dedicated staff of design engineers and other professionals who work full-time developing clients' customized logistics solutions. These highly trained technical experts are cross-trained as logistics professionals, a point of difference that's reflected in the "real-world" applicability of every solution they create. What's more, they're backed by a time-tested five-step process and numerous best-of-class decision support tools that enable them to advise you on everything from productivity, staffing and timelines to distribution design, site selection and route design.

The net value is professionals, performance and ideas that are second-to-none.

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## The Value Of Information.

Another key component of the GATX Logistics value proposition is the superlative information technology we bring to the table.

For starters, our technology addresses the full range of supply and demand chain challenges, from big-picture decision support to day-to-day operational issues. It's also flexible, so we can scale and tailor it to virtually any client need. And thanks to the platforms we use, you're assured optimal compatibility and integration between our systems and yours.

We also feature a rich technological infrastructure that includes multiple AS/400s, thousands of PCs, and a complex but user-focused data and communications network. And we protect it with a range of redundant processes that ensure there will be no interruption in your information services — even if there's a natural or man-made disaster.

Perhaps best of all, we give you all the advantages of having a dedicated logistics technology department at your disposal, with a group of professionals who are focused solely on the support and development of superior logistics information technology solutions. So when we say we have effective logistics down to a system, we really mean it.





## The Value Of A Good Start.

The third GATX Logistics value proposition is evident from the start — or more specifically, the start-up.

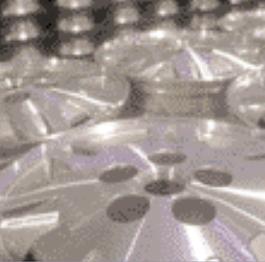
To ensure smoother, more cost-effective implementations, we create customized and detailed implementation plans for each new account or project we undertake. These plans map out each project from discovery to acceptance, with follow-up process checks along the way. So there's always a clear consensus on what needs to be done and when.

We also employ an outstanding team of professionals who are devoted exclusively to operational start-ups, so you don't have to use any of your critical internal resources. Members of this dedicated start-up team have specific strengths in the areas of project management and implementation, integration design and development, and outsource partnering. Just as important, they have a vast amount of experience with start-ups ranging from the simple to the complex — and a level of knowledge that encompasses best practices across many industries.

The result is a transition that is designed to be smooth and efficient.

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## The Value Of Network Management.

Although some companies enjoy using more than one logistics provider, we believe it's always important to have the option of using a single source for greater convenience, performance and economy. Our ability to be that source is the fourth value proposition.

For starters, we have an unparalleled ability to manage multiple operations in numerous markets, thanks to our vast network of warehouses and carriers. We operate logistics centers in markets throughout North, South and Central America. And have alliance partnerships that enable us to offer logistics services in other parts of the globe.

In addition, we feature an impressive selection of services, detailed in the final pages of this brochure. And we offer the option of integrating these services as your needs dictate.

What's more, we can provide you with optimal visibility throughout our network via *Pipeline View*<sup>®</sup>, a service that will enable you to access the Internet for real-time shipment status and decision support information, 24 hours a day.

All of which makes us one of the most comprehensive, capable and user-friendly providers around.





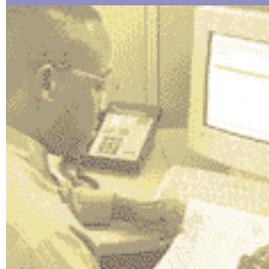
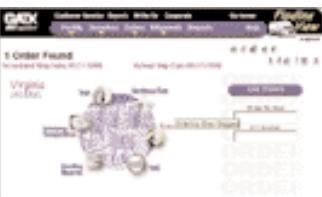
## The Value Of Money.

Finally, GATX Logistics can arrange for a variety of financial solutions designed to improve cash flow and balance sheet flexibility. From structured financing, real estate, and asset management to inventory and receivables financing, we can help you redeploy capital to your advantage.

These solutions begin with our in-house real estate function, which offers financing alternatives for build-to-suit facilities. Whether your need is to procure or dispose of facilities, we expedite all types of property sale, lease, lease-backs, build-to-suits and real estate investment trusts.

They continue with the opportunity to finance your inventory or receivables through our global financial services partner. This can help improve cash flow and provide balance sheet flexibility by reducing your short- and long-term capital requirements in raw materials or finished goods.

And they extend to structured financing and portfolio and asset management, courtesy of GATX Capital Corp., a sister company that's also owned by GATX Corporation.





## The Value Of A Job Well Done.

Even if it weren't for these value propositions, working with GATX Logistics would be a smart logistical move. Because every individual service we offer has incredible potential to cut costs, increase productivity and improve quality...

### Manufacturing Support Services.

At GATX Logistics, we like to say that we're in the production business just like our customers. The difference is, they produce materials, while we produce results.

Over the years, we've successfully supported dozens of companies' production lines through a range of manufacturing support services like the following:

**Sourcing.** Through a combination of technology and experience, we help customers streamline procurement and management of raw materials, component parts and other supplies. We also assist with source selection, inspections and reporting.

**Inbound Logistics.** Few things are more costly than shutting down a production line due to supply delays — a key reason why GATX Logistics can be counted on to coordinate the timely pick-up, responsible handling and reliable delivery of raw materials and supplies to their manufacturing plants.





**Just-In-Time Delivery.** Transporting materials directly from suppliers' locations to a company's production facility minimizes inventory carrying costs. However it requires careful planning, precision — and a provider like GATX Logistics, which offers the transportation, supplier coordination and expertise to get the job done on time, every time.

**Flow-Through Warehousing.** Companies who use multiple modes of transportation or who want more of a time-release approach to their JIT, often use GATX Logistics' flow-through warehousing services to receive, cross-dock and schedule deliveries according to tight and timely windows of time. These services are the ideal context for freeing up valuable production space — and for taking advantage of our value-adding, production-friendly services such as kitting and sub-assembly.

**Cross-Docking.** Having central locations that receive, consolidate and transfer materials can help companies achieve substantial transportation economies. GATX Logistics is there to help with all the facilities, services and transportation management required.





**Kitting and Sub-Assembly.** Instead of having to receive and organize hundreds of thousands of individual small parts, many manufacturers rely on GATX Logistics to simplify their lives by “kitting” or organizing some of these parts into pre-determined user packages. Others have us pre-assemble some of these parts and components at our facilities, reducing the number of assembly processes they have to manage – and freeing up on-site resources for other, more complex manufacturing functions.

### **Distribution Support Services.**

Once manufacturing is through, a new challenge begins – getting finished product in customers’ and sellers’ hands on-time and intact. GATX Logistics really delivers in this respect, with numerous services that all add up to exceptional sales and service.

**Distribution Warehousing.** Few providers offer as much warehousing space — or as many opportunities for making the most of it — as GATX Logistics. Our growing network of facilities comes complete with more than 22 million square feet, a variety of specialized material handling equipment and a range of standard and value-added capabilities.





**Transportation.** From our dedicated contract carriage to our milk runs, drayage and other trucking services, GATX Logistics is the kind of carrier willing to go the extra mile. In addition to operating several dedicated fleets, we help clients build the most efficient and cost-effective transportation solutions for their needs through freight management services such as routing, scheduling, load building and carrier selection. Our status as a national provider also enables us to negotiate better volume discounts and opens the door for money-saving load consolidation opportunities.

**Custom Packaging.** Accommodating retailers who want products packaged for sale in a variety of different ways is easy for GATX Logistics customers. We can bundle, shrink wrap, multi-pak or perform many other custom packaging functions at many of our facilities. And we can do it a la carte, configuring each shipment in the way that best serves each of our clients' customers.

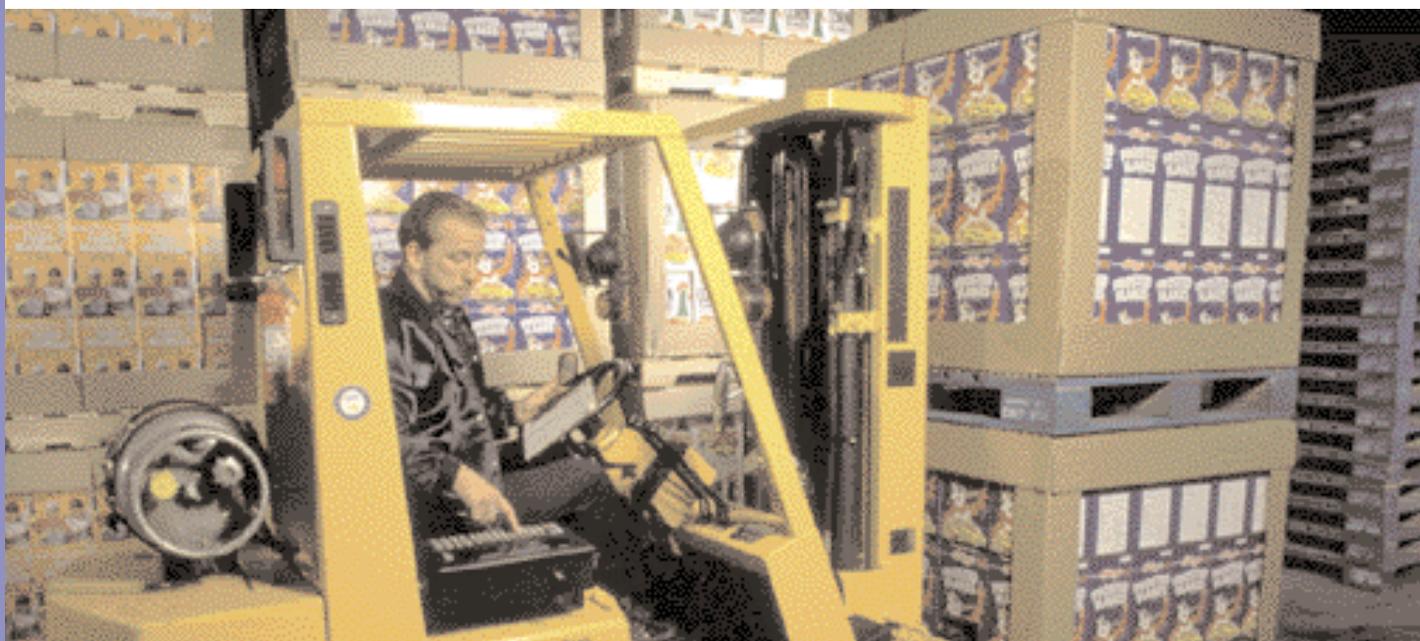
**Direct Store Delivery.** A product can't sell if it's not on the shelves. That's why many companies place great stock in GATX Logistics' direct store delivery services — a collection of pick-up and delivery activities that get products from plant or intermediate distribution point to the point of sale on-time, every time.





**Reverse Distribution/Return Goods Management.** Processing returned goods can be one of a company's most complex and unwelcome responsibilities — unless they have a partner like GATX Logistics to close the loop. We can receive products, fill out receipt documentation, assign credit value and issue credit to customers. And we can repack or reconfigure products — or destroy and dispose of them — according to each clients' specifications. The result is happier returns for our clients and their customers.

**Parcel Consolidation.** Companies that want to take advantage of the U.S. Postal Service's new work-sharing discounts for small parcel mailings don't have to invest substantial time, facilities or resources to do it. Instead, they can use Paxis, our new parcel consolidation company created to help business-to-residence parcel mailers capitalize on postal savings.





## Superior Logistics Technology.

No description of GATX Logistics' services would be complete without some mention of our integrated systems. Over the years, we have developed some of the best logistics software in the business exclusively for our clients, because we know that moving information has become just as important as moving product. These exclusive technologies, which are collectively known as Total Logistics Solution (TLS), can work together or independently to help you manage your entire supply channel.

**Warehouse Management System.** One of our most frequently used systems modules is Warehouse Management System. It enables systematic management of clients' inventory while it's in our pipeline via capabilities such as lot tracking, cross-docking and merge-in transit as well as put-away, cycle counting, system labels and performance metrics.

**Transportation Management System.** Our new Freight Management Service is one of the most complete service offerings of its kind. It includes a full range of integrated transportation management functions such as order shipment and entry, load building, freight consolidation, mode and carrier selection, route scheduling and cost optimization, shipment tracking, freight tracking, carrier service evaluation and performance reporting.

**Yard Management System.** Unlike other logistics providers, GATX Logistics' commitment to transportation excellence doesn't stop at the highway. Our innovative Yard Management System helps improve the efficiency of shippers' traileryards.





## Tap The True Value Of Your Logistics.

The word logistics means many things to many people.

The question is, what does it mean to you and your company? More important, what could it mean if you tapped its full potential?

Whatever your answer, GATX Logistics is here to help with meaningful solutions. Innovative technology. Exemplary services. Phenomenal capacities. And a range of core value propositions you can't put a price on.

For more information on how we can add value to your logistics, call 1-800-331-GATX. Or check out our web site at [www.gatxlogistics.com](http://www.gatxlogistics.com). We'd welcome the chance to work with you. And, of course, we'd value your business.







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