

AMWARE NEWS

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A Message from

OUR PRESIDENT



Rob Doyle
President

Amware exceeds growth expectations for 2008!!

As 2008 comes to an end, we are pleased with the growth we experienced this year and look forward to building on this year's success. We plan to build on our successes of the past year and continue our record setting growth while continually improving our operational efficiencies and levels of service. We at Amware Logistics services have positioned ourselves to be ready for the exciting challenges and opportunities of 2009. This past year has exceeded our planned 25% growth as organic growth fueled our record setting 3PL Division revenue with over 60 new customers/partners utilizing our 3PL services.

We are looking forward to the new and exciting challenges 2009 as we continue to grow and fine tune our operational efficiencies while striving for perfection in the area of our customer service levels. With our committed team of over 700 employees/craftsmen we are well positioned to reach our goals and objectives, while providing superior customer service for our 250 customer/partners. There will continue to be the laser beam focus on service that I personally promised all of our customers in January of 2008. We will also focus on refining and improving our procedures and processes to provide a level of customer service that is unparalleled in our

(continued on next page)

Para bajar las noticias en español, visite nuestro website a amwarelogistics.com



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AffiliateSM

Amware Logistics proud to become NACD Affiliate member, see back cover for details

industry and keeps pace with ever changing technologies. We will not rest until we exceed the high expectations of our customer's on a daily basis.

To our customers, we at Amware look forward to working with you very closely in 2009 to assist you in your quest to shrink your supply chain thus reducing your overall supply chain spend and provide excellent customer service to you and your customers.

We thank you for your business and feel privileged to be your 3PL partner of choice.

To our employees, thank you for your incredible effort, flexibility and craftsmanship this year and I feel very confident with your continued support and professionalism we will exceed all of our goals and objectives in 2009. I feel very fortunate to have such a professional group of Craftsmen and women embracing the day to day challenges we face and for always remembering to take care of our customers first.

I wish our employees, customers and vendors/partners a very happy Holiday season along with a healthy and prosperous New Year.

Rob Doyle, President



Amware Logistics Services, Inc.
robd@amwarelogistics.com



Amware Pallet Services

Year 2008 is nearly in the books and how quickly it is flying by!!! This has been a very challenging year for many companies with the current economy but fortunately for APS, things are still going rather steadily.

At the time of this writing, there are some key indicators that are worth noting. Year to date, APS has handled Inbound volume of nearly 21.4MM pallets, 94% compared to the same time last year. Repair volume conversely has exceeded 7.6MM, which is nearly 136% of the repairs this time in 2007!

There have not been any new site openings YTD, however with the new sites that were started up in the 3rd & 4th quarters of last year, this year has been a focus on improved efficiencies and strengthening the stability of sites overall.

We hired on a few new Site Managers, all of whom have brought their experience to the Amware network, to continue driving efficiencies in their respective sites. Firstly, Darryl Evans was hired on at the end of December 2007 as the Site Manager of the Jackson, MS plant. Manuel Hijuelos was hired in February as operations supervisor but quickly was promoted to Site Manager after a few short months in Mauldin, SC. Lastly; Charles Stovall was hired in June of this year as Site Manager of the Petersburg, VA plant.

Safety performance is always Priority One; however, this year really needs to be recognized as a year of significant improvement. In July Irene Walsh was hired on as Safety & Risk Manager. She brings with her several years of extensive experience which is evident in reduced safety incidents, currently at 58% of last years' performance. Her personal involvement in every single incident has been instrumental in ensuring that the facilities are performing to the best standards while ensuring all employees receive the best care.

Hand-in-hand with safety is training. This year the training program for new management hires has been enhanced to include two weeks of off-site training, at designated training sites. It has been recognized that this investment in new personnel is needed to produce the quickest payback at facilities in terms of service and quality. Regional Manager Sherman Loney took on the responsibility of drafting and designing the training program for managers and supervisors.

The program is a work in progress still being in the first couple months of operation, but the initial feedback from the first round of trainees has been very favorable. Currently

Birmingham and Benson are designated as the training facilities. The expectation is that any and all sites will serve as training facilities for new hires as the program is fully finalized and established.

Additionally, training videos have begun production as new training tools that will serve to assist sites. A training video was recently produced for pallet repair builders which are also planned for reproduction in Spanish. Once completed, additional training videos will be produced for other job positions.

Fiscal year 2009 is promising to be a year of continued growth for Amware. We are currently bidding on new facility opportunities in the Northeast and Midwest which may expand on our current region in the Southeast.

We are also looking at new opportunities in other areas with our customer to provide service in lumber management and wash stations. The New Year holds much promise for APS, which in today's economy is something to appreciate and celebrate.

Robert Raines
Regional Manager



Mark Wilhelm
Chief Executive Officer



Jim Smith
Chief Operating Officer



**Any logistics
company can
meet your
expectations,
we won't quit
until we
EXCEED them**

Facility Focus

Fulton Industrial



Fulton Industrial

Physical Description:

- 264,000 square feet inside storage
- 10,000 square feet outside storage
- Concrete block construction
- 28 Foot clear ceiling height
- 40 dock doors
- ESFR sprinkler system

New Fulton Industrial Warehouse Location Open for Business!

Amware's newest and company owned warehouse in the "Fulton Industrial" area of Atlanta is strategically located only minutes from Atlanta's Hartsfield-Jackson International Airport. In addition we have direct access to the interstate highway and railway systems, with nearby facilities for transload services offered by two class -1 rail freight carriers: CSX and Norfolk Southern.

In addition to the dozens of passenger carriers coming in and out of airport each day, Hartsfield is also served by 12 all cargo airlines responsible for nearly 750,000 metric tons of cargo each year. The airport services 29 countries worldwide and can reach 80% of the US domestic market within a two hour flight window. On the road, Georgia businesses take advantage of the extensive highway and interstate system which can reach 82% of the US industrial market and 79% of the nation's primary consumer markets in less than two days delivery time.

Amware now has five (5) public warehouse facilities and one (1) contract warehouse operation with a combined square footage of almost 2,000,000 square feet of warehouse space in Atlanta. Nationwide, Amware occupies over 5 million square feet of warehouse real-estate in a total of twenty two (22) warehouses. The Fulton Industrial warehouse facility is AIB "Superior" rated and currently handles several food grade clients. In this operation, Amware manages the shared resources such as management, labor, equipment, and space to ensure that every customer benefits from the most productive and cost appropriate service solution possible.

Amware offers the following key services:

- Contract and Public warehousing
- Dedicated and For Hire Transportation
- Transload Operations
- JIT manufacturing supply
- Cross Dock & Break Bulk
- Contract Packaging and Manufacturing
- Freight Management & Finished Goods Distribution
- Pick & Pack and Kitting
- Food Grade Sanitation Environment

Physical Description: (New Fulton Industrial Location)

- 264,000 square feet inside storage
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While location and capabilities are very important, it is our CRAFTSMEN, the men and woman who make up our employee base that are the key ingredient to our success at Amware. Our Atlanta operations boast a very experienced, diverse, and motivated staff along with an extremely low turnover rate. On a daily basis, the leaders and staff emulate a very motivated “can do” spirit that permeates throughout the facility. One visit to our facility will provide a glimpse of true Craftsmen at work with outstanding work ethics and a high level of attention to detail. The ability to work, solve problems, face challenges and achieve true success as a TEAM is what helps define a great facility and a great company.

The team is led by Facility Manager, Eric Potts who oversees the operation from day to day.

I welcome all current and prospective customers to come visit us in Atlanta at any time and I look forward to seeing you.

Rob Doyle, President
Amware Logistics Services, Inc.
robd@amwarelogistics.com

*Crafting quality-driven,
cost-appropriate solutions
for your warehousing and distribution needs*





JAXPORT

Connection

Much of the business we enjoy is a result of product moving through the local port facilities. The local ports have a \$3.0 billion impact on Jacksonville's economy, and we at Amware Logistics Services enjoy much of our business because we are located so strategically to serve our customers through the port. So what could make it better? The Port authority has dedicated 585 acres of land at a point along the river to their new Dames Point Facility. In order to get that off and running, they have entered into agreement with Mitsui OSK Lines to develop a container port on 158 acres of the property which is only months away from being completed.

Mitsui OSK Lines isn't new to the business—they operate container facilities on the US West Coast. In recent years, with labor issues and congestion of the West Coast, Mitsui OSK has been looking for an East Coast port. They've chosen Jacksonville, and their new operation will be equipped to start up in 2008. Plans are to bring 400,000 ocean containers through the facility, annually.

With all this traffic, companies depending on Mitsui OSK Lines to deliver their goods are looking at relocating their operations. A large crafts store chain has already announced a 300,000 square foot facility coming to Jacksonville, and another big-box retailer is opening up a 4,000,000 square foot facility on Jacksonville's west-side. As the operation gets closer, more announcements will come. So, where does that leave Amware?

This new container port is opening up 8 miles from our front door. We reside in the closest industrial park to the new port facility. We currently operate 248,000 square feet of space on 23 paved acres, and have the trucks to be able to dray containers to and from the port. We're well-positioned, and we're ready!

Are you interested in positioning your company and products along this distribution channel? Contact us today and learn more about Amware Logistics and how we may help establish your presence along the supply-chain: eMail Sales @AmwareLogistics.com or call 678/377-8585

Customer Kudo's

Your Jacksonville, FL warehouse has EXCEEDED all my expectations!!!

Claudia Moreash is in charge of my account after arrival. Once my materials were delivered, she immediately contacted me about some damage that was done to my freight during the customs exams. She went above and beyond my expectations and sent me photos of the damage and was very helpful with that situation. I also had some of the materials sent to my office and she handled that transaction beautifully.

I must tell you that this is my first experience with a third party warehouse. I have complete and total confidence in your operation and I know my materials are in the best hands.

*Regards,
Amy, Southwest Progressive*

Thank You for your communication. You have contacted me with a couple of issues that would have come to us after the fact. Thank you for

calling about possible duplicate orders and the possible loss of shipping documents (from the driver.) Your efforts to communicate with us before something adverse happens is greatly appreciated.

Chris , Elanco Animal Health

Thank you for a great 100% performance with Family Dollar. Considering the challenging inventory "juggling", you all achieved a great result with a very important customer.

Thanks for all your hard work!

Lee, KAI/UNIVERSAL GROUP

Recently I needed a 45' High Cube Container moved off of Blount Island Ports in Jacksonville, Florida. I could not have asked for any better customer service. Honestly, this was the best service I have ever received from any Logistics Warehouse in the US.

Terri, LDH Corporation

Thanks to Amware Logistics Services sponsorship, Team Unlimited had over 50 motocross top 3 finishes since 2004. A number of Team Unlimited riders come from lower income families, and without Amware Logistics constant support, these riders would not have had the opportunity to achieve their motocross goals. Just another great example of Amware Logistics giving back to the community!



Distinguished Craftsmen

At Amware we pride ourselves on hiring employees who are craftsmen in their chosen profession; we continually train to that highest standard. Occasionally, our employees will raise the bar and distinguish themselves amongst their peers.

We believe that extra commitment is deserving of special recognition. So each month we honor employees who have demonstrated an extra level of craftsmanship on the job with the designation of Distinguished Craftsman.

Congratulations to the following 3rd Quarter, 2008 recipients

July 2008

Benson	Brandon Cintron
Birmingham	Kenneth Moultry
Charlotte	Roberto Orozco
Elloree	Victor Gonzalez
Indianola	James Brothers
Jackson	Mickel Fields
Jacksonville	Calvin Mitchell
Jacksonville (ALS)	Juan Melgar
Mauldin	Olivia Rada
McDonough	Sandra Sims
Petersburg	Victor Garcia
Pompano	Alberto Martinez
Salem	Bartolo Sanchez
Suffolk	Ivan Sims
Sylvan	None
Morrow	Maria Garcia
Lawrenceville	Reggie Wells
Duluth	Buster Langley

August 2008

Benson	Angel Cruz
Birmingham	Daphne Owens
Charlotte	Concilio Velasquez
Elloree	Harry Zeigler
Indianola	Robert Willson
Jackson	Farrest Dudley
Jacksonville	Martha Rendon
Jacksonville (ALS)	Maria Hernandez
Mauldin	Jose Martinez
McDonough	Bennie Madox
Petersburg	Edward Pettitway
Pompano	Doris Aguilar
Salem	Tony Coronado
Suffolk	William Bayer
Sylvan	None
Morrow	Alexander Katz
Lawrenceville	Milroy Small
Duluth	Laura Burgess

September 2008

Benson	Emilio Mojica
Birmingham	Hilario Espana
Charlotte	None
Elloree	None
Indianola	Donald Winder Jr.
Jackson	Marcus Keller
Jacksonville	Bernard Sneed
Jacksonville (ALS)	Maria Romero
Mauldin	Lori Lowe
McDonough	Joshua Silva
Petersburg	Wayne Byrd
Pompano	Fernando Malagon
Salem	Ricky Davis
Suffolk	Terri Bell
Sylvan	None
Morrow	Janice Lewallen
Lawrenceville	Darren Jordan
Duluth	Jarret Anderson

Amware now certified as RDP with NACD

Amware Logistics Services, Duluth Georgia facility, is proud to announce we have successfully passed the Responsible Distribution Process (RDP) verification. This verification process is required to be an affiliate member of the National Association of Chemical Distributors (NACD).

Our involvement with the NACD shows our customers, prospects and staff that we are committed to quality, safety and the environment. The Duluth Georgia staff takes pride in running a first rate chemical facility. The associates have a lot of pride and dedication in the day to day operations of the facility. Training and safety are key components to our continued success.

The National Association of Chemical Distributors are a group of chemical distributors, chemical handlers, and warehouses that service over 750,000 chemical companies world wide. Amware is excited about the partnership with the NACD. We are committed to the core values and principles of this fine organization.



amwarelogistics.com ■ 678/ 377-8585 ■ sales@amwarelogistics.com

AMWARE
LOGISTICS SERVICES

Rob Doyle
4505 Newpoint Place
Lawrenceville GA 30043
(678) 377-8585
www.amwarelogistics.com



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