



DLX
DYNAMIC LOGISTIX

EXTRA
RELIABLE
CARRIER
NETWORK

SUPER SMOOTH

SWEETS & SNACKS

SHIPPING EXPERTS

BURSTING
WITH GPS TRACKING

SWEET
DEDICATED
ACCOUNT TEAM

DYNAMIC
LOGISTIX

THE SWEETS & SNACKS SHIPPING EXPERTS

DYNAMIC
LOGISTIX

DLX
DYNAMIC LOGISTIX



Shipping & Logistics Facts
About 100K Shipments Per Day
FTL PTL LTL

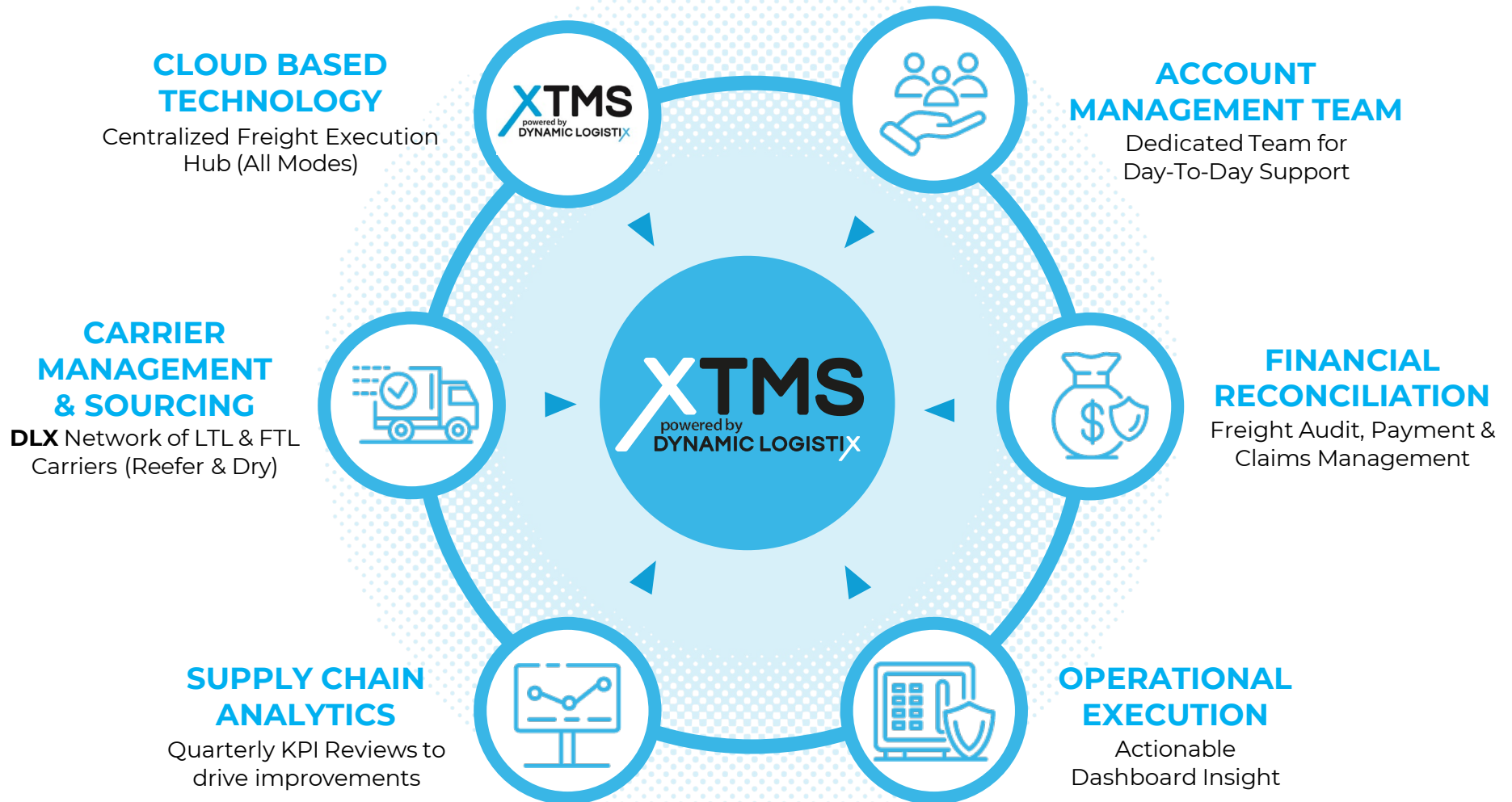
FRESH
CUSTOM
REPORTING

- GPS Tracking
- Dedicated Account Team
- Real-Time BI Dashboards
- Robust Carrier Network
- OTIF Compliance
- Freight Audit & Bill Pay Services
- Claims Management
- Speed Of Trust
- Fast, Reliable Data Integration
- Load Planning, Execution, Tendering
- Automated Document Upload
- Load Optimization & Lane Consolidation

DYNAMIC
LOGISTIX

THE XTMS SOLUTION

A HOLISTIC APPROACH DESIGNED FOR
SWEETS & SNACKS SHIPPERS

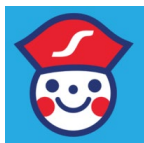


DLX FOOD EXPERIENCE



DLX HAS VAST EXPERIENCE WORKING WITH VARIOUS RECEIVERS IN THE FOOD INDUSTRY

- **DLX and its carrier network** have extensive knowledge delivering into retail receivers.
- Tracking proactively and with technology to make sure **OTIF is meeting customer's expectations.**
- Work to make sure all customer delivery points are in the TMS with hours, appt. procedures, contacts, etc.



DLX'S NOTABLE IMPACT



“The savings that we saw after the first quarter are equivalent to what is typically seen after a full year with a company this size.”

TAD MERANDA, DIRECTOR OF SHARED SERVICES

- Prior to partnering with DLX, **Creekstone** spent a lot of time managing their own carriers. DLX planned, executed a holistic strategy that enhanced their carrier relationship and onboarding experience.
- Utilizing data driven intelligence, DLX developed a strategy that used our refrigerated carriers to benchmark rates and add to **Creekstone's** network where it made sense, resulting in carrier rate reduction across the board.
- Eliminated Reefer FSC from Creekstone's Top 3 Incumbents after the first month of launch. These incumbents accounted for roughly 80% of Creekstone's total spend volume.
- Standardized and eliminated unnecessary accessorial charges—Increased visibility to accessorial charges through our customized BI reporting.
- Increased supply chain efficiencies, by reducing manual input and data entry

WHAT DO OUR PROTEIN SHIPPERS HAVE TO SAY?



“The communication from DLX has been outstanding!”

KIRK DORAN, REGIONAL SALES MANAGER

“I’ve been pleasantly surprised. I was skeptical initially, but all seems to be working positively!”

JOHN LELAND, REGIONAL SALES MANAGER

“Jake has been super communicative, as well as conner. Impressed so far.”

JIM MASON, DIRECTOR OF FOODSERVICE & RETAIL SALES

“Anything we asked, they said ‘Yes, we can do that.’ Everybody knew exactly, and in detail, every question that was asked. It was almost like they knew the question before you asked it.”

JIMMY HUFF, FREIGHT & LOGISTICS MANAGER

WHAT DO OUR CUSTOMER HAVE TO SAY ABOUT DLX?

BLOUNT FINE FOODS

“Their response time is key. The communication is key. They’re at the top. I’ve worked with many different 3PL’S and a lot of them fail on the communication side and response time. You’re sitting there sweating because your customer is waiting for a response. But with DLX, that’s [response time] one of their key factors.”

JARED MIRANDA, DIRECTOR OF LOGISTICS

POLYSOURCE

“Our favorite thing about DLX is our account manager [Dylan]. We call him multiple times a day. He catches things often that we don’t catch, and I’d absolutely say that our account manager at DLX is a part of our team. We couldn’t survive without him.”

OLIVIA MARGOLIS, DIRECTOR OF ORDER MANAGEMENT

AMARR

“I would recommend DLX because I feel like the involvement at the executive level, they understand what business is, so they can drive that down to their operational processes. To me that’s key.”

KEN SUTTON, LOGISTICS MANAGER

WHAT DO CUSTOMER'S INCUMBENT CARRIERS SAY?

HAPPY EGG INCUMBENT

“DLX, was brought on to manage our mutual customer’s transportation network. Their TMS offers the ease of communication along with a dedicated account representative that has been a pleasure to work with. We value the, in-depth, account reviews that allow us to discuss our service scorecards measured with the data provided by their TMS. We’re lucky that our customer chose such a great partner to help deploy their supply chain strategy. We look forward to growing with their team and are proud to be a service provider for DLX and their growing book of business.”

MICHAEL F., DIRECTOR OF SALES

MEYER NATURAL FOODS INCUMBENT

“We were part of Meyer’s incumbent carrier group when DLX became their TMS partner. Billie and the carrier team made the onboarding and transition process super welcoming—we knew it would be a great partnership from that point. Two years later we can confirm that DLX has been a great benefit for our trucking network, comparing the old process to the new, allows us to understand the value their platform brings!”

MICHAEL C., DIRECTOR OF SALES

CREEKSTONE FARMS INCUMBENT

“Dynamic Logistix has a great reputation in the industry, so when Creekstone advised us they had chosen them as their TMS provider we couldn’t have been more thrilled. DLX has fostered a great partnership, and we appreciate all their score carding efforts to ensure we are held accountable and continue to grow together! We are excited for future opportunities as we grow our fleet and appreciate everything the [DLX] carrier team does to hear us and collaborate with us.”

DENNIS F., CO-OWNER

DYNAMIC CARRIER SCORECARDS

CARRIER PROFILING

Finding the best carriers for each client results in predictable and proven cost reductions

- Carrier Mode
- Specialty
- Service Area/Lanes

CARRIER SCORECARD METRICS

- Safety Score
- FreightGuard Reports
- CSA Safety Ratings
- On Time Pick-Up
- On Time Delivery
- % of Accepted Loads
- Damage Free Shipments
- Carrier Accessorial Chargers



XTMS SOLUTIONS AT WORK— LOAD CONSOLIDATION

LESS MILES = SUSTAINABLE SAVINGS

CLIENT PROBLEM:

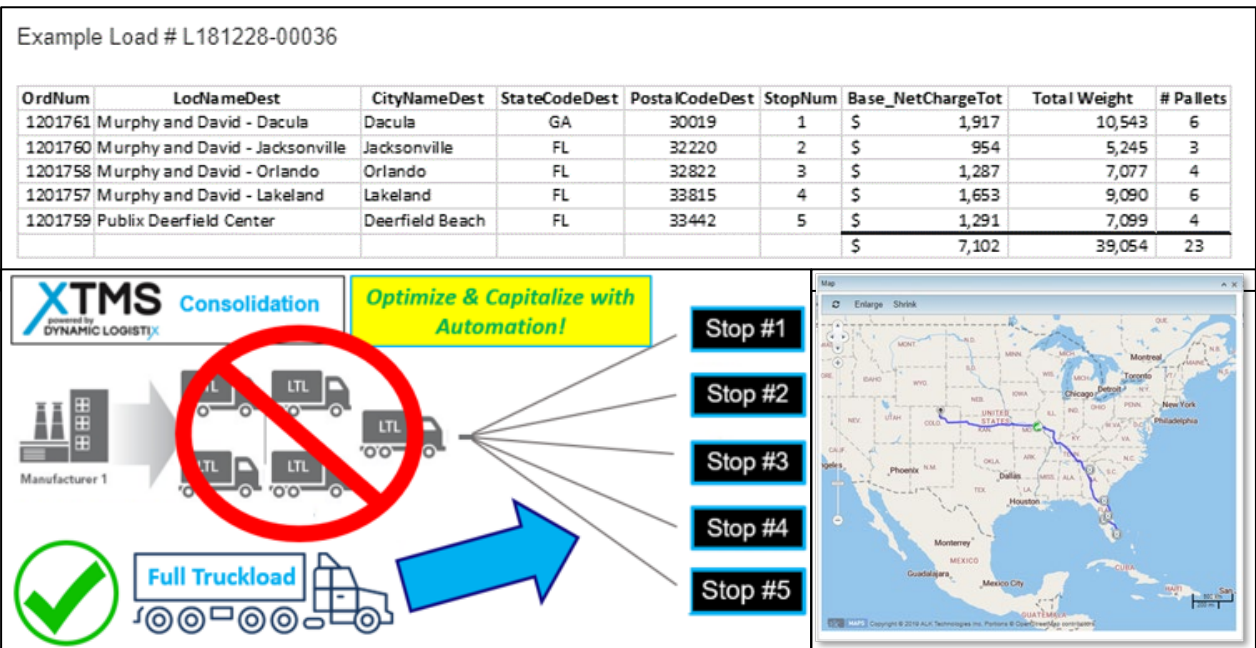
- 1-2 day lead time for orders and high volume
- Limited visibility to mode weight breaks
- Numerous client requirements & planning parameters

XTMS SOLUTION:

- Real-time intelligent planning and optimization reduced 5 historical LTL orders into 1 multi-stop full truck

XTMS RESULT:

- \$2,000 in savings on this load
- 5-digit savings when annualized



DLX CLIENT— TOTAL SPEND & LOAD COUNT BY MODE



36,756 # Loads	\$14,305,7... Total \$
\$0.134 \$/lb	\$0.45 \$/Mi

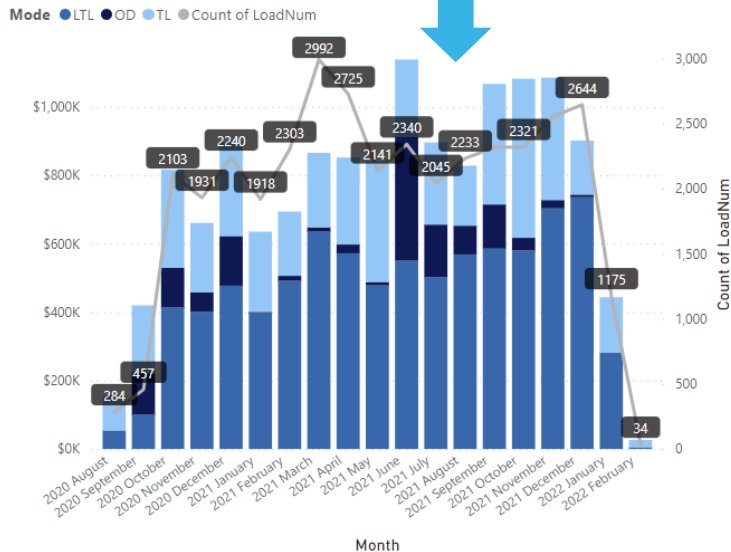
Y Q M W D
Month

LocNameOrig: All | Division: All | Mode: All

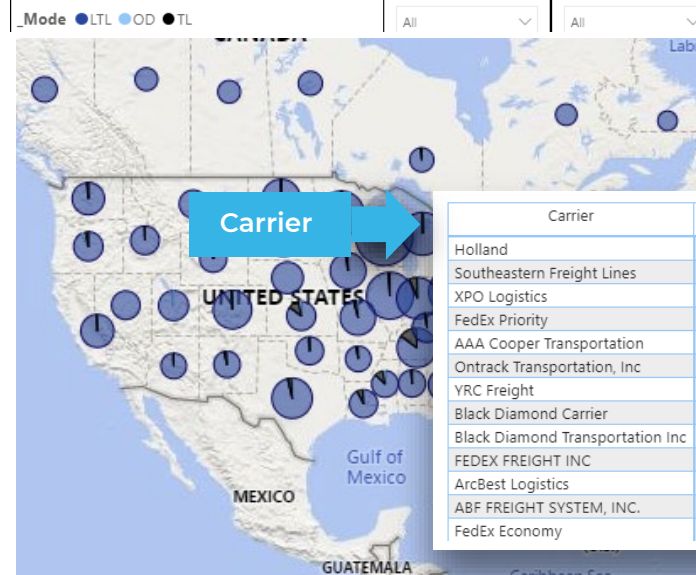
Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan



Total Spend & Load Count by Mode



Destination States by Volume and Mode



Destination States by Volume & Mode

Carrier	# Loads	Total \$	% of Total \$	OTP	OTD
Holland	923	\$350,105	31.68%	98%	71%
Southeastern Freight Lines	967	\$225,683	20.42%	94%	58%
XPO Logistics	537	\$196,450	17.77%	95%	73%
FedEx Priority	530	\$139,234	12.60%	99%	70%
AAA Cooper Transportation	171	\$80,644	7.30%	92%	86%
Ontrack Transportation, Inc	23	\$45,962	4.16%	82%	65%
YRC Freight	27	\$18,225	1.65%	100%	78%
Black Diamond Carrier	6	\$11,630	1.05%	83%	50%
Black Diamond Transportation Inc	6	\$11,030	1.00%	80%	50%
FEDEX FREIGHT INC	3	\$7,803	0.71%	67%	100%
ArcBest Logistics	15	\$7,123	0.64%	100%	93%
ABF FREIGHT SYSTEM, INC.	5	\$3,165	0.29%	100%	100%
FedEx Economy	15	\$1,741	0.16%	100%	80%

DLX CLIENT— ACCESSORIAL REPORTING

Date/Time Planned Start

Y Q M W D
Month Feb 2023 - Dec 2023

2023
Q1 Q2 Q3 Q4
Feb Mar Apr May Jun Jul Aug Sep Oct

Fiscal Yr, Period, W...

- 2023
- N/A
- P10
- P11
- P12
- P5
- P6
- P7
- P8
- P9
- 2024

Load Type

- Regular Load
- Transfer Load

Acc \$ by Year, Month and DLX Mode

DLX Mode ● TL

Orig City, St	Load Ct w/Acc	Total \$
Berryville, AR	790	\$315,648
Lititz, PA	7	\$1,767
Mannford, OK	11	\$5,383
Middlebury, IN	182	\$83,014
Total	1359	\$551,422

ShipStatus

- Closed
- Delivered
- InTransit
- Tendered

Acc Cost by Order Location

Dest Loc	Order Ct	Load Ct	Total \$
Publix Supermarkets, Inc. DEERFIELD	81	65	\$23,803
Kroger - Shelbyville	41	40	\$19,837
Publix Supermarkets, Inc. TAMPA	74	62	\$16,608
Publix Supermarkets, Inc. DACULA	70	64	\$12,255
QFC - Puyallup	47	45	\$12,215
Americold WHSE #93	45	42	\$12,178
KeHE Ellettsville	42	42	\$12,144
Kroger - Oconomowoc WI	43	43	\$11,360

Carrier Name

- Armstrong Transport
- DLX
- FREIGHT TEC MANAGEMENT GRO...
- H & M Hauling LLC
- J.R.'S Transportation Inc.
- Rocky Mountain Express Corp

Order Allocated Acc \$ by Dest State and DLX Mode

DLX Mode ● TL

ChargeDetail	Total \$
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 300.000000 USD	\$102,600
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 450.000000 USD	\$72,900
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 150.000000 USD	\$57,750
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 600.000000 USD	\$13,200
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 50.000000 USD	\$13,199
3x	\$1,050
DLX - TL Stop off 2022 Cost tiers. Flat charge Of 750.000000 USD	\$750
73392 11879 1783 7483	\$423
Total	\$551,422

AccCodeDesc	Load Ct w/Acc	Total \$
Stop Off	1181	\$262,374
Lumper	1068	\$237,991
Spot wash	162	\$21,300
Layover	42	\$16,600
Detention	28	\$6,450
REDELIVERY	3	\$3,270
Out of Route Miles	8	\$1,860
Unknown	2	\$1,200
Total	1359	\$551,422

DYNAMIC CARRIER SCORECARDS

DateTime_PlannedStart

Month: May 2023 - Nov 2023

2023 Q2 Q3 Aug

Status	YYYY, Month, WeekNum	EquipmentName	Carrier	LocNameOrig2	LocNameDest
All	All	All	All	All	All

Carrier

- 9 Man Trucking, LLC
- Ace Transportation Inc
- Ack Trans Incorporation
- ALL FREIGHT TRANS,INC
- ALPHA TRANSPORT INC
- ALTEX TRANSPORTATION, INC
- ALVIL TRUCKING INC
- AMISTAD FREIGHT, INC.
- B H 92 TRUCKING INC.

LocName	Count	City, St	OTD%-A	LateLoads
SPF Logistics	183	Long Beach, CA	86.89%	24
EIMSKIP CFS	160	Portland, ME	96.25%	6
Three Countries Logistics	95	Long Beach, CA	89.47%	10
Preferred - Wilmington	84	Wilmington, CA	89.29%	9
Creekstone Farms	80	Arkansas City, KS	90.00%	8
MSC %Preferred Freezer	78	La Porte, TX	82.05%	14
PCC Logistics	67	Oakland, CA	83.58%	11
Kayem Foods, Inc.	62	Chelsea, MA	85.48%	9
LaFrieda Meats, Inc.	61	North Be		
Boar's Head Provisions Co., Inc.	58	Holland,		
FPL	58	Thomasv		
Ranchers US OP LLC	45	Vadnais		
Wolverine Packing Company, Inc.	42	Detroit, M		
Burger Maker Atlanta	41	Atlanta, G		
Associated Wholesale Grocers, Inc.	40	Kansas C		
Ed Miniat, Inc.	37	Carrollto		
Merchants Distributors, LLC	33	Hickory, I		
J & B Wholesale Distributing, Inc.	32	St. Micha		
Plymouth Beef Co., Inc.	32	Bronx, N		
Creation Gardens, Inc.	31	Louisville		
Ben E Keith Company	30	Edmond,		
Denver Transfers	30	Commer		
Buckhead Meat of Dallas, Inc.	29	Dallas, T		
Fells Point LLC	29	Baltimore		
Imlers Poultry LP	29	Duncans		
KROGER (KRG LLC)	29	OCONOM		
Total	3571	Akron, O		

Total \$ by Dest

OrigState, City: All

Carrier	Total	Total Shipments	Claims Ratio
AAA Cooper Transportation	4	295	1.4%
ABF	7	1,176	0.6%
Dayton Freight Lines, Inc.	2	818	0.2%
FedEx Priority	26	6,029	0.4%
Holland	13	2,314	0.6%
Southeastern Freight Lines	4	2,614	0.2%
XPO Logistics	48	6,410	0.7%
YRC Freight	14	1,378	1.0%
Grand Total	118	21,034	0.6%