



# FASTFRATE

## Service Offerings Overview

*Canadian Association of Movers Conference - 2016*

# FASTFRATE – OVERVIEW & INITIATIVES



We are committed to ...

- Innovation
- Tailored Solutions
- Customer Centricity
- Reinvestment



We offer our customers a comprehensive supply chain solution through our Group of Companies





## FASTFRATE: COMPANY OVERVIEW

- Fastfrate is an asset-based, Canadian transportation industry leader with a 50-year legacy of assisting customers to grow their business by providing complete transportation services and supply chain integration.
- Fastfrate's core business is **LTL Road** and **Intermodal** services coast to coast; however we have expanded our breadth of services through our group of companies (CDI, BRS, FIL, Special Operations, U.S.) to include Drayage, Full loads, Cross Border, White Glove/customized solutions, Warehousing & Inventory management, picking & packing, transloading ...etc.
- We have 15 terminals coast to coast, which strategically sit adjacent to corresponding Canadian Pacific Rail yards, enabling the efficient flow of rail containers through the network



## FASTFRATE IM & OTR LTL: Our Offerings



FastFrate has a wide array of transportation service options that are adaptive to fit the needs of any customer

### Less Than Truckload

- Intermodal West
- **ROADFRATE** West
- Intra-West
- Road East
- Backhaul Service

*We provide national highway and intermodal LTL services from the Atlantic to the Pacific and all points in between*

### LTL Intermodal (IM) & Over-the-Road (OTR)

- Dry, Heated and Hazmat
- Our facilities are adjacent to the CP rail across Canada
- Daily LTL trucking from all provinces to all provinces:
  - Central and Eastern Canada to our terminals throughout the West daily departures
  - Central and Western Canada to our terminals throughout the East
- Local cartage and interprovincial cartage; dedicated runs, ad hoc requests



# FASTFRATE SPECIALIZED SERVICES

We offer a host of specialized services through the use of our assets and group of companies.

Services include:

- **Special Operations** such as:
  - Sorting by SKU & Destination
  - Direct to Store
  - Labeling
  - Pick & Pack
  - Transloading/De-stuffing
  - Quality Control
  - Kitting
  - Returns Management
- **Inventory Management** through our Warehouse division which includes:
  - Order Management & Tracking: Visibility and line of sight of products through UPC codes, serial numbers, PO #, reference...etc.;
  - Product Identification: Barcode identification readers, RFID tags
  - Inventory optimization: balancing & reconciliation, reporting capabilities, reorder points (replenishment), order quantity (gauging units that need to be ordered), lead demand, stock cover
- **Warehousing** across Canada: Vancouver, Calgary, Toronto, Montreal and Halifax. Features include:
  - Ambient and heated short and long term storage
  - Both racked and stacked storage
  - Canada customs bonded warehouses
  - Over 1,000 dock doors and inside flat deck loading and unloading
  - Cross docking, pick and ship programs
  - C-TPAT compliant
  - Adjacent to CP Intermodal yards



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## FASTFRATE BRANCHES & COVERAGE



### Vancouver Facility Profile

Transload / Deconsolidation: 17,150 SF  
- 46 Dock Doors  
- Not Racked  
- 21foot ceiling  
Warehouse / Pick & Pack: 25,750 SF  
- 18 Dock Doors  
- 21foot ceiling  
Canada Customs Bonded Warehouse designation  
Canada Customs Trailer/Container  
detainment area (6 parking spots).  
24 hour video security

LTL Dock: 34,700 SF  
- 73 Dock Doors  
- 21foot ceiling

### Calgary Facility Profile

Warehouse: 160,000 SF of floor space  
- 33 Dock Doors  
- Racked  
- 28 foot ceiling  
Canada Customs Bonded Warehouse designation  
24 hour video security

### Toronto & Montreal Special Op's

Services include:  
- Break bulk services  
- Sorting by SKU and destination  
- Direct to store (DTS) service  
- Labeling  
- Pick and pack services  
- Inventory control and distribution

### Halifax Facility Profile

Transload: 7700 SF of cross docking  
- 22 Dock Doors  
Warehouse: 29,000 SF bulk storage, dry,  
- Currently no racking  
- 32 foot ceiling  
- 6 Dock Doors  
Canada Customs Bonded Warehouse designation  
24 hour video security

LTL Dock: 16,000 SF  
- 20 Dock Doors



## CANADA DRAYAGE INC. – Our Offerings

Canada's ONLY coast-to-coast provider of drayage services →

We efficiently manage the transferring of freight from marine containers to domestic modes.



○ **Drayage Services**

- Import and export of marine containers
- Rail drayage
- Local, intra Canada and cross border drayage services

○ **Dedicated Fleet Services**

- Dedicated trucks and drivers
- Private fleet takeovers
- Supplement to your private fleet

○ **Linehaul Trailer Services**

- Dry and heated trailer services
- FTL & marine service across Canada and into the USA & Mexico
- Refer and heated services
- Team driver services

○ **400 Drivers**

Mix of company drivers and experienced owner-operators

○ **400 Chassis**

Combination of 20'/40' thru 53' equipment in both tandem and tridem configurations

○ **105 Trailers**

Mix of tridem and tandem trailers, dry van and heated trailers available

○ **Real Time Driver updates**

○ **C-TPAT, PIP and FAST compliant driver network**

○ **24/7 x 365 service**



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50 YEARS BY RAIL & ROAD  
1966-2016





*We are able to leverage our infrastructure and assets through the Fastfrate group of companies, to provide an inclusive, cost-effective solution to the Moving & Storage industry.*







## MOVING & STORAGE INDUSTRY - Overview

- **The Moving and Storage Industry represents just under \$1 Billion in commerce within Canada, and has been facing several challenges including:**
  - Shrinking driver force for OTR long hauls
  - Seasonality issues & capacity issues during peak season
  - Volume shift to competitors or DIY
  - Poor customer satisfaction
  - Limited ability to ship outside of their regions
- **These challenges justify the need for an alternative solution: an intermodal service offers an economic, competitive advantage and addresses many of the current industry concerns.**
- **As one of Canada's largest leading Intermodal LTL providers, Fastfrate is able to provide a comprehensive rail option for the movement of personal effects items, Pods/ Crates, vehicles & fixtures through the usage of containers.**





## THE FASTFRATE SOLUTION



**Fastfrate is able to offer its customers several options to the challenges that the Movers & Storage industry is faced with:**

- Cost-Effective Longhaul Intermodal moves - Fastfrate provides 20', 40' and 53' containers to movers for the transportation of personal effects. We pick-up sealed units and transport them to destination where they are delivered directly to the mover; there is the option to have the containers dropped a Fastfrate yard where we could transfer the goods from container to straight trucks for delivery.
- Movers have the option of shipping Pods, Crates or Vaults loaded directly into containers for transport and moved via rail
- Fastfrate also offers customers the option to load their items direct into a container; if an entire unit is not required, sections can be purchased (in feet) accordingly to contain the freight. When freight arrives, customer can offload it in any of our 15 terminals across Canada

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## THE FASTFRATE SOLUTION



- Customers have access to our equipment and resources and have the option of picking up Pods/Crates/Vaults from any of our 15 locations
- Fastfrate can also drop Pods/Crates/Vaults as well as spot containers at a client's residence or where the loading of freight occurs
- Movers have the option of establishing transit time based on their schedules; typical transit sold to the customer is from 3 to 10 days via rail and 2 to 5 days OTR to Western Canada
- On personal vehicle moves, Fastfrate can drive direct into containers through our access ramps





## THE FASTFRATE SOLUTION

- Fastfrate can also service corporate and warehouse facility moves and special projects (i.e./ facilitated entire warehouse moves; office fixtures; multiple drops/stops...etc.)
- Fastfrate also offers short-term warehousing and storage for customers' personal effects contained within Pods/Crates/Vaults prior to taking receipt
- One point of contact for our customers: we assign a dedicated Project Management Team to your account so that communication, cost-savings and increased efficiencies remains paramount



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## CASE STUDY CUSTOMER "A"



**Fastfrate has several customers within the industry, and we perform various services for these customers, depending on their requirements. Below is a Case Study of a current customer:**

- Currently, Fastfrate picks up Pods from Customer "A" and the Mover uses their equipment to load Pods into our trailers
- We receive tenders typically 24 to 48 hours prior to pick-up, instructing Fastfrate to pick-up various sized Pods which include the pick-up date and expected delivery date
- Most common sized Pod is a 96"x80"x60"
- Customer "A" confirms that the pick-up site will have a forklift /necessary equipment to load Pods on the back of the trailers at that specific date/time

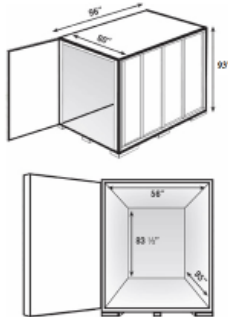




## CASE STUDY CUSTOMER "A"

- Freight is brought back to our facility; loaded onto intermodal containers, and then tendered to the rail
- Container is shipped to destination terminal and upon arrival, container is offloaded and an appointment for delivery is made
- Charges are either built on the box or by linear foot
- Below is a diagram illustrating an average size of a Customer "A's Pod"
- 6 Pods fit into a 40'; 7 Pods fit into a 45' and 8 Pods fit into a 53' container based on the average sized Pod

- Dimensions (inches): 96 L x 60 W x 93 H
- Dimensions (feet): 5 L x 8 W x 7.75 H
- Weight: 2,500 LBS
- Built in base boards for forklift maneuverability
- A maximum of 10 containers will fit on a 53' x 102" dry van
- container loaded widthwise on a trailer takes up 5' deck space
- container loaded lengthwise on a trailer takes up 8' deck space





## THE FASTFRATE ADVANTAGE



- At Fastfrate, we deal direct with the railway; therefore we are able to leverage our partnership and pricing to our customers' advantage
- Our facilities are located adjacent to CP intermodal yards and our long-term partnerships, coupled with CP's consistent execution and speed to market, allow us to provide the lowest total cost solution.
- Fastfrate offers a wide breadth of specialized equipment to accommodate any ad hoc or unique requests:
  - Access to tilted flatbeds
  - Straight trucks / tailgate
  - We can accommodate trailer hitches if the customer requests to pick-up the Pods /Crates / Vaults from our terminals
  - We are able to provide tailored space requirements and unique container utilization according to customer needs
  - Direct access to rail yards which reduces transportation time; this also allows for later induction cut-off times
  - Fastfrate has over 100 priority premium spots per week with the rail; therefore freight is diligently loaded



# FASTFRATE

## THE FASTFRATE ADVANTAGE



- Fastfrate can provide operational flexibility with regard to after-hour drops, pick-ups, customer-specific requirements, white glove service ...etc.
- Fastfrate's national coverage and branches across Canada allow for carriers to load/unload units in our yards; if the movers or customers are dealing direct with the rail, this would not be feasible.

**Our flexibility, vast infrastructure and willingness to provide an out of the box service offering, allows Fastfrate to offer a comprehensive transportation solution to our customers.**



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THANK YOU

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