

RUAN

Operating Entity Name & Address	Federal ID No.	D&B No.
Ruan Logistics Corporation 3200 Ruan Center 666 Grand Ave Des Moines, IA 50309 515-245-2500	42-1244104	00-694-1371
Ruan Transport Corporation 3200 Ruan Center 666 Grand Ave Des Moines, IA 50309 515-245-2500	42-0619339	00-694-1371

A STORY OF AMERICA. A STORY OF ACHIEVEMENT.

John Ruan began his trucking company with one truck and one load during the depths of the Great Depression. Fueled by a desire to succeed, he soon turned that one truck into a fleet operating throughout the U.S.

Today, his son, John Ruan III, leads the company he started as chairman. And Ben McLean, part of the third generation of the Ruan family, serves as CEO. We have grown to more than 270 nationwide operations; we operate 3,951 power units and 7,500 trailers; and we employ 5,200 team members.

<https://www.ruan.com/filesimages/New%20PDFs/Fact%20Sheet%202015.pdf>

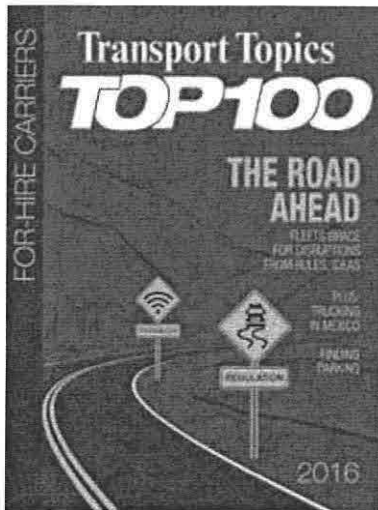
Bank Reference:

Bankers Trust Company
P.O. Box 977
Des Moines, IA 50304-0977
Account # 33227
Phone: (515) 245-5284
Fax: (515) 247-2140

Trade References:

Comdata Corporation
5301 Maryland Way
Brentwood, TN 37027
Attn: Credit Desk
Fax: (615) 370-7851

Pilot Flying J
555 Lonas Road
Knoxville, TN 37909
Attn: Vickie Rutherford
Direct Bill Account Representative
Phone: (800) 562-6210 x2908
Fax: (865) 297-1747
vickie.rutherford@pilottravelcenters.com



RANKINGS

Rank 2016	Rank 2015	Company	Revenue (000)	Net Income (000)	Employees	Tractors	Trailers
38	41	Ruan	869,214		5,558	3,501	7,691

38. Ruan

Data thru December 31, 2015

Location: Des Moines, Iowa

Revenue (000): \$869,214

Ruan Dedicated Contract Transportation (dedicated contract carriage, dry van TL, liquid and dry bulk, commercial delivery)

Ruan Supply Chain Solutions (transportation management, freight brokerage, warehousing and distribution, product assembly and packaging, freight payment and audit, yard management, order fulfillment, returned goods management, commercial and residential delivery)

Ruan Transport Corp. (liquid and dry bulk, chemical tank)

Ruan Truck and Trailer Sales (equipment sales)

<http://www.ttnews.com/tt100/>

FACT SHEET

WWW.RUAN.COM |   


RUAN

Ruan Company Profile

Ruan's mission is to employ the best team in the industry to move our customers' business safely, efficiently and on time, every time.


Company Facts

- + Founded in 1932
- + Privately held, family-owned corporation
- + Headquartered in Des Moines, IA
- + Asset-based 3PL
- + Annual revenue \$807 million
- + Freight under management \$250 million
- + Own or operate 3,951 power units and 7,500 trailers
- + Relationships with thousands of shippers and pre-screened partner carriers
- + On-site managers to direct fleets and drivers
- + 99.8 percent on-time delivery
- + 99.7 percent customer retention
- + Ongoing commitment to quality and process improvement
- + 24/7 customer care from one full-service transportation company
- + Proprietary Megasafe Safety Program



83 FOUNDED IN 1932
YEARS

Megasafe
Ruan Safety Program

 **5,200** team members

 more than **260** locations nationwide

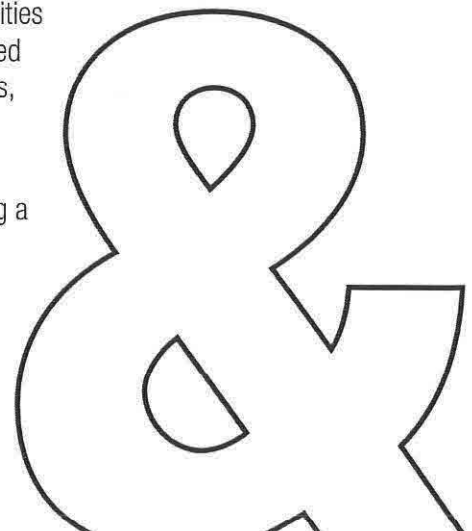
 **24/7** customer care

Ruan's Flexible Integrated Solutions Service

At Ruan, we design transportation around our clients. As an asset-based 3PL, we are uniquely positioned to create custom solutions that guarantee capacity and give our clients exactly what they need.

Our Integrated Solutions service combines our non-asset and asset-based capabilities with optimal technology and encompasses every part of the supply chain: Dedicated Contract Carriage (DCC) and Supply Chain Solutions, including contractual logistics, certified brokerage, optimization, mode selection, freight pay/audit, warehousing, cross docking, postponement & more.

We use a process-oriented approach, assessing our clients' goals and customizing a system that makes the most sense for their businesses. We offer industry-leading supply chain event management and workflow, rich analytics, quarterly KPI reporting and a sophisticated transportation planning engine to optimize shipments while reducing costs.



FACT SHEET

WWW.RUAN.COM |   

RUAN

Innovation Driven by Values

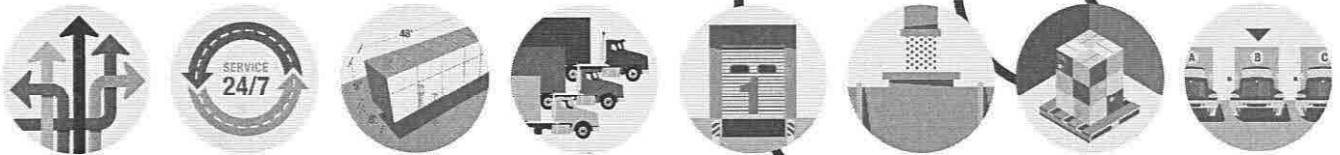
Our supply chain solutions are successful because we constantly strive to improve. We take our cues from our company values and integrity.

Ruan's proprietary Megasafe Safety Program drives safety innovations, prevents injuries and reduces material damages. RTMS2.0—our transportation management system—aggregates data across a wide variety of tools and provides metrics that help refine our partners' supply chains.

The Power of And

The result is an unparalleled commitment to our customers. We provide 24/7 care so that when our clients need us—whenever they need us—we're there. By providing the most flexible fleet and non-asset supply chain options, our client retention rate is 99.7 percent.

Whether our customer is large or small, whether they use one of our services or many, our promise is simple: Our customer will always get what they need. And they will always get our best.



RTMS2.0

RTMS2.0 is Ruan's customized transportation management technology solution

- + Ruan is an official SmartWay Partner
- + Ruan was included on the G75 Green Supply Chain Partners List by *Inbound Logistics* magazine as a leader in sustainability
- + Ruan strives to minimize our impact on the environment while achieving efficiency, responsiveness and cost savings for our customers



Sample of Industries We Serve

- + Grocery
- + Food Processing
- + Manufacturing
- + Chemicals
- + Retail
- + Beverage
- + Metals
- + Agricultural
- + Industrial Gases
- + Food Grade
- + Building Materials
- + Bulk Earth Products
- + Hazmat
- + Solid Waste
- + Mining
- + Medical Supplies