



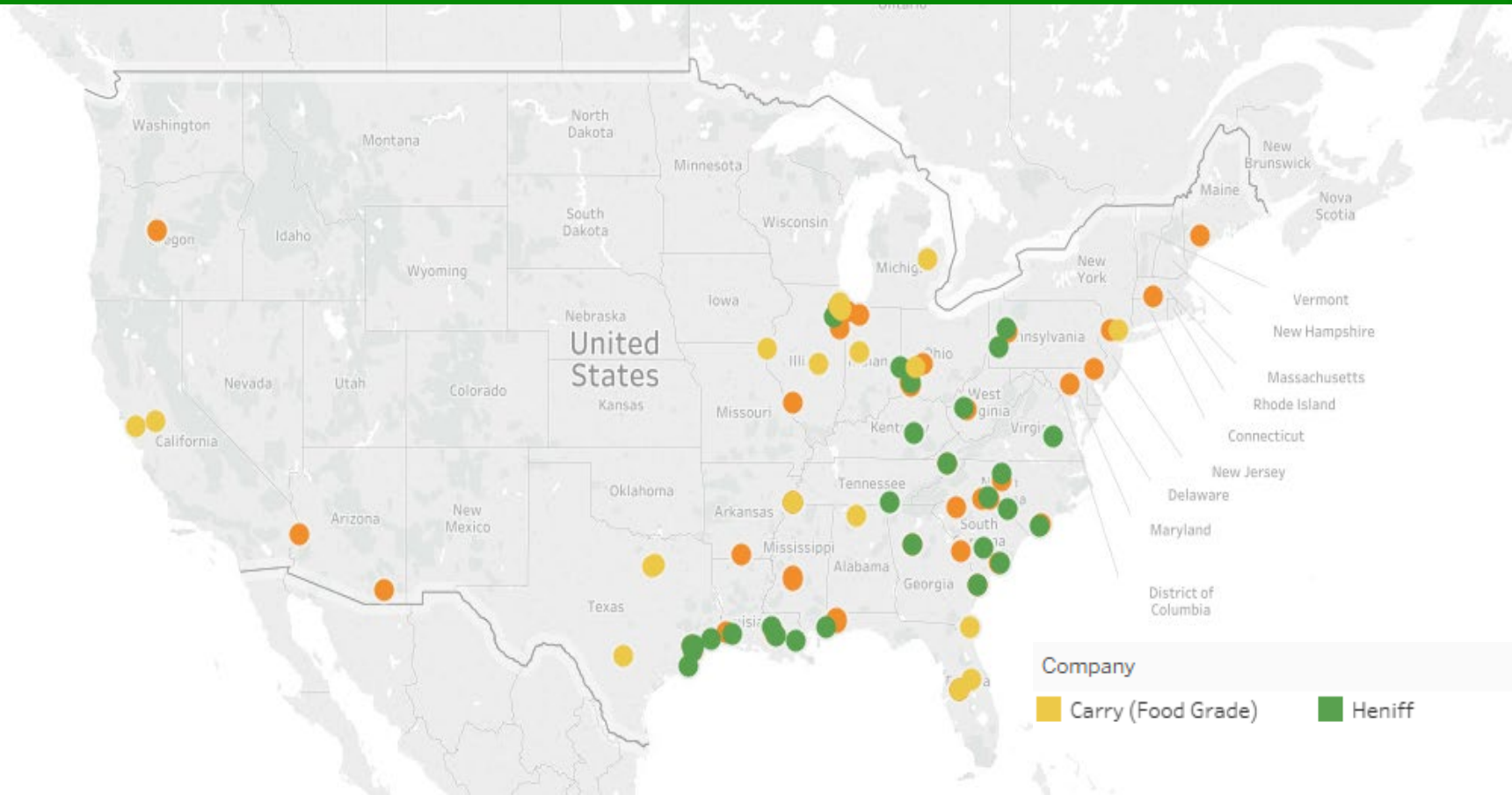
Heniff Corporate Presentation

Pasadena Citizens Advisory Council

8/27/2020

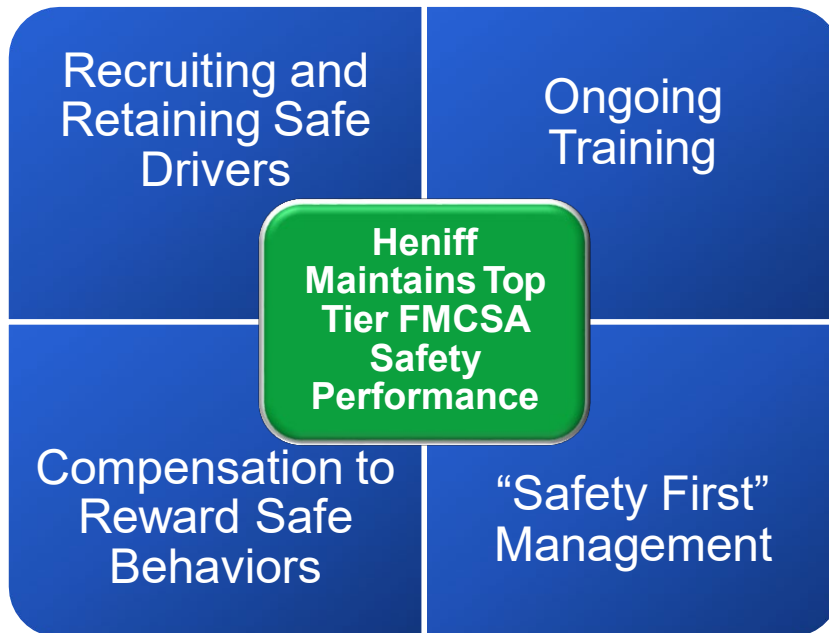
Heniff Footprint

Heniff Transportation Systems, LLC. Is now roughly a \$600M company with nearly 100 locations and 2500 employees strategically placed across the United States.



Safety Culture

Heniff promotes a culture dedicated to high safety standards and achieving high customer satisfaction ratings



AWARDS AND RECOGNITION

- Two-Time Heil Trophy Winner for Safety
- Eastman Excellence Award
- DOW Gold Safety Excellence Award
- LyondellBasell GoalZERO Award
- NTTC Competitive Safety Merit Award (18.5 – 31.5M Miles Class)
- First bulk tank carrier to be granted the American Chemistry Council's Responsible Care Management System (RCMS) Certification
- SmartWay Transport Partner
- Logistics Management Quest for Quality Award winner
- Inbound Logistics Top 100 Motor Carrier
- Lowest 3-Year WC Rate Loss Award – Cottingham & Butler Truck Insurance Group

EASTMAN



lyondellbasell



Logistics
MANAGEMENT

inbound
logistics
AN INBOUND LOGISTICS COMPANY

Driving Safety with technology

Heniff is able to recruit and retain the safest drivers in the industry with a safety program focused on incentivizing our drivers and management for excellent performance

Driver Scorecard Summary | Speedgauge Violations | Driver Log Violations | Days Worked | Protread Training Summary | Long Idle Events



Driver Scorecard Summary

Terminal	Driver Manager	Driver Type	Name	Protread C..	Estimated Pay..	Total Score	HOS Score	Speed Gauge S..	Starts Stops Sc..	Training Revie..	Long Idle Score	Percent Days ..	Mpg	Miles	Est Mil
Oyster Creek, TX	BECSHA	Company	ALFRED III,WALTER	Yes	\$200	89	30	16	10	10	23	115%	8.8	7,524	7,781
			ANDERSON,GERRY	Yes	\$200	95	30	20	10	10	25	100%	13.1	2,346	2,427
			JIMENEZ,HUGO	Yes	\$0	70	30	20	10	10	0	85%	8.2	9,382	9,701
			WILSON,DAVID	Yes	\$100	83	30	20	10	10	13	105%	9.1	3,741	3,871
		Lease Purchase	JOHNSON,DENNIS	Yes	\$0	72	44	0	14	14		85%	7.0	2,939	3,045
			JOHNSON,MICHAEL	Yes	\$250	100	44	28	14	14		115%	7.6	11,763	12,111
			JONES,THOMAS	Yes	\$0	72	44	0	14	14		105%	7.2	12,059	12,417
		Owner/Oper	STONE,JAMES	Yes	\$0	100	44	28	14	14		85%	7.3	7,086	7,331
			BENNETT,DENNIS	No	\$0	63	22	13	14	14		105%	7.3	7,829	8,091
			LOVELY,RODERICK	Yes	\$0	85	44	13	14	14		90%	8.5	402	415
			LUEBBERT,RICHARD	Yes	\$200	93	44	21	14	14		110%	7.1	3,794	10,131
			RODRIGUEZ,BRIAN	Yes	\$0	100	44	28	14	14		60%	7.1	1,621	1,676
	MAYKOD	Company	HAHN,MICHAEL	Yes	\$0	66	30	16	10	10	0	0%	6.1	2,584	2,671
			PATTON,CHARLES	Yes	\$0	100	30	20	10	10	30	95%	7.6	9,398	9,721
			RICKMAN,MICHAEL	Yes	\$300	80	30	20	10	10	10	140%	7.5	10,682	11,051
			SMITH,GREG	Yes	\$400	100	30	20	10	10	30	100%	7.4	9,393	9,711
		Lease Purchase	ANDERSON,KERRY	Yes	\$0	72	44	0	14	14		95%	7.6	10,113	10,461
			CAMPBELL,DAVID	Yes	\$0	28	0	0	14	14		115%	7.5	12,713	13,151
			COMBS II,ROGER LEE	Yes	\$0	28	0	0	14	14		105%	5.7	7,851	8,121
			GOALEN,DARRYL	Yes	\$0	41	0	13	14	14		95%	7.7	12,357	12,781
			OSHMAN,OMAR	Yes	\$0	93	44	21	14	14		115%	7.7	8,021	8,291
			PACE,TROY	Yes	\$0	72	44	0	14	14		100%	6.9	10,546	10,901
			TIRADOR,DANIEL	Yes	\$0	100	44	28	14	14		90%	8.4	10,413	10,771
			VANESS,MICHAEL	Yes	\$200	100	44	28	14	14		110%	6.0	3,880	10,351
		Owner/Oper	ABER,ROBERT	No	\$0	72	44	0	14	14		100%	6.5	9,001	9,311
			CIESLINSKI,JOSEPH	Yes	\$0	72	44	0	14	14		95%	7.1	0	0
			LOPEZ,LUIS	Yes	\$0	100	44	28	14	14		80%	7.1	5,698	5,894
			FLOREZ,PAUL	Yes	\$0	100	30	20	10	10	30	75%	8.7	5,890	6,091
	SWECHR	Company	HINTZ,DONALD	Yes	\$400	94	30	16	10	10	28	100%	7.4	7,658	7,924
			JOHN LOUIS,CHERIE	Yes	\$0	95	30	20	10	10	28	85%	7.4	7,270	7,631

Summary

Terminal	Terminal Manager	Driver Count	Total Score	Incident Rate	DOT Inspections	HOS Compliance	Avg Driver Score	Linehaul Revenue	Average Revenue:Fuel per Tractor	Drivers Days Worked	Monthly Revenue Goal	Turnover Rate	Driver Headcount
BATLA	PITTMAN, SCOTT	38	3.3	7.0	4.0	6.0	5.0	1.0	1.0	6.0	1.0	4.0	1.0
	BAUGH, CHRISTOPHER	15	3.5	7.0	4.0	6.0	6.0	1.0	1.0	6.0	1.0	4.0	1.0
	HERRERA,MATTHEW	13	3.7	7.0	4.0	6.0	3.0	1.0	1.0	6.0	1.0	4.0	1.0
	KELLY,KENNETH	10	3.7	7.0	4.0	6.0	6.0	1.0	1.0	6.0	1.0	4.0	1.0
BEAU	TALLMADGE, JUSTIN	40	4.7	7.0	5.0	7.0	6.0	1.0	1.0	5.0	4.0	5.0	6.0
	CHACHERE,DAVID	10	4.7	7.0	5.0	7.0	6.0	1.0	1.0	5.0	4.0	5.0	6.0
	FONDREN,JORY	12	5.3	7.0	5.0	7.0	7.0	3.0	3.0	5.0	4.0	5.0	6.0
	NUNEZ,CLINE	10	4.4	7.0	5.0	7.0	4.0	1.0	1.0	5.0	4.0	5.0	6.0
	RIGGS,TAYLOR	12	4.9	7.0	5.0	7.0	6.0	2.0	1.0	5.0	4.0	5.0	6.0
CHA	PARKER, KAREN	19	3.7	7.0	7.0	7.0	6.0	1.0	1.0	6.0	1.0	4.0	1.0
CHATX	CROFT, ERIC	67	4.9	7.0	5.0	7.0	5.0	1.0	1.0	3.0	7.0	5.0	7.0
	GRAVES, MATTHEW	13	4.6	7.0	5.0	7.0	1.0	3.0	1.0	3.0	7.0	5.0	7.0
	MARTIN,SHERROLD	11	5.2	7.0	5.0	7.0	7.0	1.0	1.0	3.0	7.0	5.0	7.0
	ROBERTS, AUSTIN	15	4.6	7.0	5.0	7.0	3.0	1.0	1.0	3.0	7.0	5.0	7.0

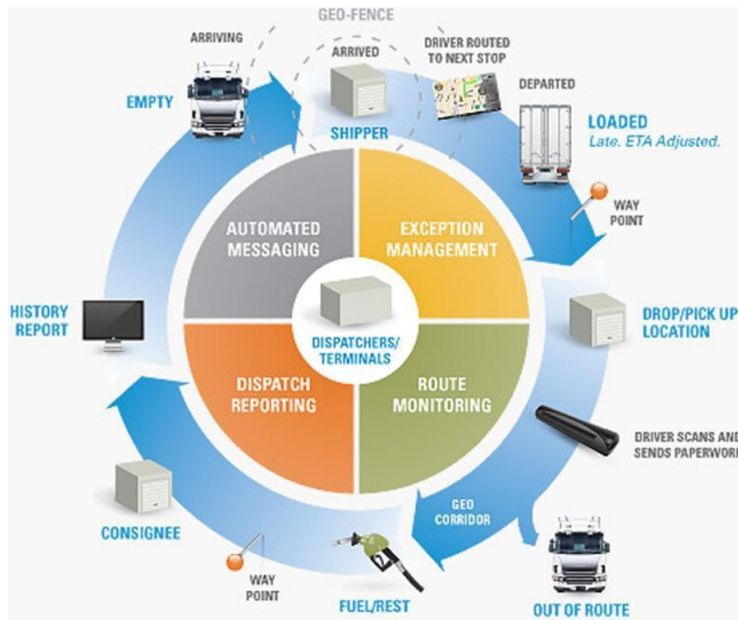


Leading Edge Technology

Unmatched Capabilities

Heniff has invested in leading edge technologies to create a competitive advantage. Few, if any, carriers of comparable size can match the Company's capabilities. Benefits include:

- Electronic dispatch
- Onboard computers and full eLog
- Onboard navigation and route management
- Near real-time trailer tracking
- Customized shipment notices based on geo-fencing
- Tractor/trailer matching mobile app
- Full EDI capability
- Automated invoicing



Fully Integrated with Customers

Heniff has integrated solutions providing customers with near real-time tracking information on shipments

- Technological integration drives both efficiency and customer satisfaction; added value quickly exceeds initial investment
- Heat mapped shipment status for every load in transit and trackable enroute
- Customizable views providing visibility on status and updates
- Mobile-supported shipment status – shareable with key stakeholders



Heniff was recognized by Trimble as the "Overall Combined Winner" at the 2018 In.Sight Ovation Awards. The In.Sight User Conference & Expo is a 4 day event that showcases products like intelligence, technology, electronics, motors, tools and machinery, transport and logistics

Track and Trace

All load feature live track and trace that take into account weather, traffic and HOS

The screenshot displays the HENIFF Freight Portal web interface and a mobile app view. The web interface shows a list of shipments with their status, location, and schedule. The mobile app view shows a detailed trip progress for a specific shipment.

Web Interface Shipment List:

Shipment ID	Stops	Location	Status	Scheduled Pickup	Scheduled Delivery
659520	1	PASADENA, TX	At Shipper	06/01/2017 17:00	
660316	1	WESTLAKE, LA	At Consignee	06/01/2017 18:00	06/01/2017 19:00
661521	1	JOLIET, IL	En Route	06/01/2017 18:00	06/03/2017 04:00
659519	1	HOUSTON, TX	In Transit	06/01/2017 15:33	06/01/2017 20:31
659521	1	HOUSTON, TX	In Transit	06/01/2017 15:33	06/01/2017 16:31
660983	1	HOUSTON, TX	In Transit	06/01/2017 17:32	

Mobile App View (Samsung):

4:28 PM
Messages
AA track.heniff.com

HENIFF

Shipment ID 980769
System ID ILF1K1VU
Tracking Method Integrated
Equipment Tanker
Total Weight 43,920 (lb.)
Total Length of Haul 1,050 (mi.)
Remaining Length of 769 (mi.)
Haul
System ETA 12/23/19 20:01 (CST)
Current Location Pevely, MO

Last position event received 23min ago
All times are 24 hr. format and local to the Stop

Trip Progress

In Transit to COVESTRO

26%

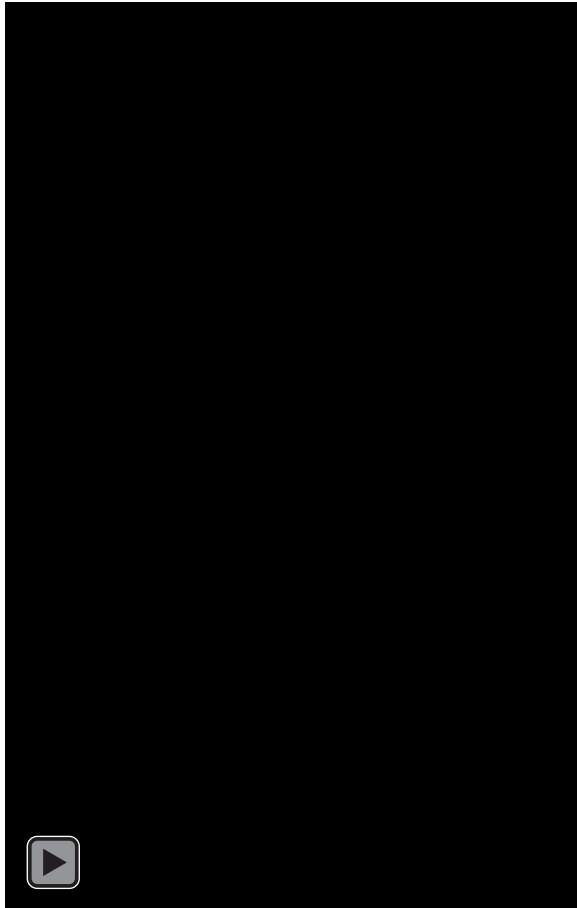
281 miles traveled 769 miles remaining

Map showing route from Kansas City to Pevely, MO.

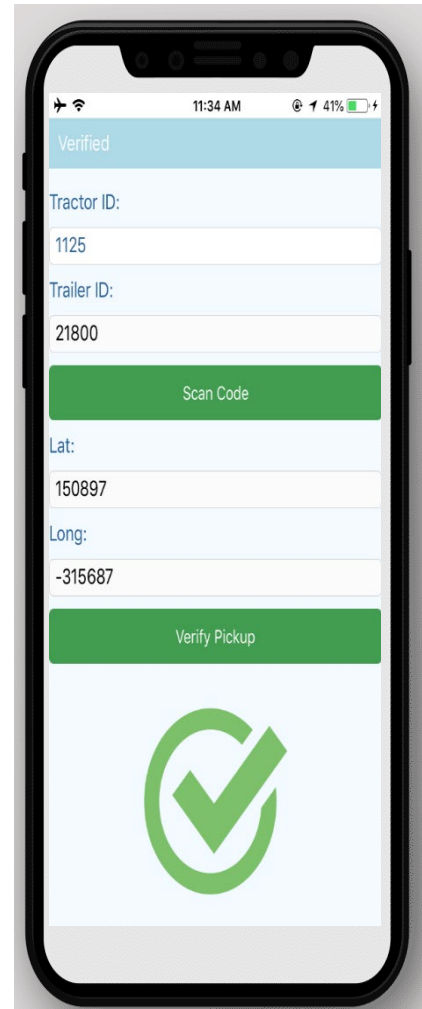
HENIFF
TRANSPORTATION SYSTEMS, LLC

Heniff Connect Video Demo – Trailer Check

Driving Safety and Compliance- Heniff has the ability to implement this custom solution to ensure the right trailer is picked up every time



- When the driver hits the 'Verify' button – all business checks are done in the background.
- If everything is a match – a large green checkbox is displayed, and if any errors are encountered a large 'X' is displayed with the error reasons.



Technology Advances to Improve Over the Road Safety

- Speed Gauge – Notifies Management if driver exceeds 5 MPH > speed Limit
- Hard Stops – Indication of Driver Behavior
- Combination of Hard Stops / Speed Violations are analyzed per mile driven leading to driver counseling, progressive discipline , possible dismissal
- Lane Departure Warnings – Audio Alerts in Cab of Truck
- Collision Mitigation – Stops truck in event of driver distractions
- Disc Brakes on Tractors – Standard ; Now Disc Brakes on Trailers – New
- For Liquid Tanker Trucks – Roll Stability Systems – Synchronized Braking – Prevents Roll Overs / Spills
- Trucks now have Adaptive Cruise Control
- On Board Computers in Truck Cabs – GPS with Turn by Turn Directions
- GPS Dash Board Visual of Road Maps and Haz Mat Routings Displayed
- Forward Facing Cameras record all events allowing for review with Driver
- Certain Carriers are using In Cab Cameras which can detect driver fatigue
- Journey Management – Provides driver info to plan his trip – less distractions
- On Board Computer negates cell phone usage / Distracted Driving