

The Metro Express

First Q Under Our Belt!

We are 6 months into the launch of MetroGistics and things are moving along quite well. We are hitting our revenue projections, customers are happy and new technology is rolling off the line everyday. Processes are becoming more engrained on the operations side and new accounts are coming our way daily. We are making strides on the marketing side, attended our first conference and feel we are going to be ready to operate full steam ahead come the beginning of the year.

I have to say that the operations side has really stepped up to the plate. Bill and I were nervous about our scalability, but it's the operations side that is coming to the sales side saying "Get us more freight" This is putting us

in growth mode faster than we first anticipated. We are actively hitting the conference circuit, attending auctions, and making dealer and customer visits each week. Indy, Kansas City, Chicago, Detroit, Indy, Omaha have all been on our hit list to grow. With our new iPhone app and some slick status reports hitting desktops each night customers will continue to come our way. I can say that in 6 months I have had very few issues to speak of.

A milestone reached is always exciting! The week of 11/15 had us fill out our 10,000 order. We are averaging 2000 order a month as of late and hope to be upward of 3000 a month come the beginning of the year!

Technology has been key. We released the industry's first iPhone app that customers can use to view both statuses and ETA's by downloading from the iTunes app store. All you have to do is search "car shipping" and the app will come up. Nightly status reports delivered to customers' emails are another key item to keeping customers in the loop on shipment statuses.

All and all things are moving along well and were looking forward to the holiday season and beyond in 2011!



National Remarketing Conference

The National Remarketing Conference and Certified Pre-owned conference were the first conferences MetroGistics attended! What a success!!!

We really did a great job with the booth display and the conference was jam packed with customer executives! Bill, Greg and I really had a great opportunity to strike up relationships with both old contacts and new ones! We had some very strategic meetings with

top end clients and all and all really got our name out there to our customers!



Employee Spot Light

In our first issue we wanted to spotlight **Kathryn Stroupe** for her job working as one of our dispatch analysts. Kathryn (Kat) has been with us since August and has really proven to be a key asset to our operations side.

She has adapted quickly to processes and procedures and handles working with carriers very well. We wanted to point out the job well done as of late and keep pushing the entire operations group to keep performing at a very high level!



Highlights

- > MetroGistics at the NRC
- > New iPhone App Release
- > Communication!!!
- > Employee Spotlight



- Nationwide service available 24/7
- Automated eTracking visibility from your computer, iPad or mobile device
- iPhone *AutoTrack* app (available from iTunes store)
- Price match guarantee
- Nightly status reports
- Fully insured with Contingent Cargo Coverage
- Instant quotes and real-time tracking



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