



S T A C K F A C T S

November 5, 2004
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Re: Pacer Stacktrain Domestic Sales Organization Changes

To Our Valued Customer:

Pacer Stacktrain strives to review our organization and customer focus on a continued basis to ensure we are focused towards a future supporting the industry.

Our industry is dynamic and is constantly changing. In order to maintain our industry-leading position, we have made several changes which we believe will improve our strength with our customers to provide continued growth as well as better understand and anticipate changes in the market.

I am pleased to announce the promotions of Jean Krafft, Ron Rodino and Scott Shirk. These changes are effective immediately.

Jean Krafft has been promoted to Asst. Vice President, Strategy and Planning – Business Development. In this role Jean will be focused on Stacktrain Sales strategies, customer and market trends, sales processes and development of sales team. She will be domiciled in Oakbrook, IL.

With Jean moving to this position, we are re-aligning our field sales regions from three to two.

Ron Rodino has been promoted to Asst. Vice President, Business Development – Eastern Region. Ron will be domiciled in South Kearny, NJ and will assume accountability for the Midwest and the Northeastern portion of the U.S.

Scott Shirk has been promoted to Asst. Vice President, Business Development – Western Region. Scott will be domiciled in Orange, CA and assume accountability for the Western, Southwest and Southeast areas of the U.S.

Ron and Scott's role will be a continued focus on our customers with direct accountability for the execution of our sales strategies and development and ongoing management of our customer relationships.

We know that these changes will require some transitioning of accountabilities. We expect this transition to be fully completed by the end of the year. We do not anticipate that there should be any impact on our attention to your needs.

Please join us in congratulating them in their new roles.