

Market Opportunities in Space: The Near-Term Roadmap

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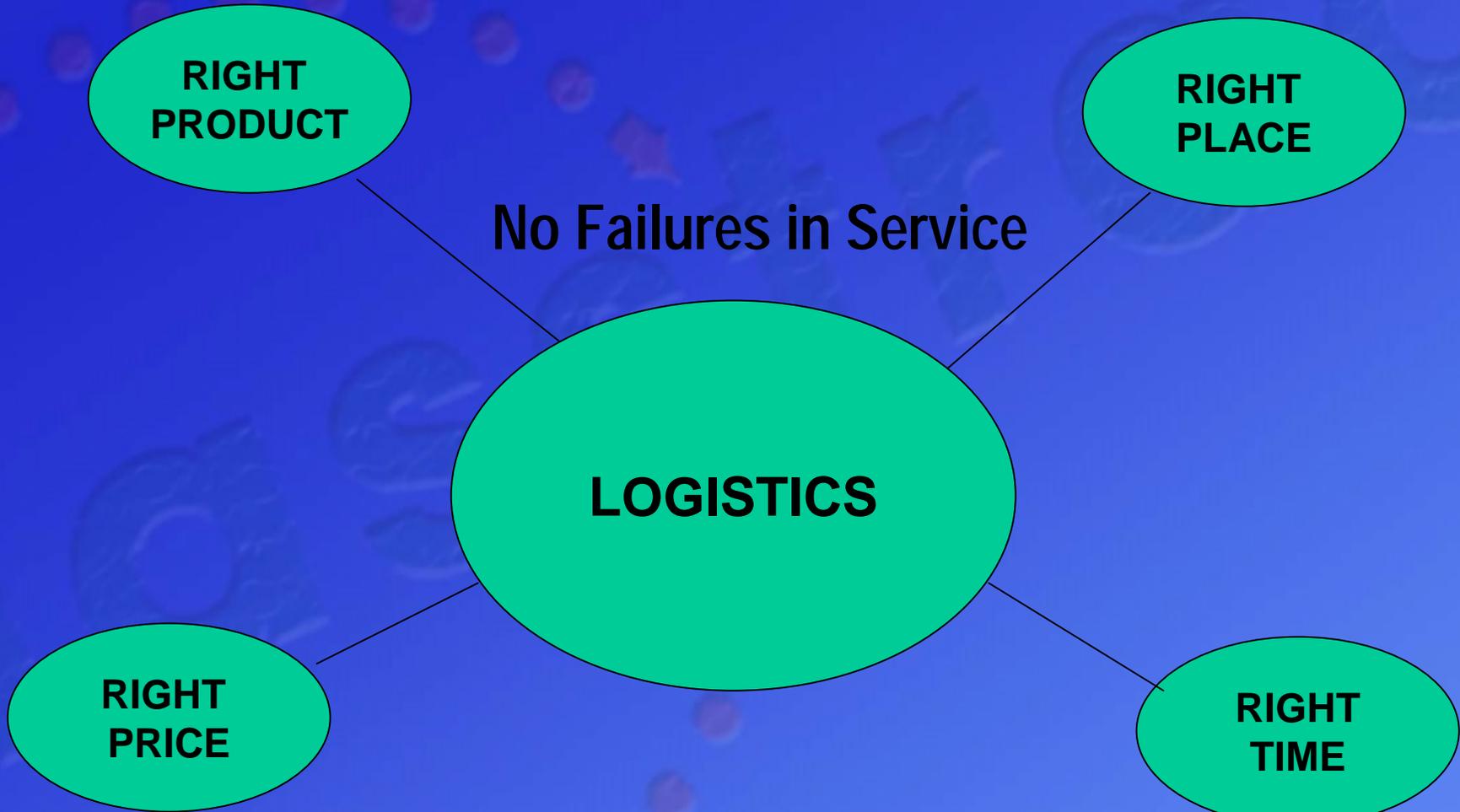
- Current transportation landscape
- What shippers want
- Challenges in the industry today
- Opportunities for freight in the “final frontier”

NASSTRAC's Mission

To promote the goals of members in support of their supply chain responsibilities through Advocacy, Education, Provider Relations and Professional Networking Opportunities

Profile of a NASSTRAC Shipper member

- 82% have worked in industry more than 10 years
- 34% have corporate transportation/distribution departments of 5 to 10 employees
- 78% are responsible for the following:
 - LTL carrier selection and management
 - Parcel carrier selection and management
 - Air Cargo carrier selection and management
- 56% are responsible for global distribution
- 26% have company transportation expenditures of \$50,000,000 or more
- 21% have company transportation expenditures of \$1,000,000 to \$5,999,999



**RIGHT
PRODUCT**

**RIGHT
PLACE**

No Failures in Service

LOGISTICS

**RIGHT
PRICE**

**RIGHT
TIME**

Shipper Requirements

- On-time delivery
- Undamaged freight
- Accurate billing
- Easy access to product & information
- Speed
- Economic operations

Opportunities

- Satellite technology enabled visibility
- Inventory storage
- Hazardous materials storage and disposal

"We can learn to soar only in direct proportion to our determination to rise above the doubt and transcend the limitations"

David McNally,
Even Eagles Need A Push