The Ryder Advantage

When Jim Ryder started the company back in 1933, he wore two watches – his way of telling customers he understood the importance of on-time delivery, every time.

The approach worked. Ryder, a Fortune® 500 company, now provides commercial fleet leasing and maintenance, dedicated transportation, and supply chain solutions to leading companies around the world. Isn’t it time you found out why?

As a fully diversified transportation and supply chain solutions company, Ryder offers customers the ability to fully integrate their operations to allow for end-to-end visibility, increased efficiency, and a lower cost to operate.

Ryder is a commercial transportation, logistics, and supply chain management solutions company. Ryder Fleet Leasing & Maintenance Solutions provides leasing, rentals, used vehicle sales, maintenance, fuel, and safety services to help customers deliver top-line service with bottom-line savings. Ryder Supply Chain Solutions gives you end-to-end visibility that drives growth and speeds products to market, through our more than 250 supply chain engineers and 40 million square feet of managed warehouses. Ryder Dedicated Transportation Solutions provides solutions that combine IT engineering with vehicles, drivers, routing, and scheduling to keep businesses moving.
Fleet Leasing & Maintenance

Building and maintaining a fleet takes time, resources, and expertise. Ryder offers the most flexible leasing and maintenance options in the market, helping you deliver top-line service to customers with bottom-line savings. We offer everything from commercial rental and fleet leasing to the industry’s leading maintenance solutions. And we customize it all to meet your needs.

FLEET MANAGEMENT: RYDER CHOICELEASE

This is a first in the transportation industry. You choose the lease with the maintenance level and delivery method you prefer. You choose the type of truck you want. You decide the terms. And you choose from many financing options. The only commitments you make in this lease are the ones you want – the ones you choose - because they are right for your business.

With Ryder as your transportation partner, you get choice and flexibility.

You can customize your Ryder ChoiceLease:

Ryder ChoiceLease Full Service offers both new and pre-owned trucks, tractors, and trailers bumper-to-bumper maintenance coverage. All maintenance is always covered — even tires and brakes, which often are considered wear and tear equipment.

Ryder ChoiceLease Preventive is for both new and pre-owned trucks, tractors, and trailers. Ryder provides your preventive maintenance. You choose where and when you go for any other repair work.

Ryder ChoiceLease On-Demand is for new trailers and pre-owned trucks, tractors, and trailers. It offers the ultimate flexibility with pay-as-you-go maintenance accessed when and where you need it. You benefit from pre-negotiated rates.
FLEET MANAGEMENT: RYDER SELECTCARE MAINTENANCE

Whether you own or lease your trucks, maintenance can be the most critical aspect of managing your fleet. We know that fleet operators are finding it difficult to keep up with maintenance demands. Breakdowns happen, vehicle technology is more complex, maintenance costs are rising, and downtime can halt your business.

Ryder offers a wide range of maintenance products for all vehicle types, giving you the flexibility to select the level of maintenance you need to keep your fleet running properly throughout its life span. Ryder SelectCare Maintenance gives you three choices and a lot of flexibility:

- **Ryder SelectCare Full Service Maintenance**
  A total maintenance package that covers all your service and repair needs 100 percent of the time.

- **Ryder SelectCare Preventive Maintenance**
  Provides standard, preventive maintenance to keep your fleet running efficiently, ensure DOT compliance, and identify and troubleshoot issues to prevent breakdowns.

- **Ryder SelectCare On-Demand Maintenance**
  The ultimate in Ryder maintenance flexibility for large fleets. Contract and pay for a nationwide maintenance network for what you need, when you need it.

You can also choose whether you want maintenance done at a Ryder shop, on-site, or at a mobile location. Whatever choice you make, you’ll benefit from faster repair times, improved communication, and clear invoicing. SelectCare Maintenance customers also enjoy priority service, provided by knowledgeable Ryder maintenance professionals, who are fully trained on the latest technology. Partners also benefit from an industry leading 95% uptime.
The road to understanding your Total Cost of Ownership (TCO) begins with a thorough analysis of all the costs and benefits associated with fleet ownership. Knowing the purchase price of a tractor or trailer is a great start, but the true cost of acquiring an asset goes far beyond the sticker price: you need to assess the investment, the cost of capital, and depreciation.

Through a partnership with KPMG, we found that many fleet owners were surprised at the amount of related salary and labor expenses that go to employees who indirectly support the fleet, such as accountants handling finance, tax, and regulatory reporting.

With a TCO analysis, depending on the size of your fleet, you can save 10-30% on your costs. Our TCO tool allows you to account for hidden costs such as:

- Disposal and salvage fees
- Roadside assistance
- Administrative costs
- Cost of breakdowns
- Increasing costs as your fleet ages
- Training

Uncovering all direct and indirect costs is critical to accurately determine the true costs of fleet ownership.
FLEET MANAGEMENT: ADDITIONAL SERVICES

Ryder keeps your fleet safe, connected, and protected with value added services, including:

**Fleet Products:** With an inventory of more than 50,000 products, Ryder has the parts, supplies, and tools you need. We buy in bulk, and pass the savings on.

**Fuel Services:** Fill up with advantages. Boost fleet performance with Ryder’s high-quality fuel, available at more than 450 full-service North American facilities.

**Protection Services:** Minimize risks. Control costs. Ryder offers liability, physical damage, and gap coverage to protect your leased vehicles, cargo and insurance.

**Safety Services:** Ryder is the industry leader in safety consulting, training, services, and products. Safety is always the top priority for customers, our team, and the traveling public.

**Administrative Services:** Paperwork isn’t busy work. It’s essential. Ryder helps with everything from IFTA reporting to licensing and permitting.
Dedicated Transportation Solutions

Investing in your own fleet is more expensive— and time consuming— than ever. Ryder customizes a strategic solution for you, with just the right mix of trucks, drivers, fleet maintenance, routing, scheduling, management, and administrative support. This gives you the benefits of a private fleet without having to manage one.

DEDICATED TRANSPORTATION SOLUTIONS

Want the benefits of owning a fleet without having to manage one? Ryder Dedicated Transportation offers best-in-class engineering, driver excellence, operational expertise, and fleet management. In turn, you get:

- **Drivers**
- **Vehicles**
- **Scheduling**
- **Maintenance**
- **Routing**
- **Administrative support**
- **Management**
- **Driver recruitment and training**
- **IT Engineering**

The Outsourcing Difference:
- 7,400+ Drivers
- 7,000+ Vehicles
- 0.27 accidents per million miles traveled
- 99% on-time delivery
- Flexibility to ramp up fleet to 400% during peak season
- Cost savings through right-sizing fleet
- Savings of up to $500,000 annually from backhauls

Ryder Dedicated Transportation Solutions
DEDICATED TRANSPORTATION SOLUTIONS: RYDER TRANSYNC™

There’s a new way to gain full visibility into your complex transportation network and only one company offers it. Ryder TranSync™, our patent-pending, automated technology tool, gives you the visibility you want, along with enhanced business intelligence, and the network analytics needed to drive out inefficiencies.

- **Business intelligence and analytics across all providers and modes**
- **Lane-by-lane information for cost-effective planning**
- **Eye-opening comparisons of your for-hire carrier costs vs. fleet costs**

The industry’s only dynamic optimization of fleet and common carriers solution, TranSync compares common carrier and fleet costs taking into consideration fixed costs, fleet availability, and backhaul opportunities to optimize transportation networks to the lowest effective operational cost.

TranSync supplements traditional TMS solutions by providing business intelligence and analytics that enable seamless planning across all providers and modes, and maximize asset utilization.

Ryder TranSync™
DEDICATED TRANSPORTATION SOLUTIONS: INTEGRATED TRANSPORTATION

Whether you have a fleet, use for-hire carriers, or both, finding the best combination of use at the lowest cost to operate gives you an optimized network. This will allow you to have flexibility to adapt to your company’s strategy, changing needs, and a variety of constraints and variables.

At Ryder, we achieve optimization by integrating a best-in-class dedicated transportation solution with transportation management. By doing this, you get the best of both worlds – guaranteed drivers, flexibility, high service levels, a reliable fleet, and predictable costs.

Taking all variables into account, Integrated Solutions create:

- Flexibility to manage fluctuations
- Cost savings with strategic network adjustments
- Transparency through innovative technology
- Waste reduction thanks to route optimization
- Collaboration from purchasing to the shipping dock

Integrated Transportation
SAFETY AND COMPLIANCE

Safety comes first. As the industry leader in safety and compliance, Ryder is well-known for our exemplary driver training, safety webinars, compliance services, and safety products. That’s why we were the first logistics company to be awarded the National Safety Council’s Green Cross for Safety medal.

How many accidents have we prevented? That’s a number we’ll never know. We can tell you that Ryder’s team of safety professionals helps customers – and their drivers – improve virtually every aspect of driving and running a fleet.

Ryder’s Safety and Compliance Services:

- Help drivers navigate daily challenges safely
- Provide affordable, accessible safety management training online
- Improve compliance with safety programs, mock audits, and electronic logs
- Offer convenient access to all the safety gear you need

Crashes can be disastrous in so many ways. Regulatory violations can cost thousands of dollars. So do what you can: Reduce your risk with Ryder.
Supply Chain Solutions

Integrated logistics. Warehousing and distribution. Transportation. If it helps your supply chain run faster, smoother, and leaner, Ryder does it – everything from pick-up and packaging to delivery. As your strategic supply chain partner, Ryder brings you best-in-class operations and proactive solutions. Execution is critical. We’ll show you the outsourcing difference.

RYDER SUPPLY CHAIN SOLUTIONS

As a leading provider of integrated logistics, our supply chain solutions take a differentiated approach based on deep industry knowledge to give your business a competitive edge. By combining our warehouse, distribution, and transportation capabilities, you will have end-to-end visibility into your operation while reducing the cost to operate. That’s the Ryder supply chain advantage.

With more than 250 supply chain engineers, 40 million square feet of warehouses managed, 120 cross-docks, and one million linear feet of packing lines, we have the expertise to manage simple and complex supply chains. With end-to-end visibility and an optimized supply chain, you can speed products to market, drive growth, and focus on what matters most: your customers.

The Outsourcing Difference:

Through our supply chain solutions, our customers have:
- Optimized shipments and transit times
- Expedited order fulfillment
- Improved dock scheduling
- Gained full visibility
- Reduced costs
- Eliminated waste through process improvement

Ryder Supply Chain Solutions
SUPPLY CHAIN: VALUE ADDED SERVICES

When you walk through a warehouse or distribution center, you see people and products in motion – a supply chain in action. What you can’t see is just as important: inventory accuracy and cost controls.

Ryder offers comprehensive warehouse services, including cross-docking, distribution management, packaging, and reverse logistics. Want more? We’ve got it. Our value added warehouse services include:

- Product customization and testing
- Retailer and vendor compliance
- Kitting, sequencing, and line-side delivery
- Bundling/unbundling
- Light assembly, packing, repackaging, and labeling

And that’s just the start. Our comprehensive line-up empowers you to customize solutions, respond to special orders, add flexibility, and cut costs.
SUPPLY CHAIN: LEAN

What adds value to your supply chain? What doesn’t? Where should you focus your efforts? Using innovative LEAN solutions, Ryder helps you keep products moving – safely and reliably – while improving inventory accuracy and efficiency.

Our LEAN approach helps you engage employees – a critical aspect of success. Involved, dedicated employees are essential to eliminating waste, shortening lead times, and building in quality.

Ryder’s LEAN solution addresses processes and people.

The Outsourcing Difference:

Top oil filter brand FRAM partnered with Ryder to implement LEAN and now has:

- Reduced distribution cost by seven figures annually
- 0.3% inventory shrinkage, exceeding company goals
- 99.8% pick accuracy
- 100% productivity increase

- Increased average units per man hour from 33 to 68
- Decreased staffing from 320 employees to 205
- Achieved increased fill rates and customer satisfaction
SUPPLY CHAIN: TRANSPORTATION MANAGEMENT

Your transportation network should be flexible, efficient, and perfectly in tune with the dynamic nature of your business. But, managing a transportation network can be time-consuming and costly. Like many shippers, you may be looking for ways to reduce freight costs, improve service levels, and drive efficiencies. That’s where we can help.

From network design and optimization to planning, procurement, and tracking shipments, Ryder offers the insight, management expertise, purchasing power, and standard operating practices it takes to improve visibility, make better use of assets, reduce costs, and improve customer service. Ryder’s Transportation Management services include:

- Procurement and carrier management
- Shipment optimization and load planning
- Routing
- Financial settlement and administration
- Operational execution
- Cross border
- Freight brokerage

Ryder’s Transportation Management solution helps you boost efficiency across every mode of transportation and drive more value from transportation partners.

Ryder Transportation Management
SUPPLY CHAIN: INDUSTRIES SERVED

At Ryder, our vision is to bring compelling value through outsourcing. We do this by providing innovative supply chain solutions that are safe, reliable, and efficient. That is why more than half of the Fortune 500 companies partner with us.

Since 1933, we’ve grown businesses of all types, across some of the world’s most complex industries, including:

- Consumer Packaged Goods
- Healthcare
- Retail
- Transportation & Logistics
- Energy
- Industrial Manufacturing
- Technology & Electronics
- Metals
- Food & Beverage
- Auto

For more information, visit ryder.com
RYDER SYSTEM, INC.

Businesses trust Ryder because we have the experience, expertise, and resources to manage their most critical fleet, transportation, and supply chain functions better than they can on their own. Regardless of the size of your company or what industry you serve, Ryder has a solution to help you with your most complex transportation or logistics challenges.

We are the only provider that offers a unique portfolio of solutions in fleet management, dedicated transportation, and supply chain management. Through these solutions, we touch peoples’ lives in ways they probably don’t realize – the coffee they drank this morning, the cereal they ate for breakfast, the car they drove, the computer they use at home or in the office, and the products they picked up at the drug store on the way home.

With our combination of know-how, processes, engineering, and infrastructure, we help customers mitigate supply chain disruptions related to everything from natural disasters, to roadway and port congestion, to parts availability and vendor production issues. Ryder enables companies to outsource many of these challenges to a partner with the experience, resources, and expertise to drive effective solutions while increasing business speed, reliability, and efficiency.