

PACER STACKTRAIN

STACK FACTS

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www.pacerstack.com

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RE: Network Opportunity Communications

To Our Valued Customers,

Pacer Stacktrain is pleased to announce the addition of a new tool to our website that is intended to more effectively communicate our most current Network Opportunities. Network Opportunities are locations within Pacer Stacktrain's network where surplus and/or deficit areas of containers exist that we focus on and update weekly.

The purpose of this tool is to rapidly communicate both short and long-term Pacer network opportunities so they can be effectively integrated into Customer sales opportunities and operational planning. The intended result is improved network velocity, enhanced equipment availability across the system, and most importantly, a more effective overall service product delivered to Beneficial Cargo Owners.

Below is a sample of the Network Opportunities communication that you will find on the website at www.pacerstack.com.

As you review and identify opportunities, please contact your local Pacer Stacktrain Business Development Representative or Pricing Manager.

If you would like this report e-mailed directly to you on a weekly basis, please contact brenda_donato@pacerstack.com.

Network Opportunity Summary

Critical Network Opportunity					
Priority	Network Opportunity	Box Size	Short Term	Long Term	Comments
1	Chicago and Northeast to Laredo and Mexico Points	48/53	X	X	
2	Norcal outbound	48/53		X	

Additional Network Opportunity					
Priority	Network Opportunity	Box Size	Short Term	Long Term	Comments
3	St.Louis outbound	48	X	X	
4	Seattle/Portland outbound	48/53		X	
5	Memphis inbound	48/53		X	
	Atlanta/Charlotte/Jacksonville inbound	48/53	X		
6	Dallas outbound	48		X	
7	Salt Lake City inbound	48/53		X	
8	Syracuse inbound	48/53	X	X	
9	Baltimore/Springfield/Worcester outbound	48/53		X	
10	Pittsburgh inbound	53	X	X	
11	Memphis outbound	40	X	X	

Issued

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Definitions:

Network Opportunity:

The need to create an acceptable network flow by directionally pushing containers through long term and short term pricing opportunities.

Critical Network Opportunity:

An area where Pacer Stacktrain's network is very surplus and / or very deficit that requires immediate attention to capture opportunities to eliminate issue.

Short Term:

Short Term Network Opportunities are surplus or deficit areas within Pacer Stacktrain's network that are not expected to be ongoing. The time frame varies but generally 30 to 60 days is the time frame expected.

Long Term:

Long Term Network Opportunities are surplus or deficit areas within Pacer Stacktrain's network that are expected to continue due to consistent trends in the network. Time frame ranges from 3 months to ongoing.

Outbound:

Need to drive surplus equipment out of the location.

Inbound:

Need to drive a specific type of deficit equipment into a location.