



ARMSTRONG &  
ASSOCIATES, INC.

# 3PL VALUE CREATION NORTH AMERICA SUMMIT 2019



OCTOBER 15-17, 2019 | CHICAGO, IL



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KNOWLEDGE AND  
MARKET RESEARCH  
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ASSOCIATES, INC.**

**THIRD-PARTY LOGISTICS  
CONSULTING AND  
MARKET RESEARCH**

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## EXTRAORDINARY GROWTH

THIRD-PARTY LOGISTICS  
MARKET RESULTS AND TRENDS FOR 2019

Including Estimates for 190 Countries

June 2019



## E-COMMERCE LOGISTICS IN THE UNITED STATES

April 2018



## AMAZON LOGISTICS

MARKET ESTIMATES, BENCHMARKING  
& LOGISTICS

January 2019



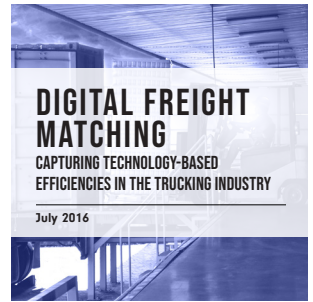
GLOBAL AND REGIONAL  
INFRASTRUCTURE, LOGISTICS  
COSTS, AND THIRD PARTY LOGISTICS  
MARKET TRENDS AND ANALYSIS

October 2017



## 2019 THIRD-PARTY LOGISTICS BRAND RECOGNITION

September 2018



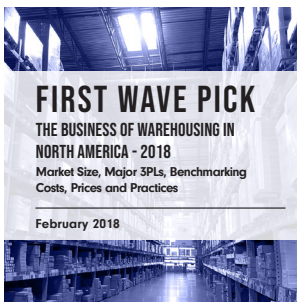
## DIGITAL FREIGHT MATCHING

CAPTURING TECHNOLOGY-BASED  
EFFICIENCIES IN THE TRUCKING INDUSTRY

July 2016



**OUR  
EXPERTISE  
COULD BE  
YOURS**



## FIRST WAVE PICK

THE BUSINESS OF WAREHOUSING IN  
NORTH AMERICA - 2018  
Market Size, Major 3PLs, Benchmarking  
Costs, Prices and Practices

February 2018



## TRENDS IN 3PL/CUSTOMER RELATIONSHIPS

2017

May 2017



## TRUCKING IN MEXICO: NAVIGATING THE OPPORTUNITY

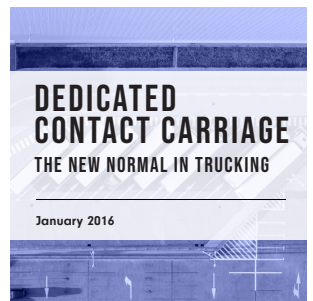
June 2017



## KEEP IT RUNNING

THE QUINTESSENTIAL SPARE  
PARTS LOGISTICS REPORT

January 2017



## DEDICATED CONTACT CARRIAGE

THE NEW NORMAL IN TRUCKING

January 2016



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A low-angle, upward-looking perspective of several modern skyscrapers against a clear blue sky. The buildings are rendered in a monochromatic blue-grey tone. Overlaid on the scene is a white digital network consisting of glowing nodes and connecting lines, suggesting a global or technological theme. The word "WELCOME" is centered in a bold, white, sans-serif font.

# WELCOME

## Welcome to the 3PL Value Creation North America Summit 2019

We're pleased to welcome familiar faces and new attendees to the seventh annual Armstrong & Associates 3PL Value Creation North America Summit.

At this year's event you can expect to gain a global view of the third-party logistics industry and mega-trends shaping the landscape. Our incredible lineup of panelists includes 3PL executives, technology innovators, and investment community leaders.

On Tuesday, we'll set the stage with an overview of global and regional 3PL trends before diving into a panel devoted to the rapidly evolving future of e-commerce logistics. We'll close the day with a dynamic discussion about information technology impacting the supply chain landscape and a welcome reception.

On Wednesday, we will take a deep-dive into each 3PL segment: value-added warehousing and distribution, domestic and international transportation management, and dedicated contract carriage. We will also look to the future. What supply chain mega-trends can we expect to spur growth? How are automation and artificial intelligence shaping our future? What digital freight matching technologies are gaining traction and how is DFM impacting traditional 3PLs? And what are experts predicting for 2020 and beyond? A networking reception will close out the 3PL and innovation portion of the summit.

On Thursday, will move into the Finance and Investment Briefing section of the event. During the interactive panel discussions, we'll assess strategic and equity investment trends and activity in the market, consolidation and roll up opportunities, 3PL deal valuation drivers and trends, dynamics among strategic and financial buyers, and mid-market opportunities. We'll wrap up the summit with a high-level summary of the M&A landscape and closing reception.

As always, we hope you find the discussions engaging and insightful. We're excited for you to explore opportunities for value creation during panel discussions and as you exchange knowledge and network with your best-in-class peers.

Kind regards,

**Richard D. Armstrong**

Chairman & Chief Executive Officer  
**ARMSTRONG & ASSOCIATES, INC.**

**Evan P. Armstrong**

President  
**ARMSTRONG & ASSOCIATES, INC.**

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# AGENDA



## TUESDAY, OCTOBER 15

12:30 - 1:15 p.m.

Registration and Networking in Exhibitor Space

1:15 - 1:25 p.m.

### Welcome and Opening Statements

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

1:25 - 2:25 p.m.

### Global View and Regional Variations

Moderator:

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Dr. Jae Auh**, CEO, Greater China, **CJ Logistics**
- **Sean Kelly**, Senior VP, Business Development, **GEODIS**
- **Tom Sanderson**, Executive Chairman, **Transplace**
- **Eric Wolfe**, President, **Watco Supply Chain Services**

2:30 - 3:30 p.m.

### The Future of E-Commerce Logistics

Moderator:

- **Karen Erickson**, Consulting Director,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Greg Morello**, President & Chief Commercial Officer,  
**Port Logistics Group**
- **Alex Paskoff**, Senior VP U.S. Mobility,  
**Ingram Micro Commerce & Lifecycle Services**
- **Michael Piza**, Senior VP Sales & Marketing,  
**Apex Logistics International**
- **Duane Sizemore**, Senior VP, Marketing & Business  
Development, **Saddle Creek Logistics Services**

3:30 - 3:50 p.m.

Networking Break in Exhibitor Space

## TUESDAY, OCTOBER 15 *(CONTINUED)*

3:50 - 4:55 p.m.

### Part One: Supply Chain Innovation - Information Technology

Moderator:

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelist:

- **Matt Bernstein**, CEO, **HubTran**
- **Buck Devashish**, Chief Commercial Officer, **MPO**
- **John Golob**, Chief Marketing Officer, **Winmore**
- **Mitch Weseley**, CEO, **3GTMS**

5:00 - 6:00 p.m.

Summit Networking Reception in Exhibitor Space

**HW Harris Williams**

## A Trusted Advisor to the 3PL Market

Harris Williams, a global investment bank specializing in M&A advisory services, has an extensive track record of advising leading 3PL companies. For more information about the Harris Williams Transportation & Logistics Group, visit [www.harriswilliams.com](http://www.harriswilliams.com)

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# 3PL REAL ESTATE STRATEGY

KNOWLEDGE

COLLABORATION

- Site Selection
- Overflow / Peak Season Solutions
- Lease Renewal Negotiation
- Excess Property Disposition
- Labor Analytics
- Economic Incentives Negotiation
- Supply Chain Strategy



WARD RICHMOND, SIOR  
Executive Vice President

ZACK RUTLAND  
Associate



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## WEDNESDAY, OCTOBER 16

7:15 - 8:00 a.m.

Networking & Registration in Exhibitor Space

8:00 - 8:05 a.m.

### Update and Overview

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

8:05 - 9:00 a.m.

### Supply Chain Mega-Trends: Growth Areas, Emerging Markets, and Opportunities

Moderator:

- **Richard Hamilton**, Managing Director, **Cushman & Wakefield**

Panelists:

- **Dale Carpenter**, Former CEO, **Direct Connect Logistix**
- **Dr. Drew Miller**, Managing Director, **Blockchain Business Consultants**
- **Mike Regan**, Chief of Relationship Development, **TranzAct Technologies**
- **Eric Wolfe**, President, **Watco Supply Chain Services**

9:05 - 10:00 a.m.

### Domestic Transportation Management and Dedicated Contract Carriage

Moderator:

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Dennis Anderson**, Chief Customer Experience Officer, **ArcBest**
- **Volker Bargenda**, President, **DHL Freight North America / Standard Forwarding**
- **Angela Eliacostas**, President & Founder, **AGT Global Logistics**
- **Brad Young**, Senior VP, Innovation & Network Services, **Mode Transportation**

10:00 - 10:20 a.m.

Networking Break in Exhibitor Space



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Start your efficiency revolution.

**Move your Intermodal  
loads with ease, visibility  
and control.**



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NOW**

The Intermodal Freight  
Matching Marketplace

## WEDNESDAY, OCTOBER 16 *(CONTINUED)*

10:20 - 11:15 a.m.

### **Creating Greater Value in Value - Added Warehousing / Contract Logistics**

Moderator:

- **Karen Erickson**, Consultant,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelist:

- **Paula Hise**, Group Vice President of Operations,  
**Kenco Logistic Services**
- **Russell Leo**, President / CEO, Transportation Group,  
**RLS Logistics**
- **Ward Richmond**, Executive VP, **Colliers International**
- **Brian Smith**, President and CEO, **Wagner Logistics**

11:20 - 12:15 p.m.

### **International Transportation Management / Freight Forwarding**

Moderator:

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Thomas Gilgen**, President, **Masterpiece International**
- **Raymond Loehner**, Vice President, Business Development, **Dimerco Express, Inc.**
- **David Sitton**, CEO, **CLN Worldwide**

12:15 - 1:25 p.m.

### **Group Luncheon / Networking**

1:25 - 2:25 p.m.

### **Part Two: Supply Chain Innovation - Automation and Artificial Intelligence**

Moderator:

- **Evan P. Armstrong**, President,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelist:

- **Prasad Gollapalli**, Founder, CEO, **Trucker Tools**
- **Parker Holcomb**, Founder, CEO, **CoLane**
- **Tony Wu**, Co-Founder & CTO, **Parade**

2:25 - 2:55 p.m.

### **Networking / Private Meetings in Exhibitor Space**

## WEDNESDAY, OCTOBER 16 *(CONTINUED)*

2:55 - 3:55 p.m.

### Digital Freight Matching in 2019

Moderator:

- **Nikhil Sathe**, Managing Director - M&A Advisory, **ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Mike Albert**, CEO, **DrayNow**
- **Jay Gustafson**, Senior VP of Marketplace Solutions, **Echo Global Logistics**
- **Russell Jones**, CEO, **Cargo Chief**
- **Hunter Yaw**, Vice President of Product Management & Business Development, **Loadsmart**

4:00 - 5:00 p.m.

### 3PL Market Trends and Executive Predictions

Moderator:

- **Evan P. Armstrong**, President, **ARMSTRONG & ASSOCIATES, INC.**

Panelist:

- **Jon Gardner**, Vice President of Business Development - North America, **Kuehne & Nagel**
- **Frank McGuigan**, CEO, **Transplace**
- **Chris Pickett**, Chief Strategy Officer, **Coyote Logistics**
- **Douglas Waggoner**, Chairman & CEO **Echo Global Logistics**

5:00 - 5:05 p.m.

Remarks by Echo Global Logistics

5:05 - 6:00 p.m.

Summit Networking Reception in Exhibitor Space

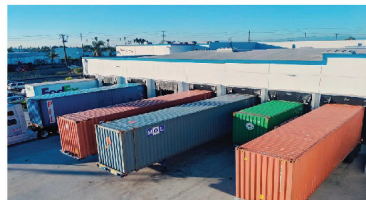
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**WELLS  
FARGO**

## THURSDAY, OCTOBER 17

8:15 - 9:00 a.m.

Registration & Networking in Exhibitor Space

9:00 - 9:15 a.m.

### Welcome & Overview

- **Richard D. Armstrong**, CEO  
**ARMSTRONG & ASSOCIATES, INC.**

9:20 - 10:25 a.m.

### Transportation & Logistics Merger & Acquisition Trends & Insights

Moderator:

- **Nikhil Sathe**, Managing Director - M&A Advisory,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Dante Fornari**, CEO, **Magnate Worldwide**
- **Kristopher Hopkins**, Head of Transportation & Logistics Group, **Houlihan Lokey**
- **Paul Jones**, Managing Director, **Raymond James**
- **Renee Krug**, CEO, **GlobalTranz Enterprises**
- **Chris Wofford**, Head of Transportation, Supply Chain & Logistics Corporate Investment Banking, **Wells Fargo**

10:25 - 11:00 a.m.

Networking Break / Private Meetings in Exhibitor Space

11:00 - 11:50 a.m.

### 3PL Valuation Trends & Reflections

Moderator:

- **Nikhil Sathe**, Managing Director - M&A Advisory,  
**ARMSTRONG & ASSOCIATES, INC.**

Panelist:

- **Jeff Kidd**, Director, **Harris Williams**
- **Keith Prusek**, Managing Director, Global Co-Head,  
**Jefferies Financial Group**
- **Angel Pu**, Vice President of Technology, Media and Telecommunications, **Warburg Pincus**
- **Kyle Stage**, Director, **Credit Suisse**

11:50 a.m. - 1:05 p.m.

Group Luncheon / Networking

## THURSDAY, OCTOBER 17 *(CONTINUED)*

1:05 - 2:00 p.m.

### **Strategic & Financial Buyer Competition - Major Differences and Dynamics**

Moderator:

- **Evan P. Armstrong**, President, **ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Geoffrey DeMartino**, Vice President - Corporate Development, **Hub Group**
- **Zeid Massad**, Director - M&A & New Ventures, **ASYAD Group**
- **John Mims**, Vice President - Corporate Development **Echo Global Logistics**
- **Ryan Roberts**, Investment Partner, **Pritzker Private Capital**

2:05 - 2:55 p.m.

### **Transportation & Logistics Mid-Market Challenges & Opportunities**

Moderator:

- **Richard D. Armstrong**, Chairman & CEO, **ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **Ronald Lentz**, Managing Director, **G2 Capital Advisors**
- **Rich Piontek**, President, Managed Transportation **PS Logistics, LLC**
- **Nikhil Sathe**, Managing Director - M&A Advisory, **Armstrong & Associates, Inc.**
- **Peter Stefanovich**, Managing Director, **Left Lane Associates**
- **Robert Voltmann**, President & CEO, **Transportation Intermediaries Association**

2:55 - 3:05 p.m.

**Networking Break**

## THURSDAY, OCTOBER 17 *(CONTINUED)*

3:05 - 4:00 p.m.

### **Summarizing the M&A Landscape - New Headwinds & Tailwinds in the Industry**

Moderator:

- **Nikhil Sathe**, Managing Director - M&A Advisory, **ARMSTRONG & ASSOCIATES, INC.**

Panelists:

- **John Anderson**, Operating Partner, **Greenbriar Equity Group**
- **Evan Armstrong**, President, **Armstrong & Associates, Inc.**
- **John Larkin**, Operating Partner, **Clarendon Capital**
- **Kevin Sterling**, Managing Director & Senior Equity Research Analyst, **Seaport Global Securities**

4:05 - 5:00 p.m.

**Summit Networking Reception**

Freight Forwarders & Brokers



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management and  
automation to  
scale up and remain  
competitive."**

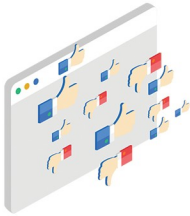
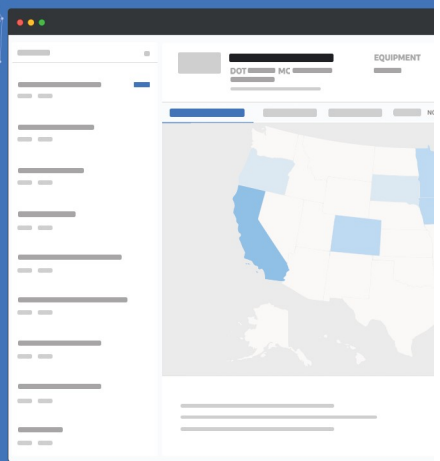
**Evan Armstrong,  
Armstrong & Associates**

Enterprise Software Research Study:  
"Winmore Completes the CRM Puzzle for 3PLs"  
- April 22, 2019

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