



TRANS CARIBE
EXPRESS SHIPPERS

CORPORATE PROFILE

SINCE 1992

"Moving The World, Making The Difference"

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PARTNER WITH US

Dear Patrons,

On behalf of Trans Caribe Express Shippers, Inc., I am delighted you could spare a few minutes so I can take the opportunity to thank you for entrusting us as your Freight Forwarding, Shipping and Import/Export Services.

Operating as a fully bonded NVOCC (Non Vessel Operating Common Carrier) over the past 27 years, Trans Caribe is prepared to support your shipping and freight forwarding needs from any origin within the 48 continental states throughout the world, specializing in The Caribbean sectors, having offices in the ports in Jamaica. We utilize all of our resources along with technologies to fulfill all your shipping and importing or exporting needs for both LTL (less than truckload), FCL (full container loads) and break bulk cargo. Trans Caribe effectively and efficiently provide all your U.S. based outbound freight services for this initiative for the duration of scope of your projects.

Trans Caribe is enthusiastic about the prospect of initiating a partnership with you and is happy to send you a hassle free quote for services. Our goal is to deliver high quality, reliable and efficient transportation services solution at a competitive cost. We accomplish this by leveraging the skills and experiences of your services and personnel, supplemented with the knowledge, skills and expertise of Trans Caribe resources, utilizing Trans Caribe Freight Management System capabilities.

Trans Caribe believes that we are highly qualified to serve as a long-term partner and looks forward to working with you and other business owners on your important initiatives.

Again, we thank you for the opportunity to serve and do business with you.
Please feel free to contact me at any time for further discussion or clarification.

Best Regards,

A handwritten signature in blue ink, appearing to read "Markos Ruffy".

Markos Ruffy
on behalf of Trans Caribe Express Shippers, Inc.
Business Development Manager

Building a trustworthy and long lasting relationship with our patrons, vendors and employees.



OUR MANAGEMENT STAFF

The below list of individuals represents the core team that works in unison to ensure Trans Caribe's customers' needs are met every time with every shipment.

Inland Transportation Manager | Markos Ruty II

- Liaise with inland carriers and suppliers to ensure freight is scheduled to be picked up in a timely manner.
- Coordinate container drayage with suppliers and internal booking department
- Setup customers with inland trucking LTL / FTL accounts and assign required credit to customer's account.
- Prepare shipping documents, tracking numbers, proof of deliveries etc. for inland freight
- Process shipping requests, including redirecting freight, changing freight terms, etc.
- Research and resolve issues with domestic freight invoices, carrier charge backs, accounts issues, invoices past due, freight claims, etc.

Documentation & Export Manager | Gabriella Ruty

- Maintain smooth operation of exports and customs clearances and documentation.
- Handle Customers query regarding Export/Import Cargo.
- Verification of incoming invoices
- Checking of export billing
- Maintaining monthly reports
- Verification of incoming invoices
- Preparing master bills of lading & air waybills
- Checking & dispatch all post shipping documents.
- Maintain Documentation records regarding cargo



OUR MANAGEMENT STAFF

Operations Manager | Roy Ruty

- Manages the daily activities of shipping. Implements procedures to improve quality, productivity and efficiency. Ensures shipments are delivered in a timely manner.
- Maintains relationships with carrier vendors and consistently resolves customer issues.
- Leads and directs the work of others.

Financial & Human Resources Manager | Melissa Ruty-Gomes

- Maintains organization staff by establishing professional relationship between managers and subordinates
- Ensures planning, monitoring, and appraisal of employee work results by training managers to coach and discipline employees; scheduling management conferences with employees; hearing and resolving employee grievances; counseling employees and supervisors.
- Ensures legal compliance by monitoring and implementing applicable human resource federal and state requirements; conducting investigations; maintaining records
- Maintains management guidelines by preparing, updating, and recommending human resource policies and procedures.

Business Development & Marketing Manager | Fan'aye Ruty

- Research, identify and secure new business opportunities utilizing prospecting skills and business networking skills to increase revenue within an assigned geography.
- Focus on penetrating assigned customers with significant growth opportunity.
- Interacting with customers and prospects is through face-to-face meetings.
- Responsible for achieving an assigned sales and profit goal.





EXECUTIVE SUMMARY

Trans Caribe Express Shippers, Inc. ("Trans Caribe") is a full service NVOCC company with over 25 years of experience offering services from ocean freight, air freight and customs pre-clearance service of personal effects and commercial goods. Our primary market is within the islands of the Caribbean; however, we extend our reach to South America, North America and the United Kingdom whenever our customers demand it. Trans Caribe is a New Jersey-based, family-owned and operated corporation that was founded by Mr. Homer Rutty. The company has established a high level of service delivery through collaborating with major ocean carriers as well as other freight forwarders, and building alliances, in this competitive industry. In this way we have been able to provide complementary services, share ideas, educate and enhance the shipping industry. Trans Caribe has continued to maintain its competitive advantage through superior customer service, convenience, cost leadership and operational efficiencies. As the US economy begins to see a more sustained recovery there has never been a better time to position Trans Caribe for expansion and growth. Through our current expansion initiatives, Trans Caribe saw the need in handling express letters and small packages and has, therefore, extended its partnership to courier giants like FedEx and DHL by becoming authorized agents.

Trans Caribe plans to aggressively expand its operations during the next three to five years in order to fill the void in the supply chain industry. We have a number of projects on our radar that will utilize technology to showcase our efficiencies over the next three to five years. With an increasing number of online sales throughout the international marketplace, we are in the process of developing an online portal to build partnership with large retailers such as, Costco, BJ's, Sams Club and Walmart. Using EDI (Electronic Data Interchange) technology coupled with our in-house CroTracker Freight Management System for inland trucking, ocean, and air freight, customers will be able to visit a single portal and order products online, pay at checkout, and setup delivery to their final destination, via Trans Caribe.

Trans Caribe is located in a high traffic area that is easily accessible to New Jersey, New York, Miami and Houston, with immediate plans for expansion throughout the South Florida market (Fort Lauderdale and West Palm Beach). We currently have warehousing operations in New Jersey, New York, Miami and Houston. In addition to being quite visible in the tri-state area and South Florida, we also offer inland trucking service to move freight from all 48 continental states throughout the rest of the United States. Trans Caribe has implemented a marketing campaign to include all media groups; to include, but is not limited to radio, television, New York Post, media groups throughout the Caribbean, social media, and flyers to raise awareness about the company. These efforts will generate interest for the company. Trans Caribe has been able to turn the interest into sales through the use of competitive pricing, superior customer service and convenience in the form of flexible business hours that is not currently offered by competitors. The critical success factors for the plan of expansion will be increased work flow efficiencies and superior customer service.





EXECUTIVE SUMMARY (cont.)

Work flow efficiencies. Typically when competitors ship cargo, they enter the information into software from a specific shipping vendor. Once the information is entered into the software, the software generates the shipping tag and corresponding price. The customer pays the amount and leaves. Now the employee must enter all this information into their third party computer software to track the transaction. Handling the transaction twice is inefficient as it may lead to data entry errors. Trans Caribe offers a turnkey solution for the supply chain industry by making this process more efficient. This will be done with our own in-house freight management system, CrosTracker. CrosTracker is a secured web-based B2B and B2C portal where customers and employees can enter orders. The data is securely entered once and gets replicated across all freight report such as bills of lading, air waybill, freight invoices, cargo manifest, etc. CrosTracker provides customers with the ability to enter orders, pay for shipments online as well as track their orders to get up-to-the-minute freight status. Customers can enable options in their personal profile to provide alerts via emails and SMS text messages each time the freight status changes. Likewise, our overseas agents are provided with a secured login to view and update the status of shipments that are assigned exclusively to them. Using web services to communicate with CrosTracker, any changes in the freight status from the agency portal will instantly update the status on CrosTracker live database. Overseas agents are also afforded the ability to upload eManifest in xml formats in most government system. This eliminates rekeying entries and avoids data entry mistakes; thus, providing everyone that uses CrosTracker to operate more effectively and efficiently.

Inland trucking made effective. Trans Caribe has contracts with close to 100 major inland carriers across the United States. Remembering truckers that cover different areas was a challenge when we have to move freight via a particular lane. In order to automate this process, we developed an in-house web-based application to handle this complexity. We recently launched Kos2Kos Transport (www.kos2kostransport.com), our inland trucking department, that provides us as well as our customers the ability to schedule the movement of freight to and from anywhere in the U.S. Through the vast network of thousands of terminals, freight status is updated using EDI and customers are provided with updates to track each terminal that handles their freight. Employees as well as customers have the flexibility to be self-sufficient in scheduling and tracking shipments, and this eliminates wait time and provides faster movement of the freight from origin to destination.

Superior customer service. We are firm believers of "treat people the way you would like to be treated." With that being said, we encourage our staff to handle the customers shipments with extreme care, just as if it was their own property. As a result, our staff also develops great relationships with our customers, resulting in repeat business. This has helped to boost sales as people become accustomed to Trans Caribe's level of service and develop long-term mutually beneficial relationship. Typically, customers who ship cargo, do so with some frequency. With this in mind, Trans Caribe's customer service has established great relationship and trust with its customers over the years.

As Trans Caribe positions itself with a new generation of leadership, it has resolved to build on the successes established by our founders while infusing innovation and creative solutions that will revolutionize the business and the industry.

OUR SERVICES

FCL SHIPPING

We work with our customers to ensure they get the maximum service for their buck. Every request is customized to the customer's needs. If a customer sends a request for a Full Container Load (FCL), we gather all the relevant details for the shipment, contact all parties involved, and make a decision if it would be most cost-effective for the customer to have the container loaded by the supplier or have the goods trucked to our warehouse for consolidation. If it would be beneficial to have the container loaded by the supplier, it can potentially save the customer hundreds or thousands of dollars. We would generally make recommendations to ensure no unnecessary dollar is spent.

CONSOLIDATED FCL

In cases where freight is being delivered from multiple suppliers and/or manufacturers to our centralized warehouse, it may be in the customer's best interest to have us load the container. With years of experiencing in handling numerous commodities, all containers loaded at our facility are given the white-glove treatment. Our team of experts will take the time to consolidate your freight to avoid damage, which at the same time will ensure that no space on the container is wasted; thus giving the customer value for their money. To enhance our service offering, we also provide the following:

- Specialized transportation support for off-shore projects
- Individual Buyers consolidations
- Coordination and checking of shipments from vendors
- Status report of location on all Purchase Orders
- Daily electronic inventory reports to project manager

Our relationship, over the years, with major steamship lines, has benefited Trans Caribe in building closer alliances with these carriers. In keeping abreast with the changing of rules and regulations every year, it has minimized our margin of error and has allowed Trans Caribe to remain in compliance. In our efforts in working to becoming a one stop shop for inland as well as ocean freight, Trans Caribe is making advancements with a view towards being at the forefront of the shipping industry; thus becoming a one stop shop for all our customers. We pride ourselves on providing customized service to all, while at the same time, offering competitive rates. Our in-house team works diligently with all parties involved to ensure all customer needs are satisfied and the freight is delivered on schedule; every time.





OUR SERVICES (cont.)

LTL SHIPPING

We have built a platform, from the ground up, to ensure that visibility is maintained between Trans Caribe and its customers. As a result, we have incorporated a secured web-based system that will handle all transportation needs. Working with a network of inland carriers, trucking terminals, ocean carriers, and air carriers, our state-of-the-art software provides visibility because the customer has the ability to schedule and track their shipments online at any given time. Therefore, if your freight is being handled by inland truckers or ocean freight carriers, Trans Caribe affords you the ability to look up the freight charges before hand, book the freight and track and trace it to the final destination. Our user-friendly online service for quotations, bookings and tracing shipments is our response to our customers' queries in an effort to provide them with the utmost customer service.

INLAND TRUCKING

Trans Caribe offers various shipping modes; inland trucking for domestic freight, as well as ocean freight and air freight for international shipments. We have contracts with a network of close to 100 major trucking outfits with numerous terminals in every state across the continental U.S. Therefore, we can handle inland trucking for LTL, FTL and also freight that requires specialized / oversized equipment. Customers are offered options from various modes and ports of export whenever possible. For example, if a customer has freight originated in Illinois going to the Caribbean, we have to make a decision on the port of export whenever communicating with the customer. If time is of the essence, we can either offer air freight service, for expedited shipments, or ocean freight via Miami since the transit time via ocean from Miami to the Caribbean is minimal. If there are no time constraints, we can offer to move this freight via New York since trucking charges would be less; however transit time may be 5 to 7 days more (depending on destination port) than if the freight is moved via Miami. In determining the constraints, a decision would have been made on the destination where the freight will be trucked.

CAPABILITIES

The list of our capabilities is shown below:

- Pick, pack & sorting
- Labeling
- Packing & crating
- Inventory management
- Full service provider



PROJECT CARGO

We have the proven capabilities in shipping automobiles, boats, heavy equipment, motorcycles, etc. Whether the equipment is shipped inside a container, via RORO (Roll-on-Roll-off, or LOLO (Lift-on-Lift-off) service, we have the expertise to handle these types of freight.

Freight that cannot fit inside a container will be loaded onto Flat Racks, Open Top containers, and other special equipment; depending on the customer's needs. Freight will be secured and inspected by our freight specialists prior to leaving our facility. All freight that are secured onto specialized equipment are loaded and subjected to NCB (National Cargo Bureau) inspection to ensure safe transition to the destination port.

- Roll-on / Roll-off
- Break Bulk / Over-dimensional and overweight cargo
- Automobiles and Boats

LEVERAGING TECHNOLOGY TO DRIVE TRANS CARIBE

Trans Caribe Express Shippers is extremely technology conscious. For this reason, we have an in-house developed freight management system that is purposely developed for our needs. We have tested dozens of software models over the years; however, we realized that it requires us to have multiple software to achieve what we are looking for. We were in search of a cloud-based application that will be able to handle our exports, imports, customer orders, product inventory, accounting, sales automation, etc. Not only will we be able to securely place orders on behalf of our customers, we wanted our customer to create secure online accounts, schedule their own orders, and pay for their order online, as well as track their shipments from a secure portal.

As a result, we developed CrosTracker; our own cloud-based freight management application. CrosTracker Freight Management system, Trans Caribe's proprietary software, is designed to drive all departments of the company. The B2B and B2C application is designed to provide the customers with the flexibility to schedule their shipments 24 hours per day/ 7 days per week. Customers have the ability to get quotes on freight rates from various origins to various destination ports, file claims online, print export documents, view shipment history, pay for shipments online, and check freight status at any given time of the day or night. Customers are sent emails and / or SMS messages whenever the status of their freight changes.

Likewise, our overseas agents are able to login to the agency portal to search, run reports, print documents (bills of lading, freight invoices, cargo manifest, Caricom Invoices, etc.) from a single secured web interface for up-to-the-minute freight status from the live database. Agent are only able to view freight that is consigned to their organization. This module has minimized calls from both our agents and overseas customers since all is kept abreast of their shipment.

From a business perspective, it would not be a turnkey application if employees did not also have the ability to schedule shipments on behalf of the customer from the administrative portal. Employees, with the required access, can run sales reports, print cargo manifests for bookings, email / print bills of lading, update shipment status, update customer / shipment records, and add / update shipping fees for various commodities.



CURRENT R&D ACTIVITIES

Our ultimate goal is to have CrosTracker Freight Management System drive the entire company. The entire supply chain process will be tracked from a single system. The ability to manage all accounting and payroll aspects will enable companies to use the CrosTracker turnkey solution to drive their entire company effectively, efficiently with no (or very minimal) downtime.

Asycuda Software is widely used across the Caribbean and the rest of the world. It's a leading software used to do Customs entries when reporting commodities that are being imported. Typically, these entries must be done within 24 hours of the freight arriving at the destination port. In some instances, heavy fines can be levied upon importers that fail to do entries in a timely manner.

In keeping in tune with the news that the Jamaica Customs department is projecting to migrate to Asycuda Software in 2015, Trans Caribe is being proactive in developing an eManifest module into CrosTracker. This module will be used to expedite Customs entries before the freight arrives at the destination port. This will save time and eliminate brokers and shipping agents from having to rekeying each entry as this can be time consuming. Instead, this process will be automated by the push of a button from within CrosTracker.



TECHNOLOGY

LEVERAGING CUTTING-EDGE TECHNOLOGY TO DRIVE OUR BUSINESS

CrosTracker is our own proprietary, cloud-based freight management software that facilitates all departments of the company.

The **B2B** and **B2C** application features:

- Secure online profiles
- Real-time quoting
- Booking & tracking
- Full visibility reporting
- Email & SMS alerts

Our customers have 24/7 online access to get rate quotes, schedule their shipments, make payments, check freight statuses, print export documents, file claims, and view shipment history. Automated emails and SMS messages instantly notify customers of freight status changes.

Our overseas agents can use the portal to search, run reports, and print essential documents from a single secured web interface with up-to-the-minute freight statuses from the live database. Each agent is only able to view freight that is consigned to their organization.





TRANSSHIPMENT PORTS

The need for transshipment of cargo from CACM countries to CARICOM ports has been noted above. Indeed the complexity of shipping services in the region has meant that transshipment is a common feature of shipping in the Caribbean. The CACM ports do undertake a certain amount of transshipments and have plans to increase this business. However most transshipments related to Central America is focused on Panama or Kingston Jamaica.

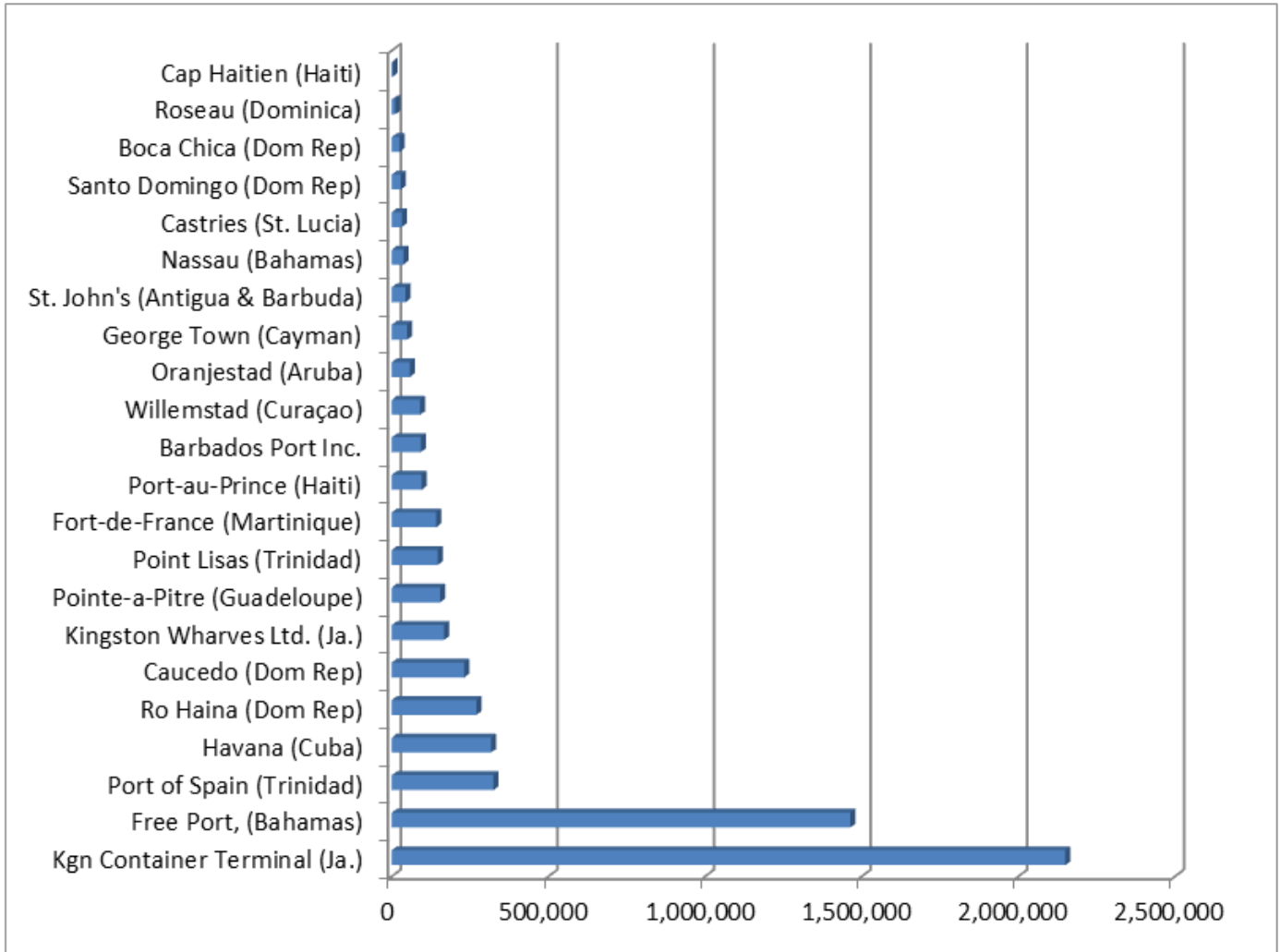
Table 1 below shows the Caribbean's Top 23 Container Ports 2006 throughout.

CARIBBEAN TOP CONTAINER PORTS BY THROUGHPUT

PORT 2006	2005	TEUs	C/ RANK	W/ RANK	TEUs
<u>Kgn Container Terminal</u> (Ja.)		2,150,048	1	43	1,671,820
Free Port, (Bahamas)		1,463,000	2	63	1,211,500
Port of Spain (Trinidad)		324,539	3	165	322,466
Havana (Cuba)		317,105	4	178	259,328
Ro <u>Haina</u> (Dom Rep)		269,747	5	179	268,738
<u>Caucedo</u> (Dom Rep)		231,328	6	190	220,683
Kingston Wharves Ltd. (Ja.)		167,336	7	226	135,804
<u>Pointe-a-Pitre</u> (Guadeloupe)		154,432	8	236	154,263
<u>Point Lisas</u> (Trinidad)		147,136	9	242	145,246
Fort-de-France (Martinique)		142,110	10	248	149,901
Port-au-Prince (Haiti)		94,973	11	216	66,039
Barbados Port Inc.		92,507	12	266	88,759
<u>Willemstad</u> (Curaçao)		90,759	13	267	89,229
<u>Oranjestad</u> (Aruba)		57,054	14	297	53,500
George Town (Cayman)		49,056	15	300	62,900
St. John's (Antigua & Barbuda)		43,859	16	285	14,550
Nassau (Bahamas)		37,232	17	328	36,882
Castries (St. Lucia)		32,112	18	332	29,667
Santo Domingo (Dom Rep)		28,713	19	341	11,244
<u>Boca Chica</u> (Dom Rep)		24,611	20	345	26,906
Roseau (Dominica)		11,097	21	377	12,826
<u>Cap Haitien</u> (Haiti)		1,639	23	487	1,685

C / RANK = Caribbean Rank W / RANK = World Rank

- Source: Containerisation International 2007.





AWARDS & COMMUNITY OUTREACH

December 2014

Jamaicans Abroad Helping Jamaicans at Home (JAHJAH) Foundation: For the past eight years, Trans Caribe has contributed to working with Dr. Trevor Dixon, founder of Jah Jah Foundation (<http://jahjahfoundation.org/>), to provide assistance in transporting, storing and shipping hospital supplies and equipment to hospitals across Jamaica. Trans Caribe has committed to this ongoing initiative every year.

October 2014:

Heritage Awards: Presented to Trans Caribe Express Shippers by Mr. Herman Lamont, the Council General of Jamaica – New York Chapter, for community outreach and volunteering to assist with Ebola initiative in Jamaica.

September 2014

Friends of Ulster Springs Hospital: Trans Caribe has been active in working with Friends of Ulster Springs Hospital, a New Jersey-based charitable organization to send medical supplies and hospital beds to donate to the hospitals in Jamaica. This has been an ongoing commitment.

July 2009

Jamaican Organization of New Jersey (JON-J): The founder of Trans Caribe was recognized and awarded by Jon-J for contributing to tirelessly to its community. <http://www.jamaicaorganizationofnewjersey.org/>

June 2007

Walkers Wood Youth Foundation: The Ruddy family left Jamaica for the United States in July 1979. Even though we are thousands of miles from home, our community was not forgotten. During our visits back to Jamaica, we saw the need to help the community of Walkers Wood. Providing a higher standard of education to the youths in the community was where we determined that change can be impacted. Over the past years, we have donated books, computer, desks, and kitchen equipment to the community. In the midst of making personal donations, we started Walkers Wood Youth Foundation (<http://walkerswoodyouthfoundation.org>) as an organized initiative to impact change. We are also in the process of donating an entire 40-foot container with computers, books, desks, kitchen appliances, toys, etc. for the Primary and Basic schools in Walkers Wood. Our mission is to provide the necessary resources and provisions for the youth to help them succeed and to capture the hearts of the right organizations and sponsors who will donate to help our cause.



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TRANS CARIBE
EXPRESS SHIPPERS



AWARDS & COMMUNITY OUTREACH (cont.)

September 2004

Hurricane Relief: Trans Caribe was instrumental in setting up a hurricane relief center for the victims of Hurricane Ivan that impacted Jamaica in September 2004. A collection of non-perishable foods, clothes, medical supplies, and cleaning supplies were donated and shipped by Trans Caribe.

For booking and inquiries:

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Ask about our insurance options.

