

## State of the Shipping Industry

### Slow growth expected in 2010

According to industry reports, the shipping industry is poised to begin recovering from the economic slump. Though it is proposed to be a slow recovery, several areas are expected to improve at a faster rate than others.

Domestic ground freight is expected to grow, especially due to the cost conscious air-to-ground shift within the U.S. shipping industry. Experts predict that the air-freight industry will never return to its previous volumes, but ground will greatly exceed them once the economy recovers.

B2C growth is expected to outpace B2B growth.

Sustainability is still a key focus, despite the costs of implementing green measures. Newer cargo ships and trucking fleets have been designed with cleaner emissions in mind in order to reduce their negative environmental impact.



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### Recent Industry Happenings

UPS launched a global initiative to improve global disaster recovery response. Over the next two years, UPS & the UPS Foundation have committed to provide up to \$9 million worth of grants, in-kind services & the deployment of logistics expertise to support some of the world's most respected relief organizations.

Velocity Express recently announced their entrance into a pre-packaged bankruptcy. Velocity officials said the company's restructuring will be accomplished through a pre-packaged Section 363 sale pursuant to Chapter 11 of the United States Bankruptcy Code. ComVest Investment Partners III LP will now own a substantial majority of Velocity's equity, but will retain the existing Velocity management team.

FedEx has developed and funded the FedExFamilyHouse, part of the Bonheur Children's Medical Center in Memphis, TN. This facility will serve as a pediatric residence for children and families currently undergoing treatment at the Center. The FedExFamilyHouse is scheduled to open in 2010, and will be one of the first LEED certified buildings of its type.

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### Eastern Connection Staff Expands

Eastern Connection has continued to expand by recently adding two new staff members to the team. David Ouellette has been hired as the newest Inside Sales Representative at our Woburn office. Adrienne Latorre has been brought on as Eastern Connection's new Operations Manager for the Providence & Worcester stations. Adrienne comes to us from UPS where she has over 10 years of experience in operations. Welcome David & Adrienne!

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### Recent Trade Shows a Success

Eastern Connection attended two trade shows during the first week of October. EC exhibited at and had several Outside Sales Representatives attend the widely acclaimed Parcel Forum in Chicago, IL. The show provided great visibility for Regional Carriers, thanks to the show organizers, by highlighting a Regional Carriers Block. The grouping of all regional carriers in one area allowed show attendees to be aware of a third national shipping option through utilization of several regional carriers.

The second show, attended by both Inside Sales and Same Day Sales, was a large medical show (the 2009 ISPE Boston Product Show) in Foxborough, MA. The show provided great exposure for the EC brand, and had hundreds of the state's most prominent biotechnology and pharmaceutical professionals in attendance.