

### HOT-LINE FREIGHT SYSTEM, INC.

W2197 County Road B P.O. Box 205 West Salem, WI 54669 www.hotlinefreight.com

We welcome this opportunity to tell you a little bit about our company.

All carriers are not the same and we think it is important for you to understand who we are, what we do and the benefits you can realize by choosing Hotline as your transportation provider.

The commitment to you, our customer, is to build a solid long-term relationship by providing exceptional service that exceeds your expectations.

We offer next-day service to portions of Wisconsin, Minnesota, Northern Illinois, Iowa, Omaha, Nebraska, Northern Indiana, and Southwestern Michigan, including the Grand Rapids area.

Hotline is not just a regional LTL carrier. We also offer *Nationwide Volume LTL Direct Shipments* to <u>ALL POINTS</u> in the contiguous United States including our *Express "Hot Shot" Service*, which is a guaranteed service available 24 hours a day, 7 days/week anywhere within the 48 contiguous states.

We operate fourteen terminals with 200 employees, 100 late model tractors, and 200 - 53' air ride logistic trailers. Our 53-foot air ride vans are fully equipped with Logistics Technology to assure every shipment moves damage free. Our Claims Ratio is less than 0.001% and our on time delivery percentage is consistently above 99%.

We pride ourselves in maintaining a Satisfactory DOT rating, providing excellent preventative maintenance and driver safety programs.

We welcome your calls for pricing and service. All we ask is that you give us a chance to show you what we can do for you.

Our future depends on the commitments we make to our customers.

Sincerely, Hotline Freight System

Toll Free: 800-468-4686 Local: 608-486-1600

PO BOX 205 W2197 COUNTY ROAD B WEST SALEM, WI 54669 608-486-1608 FAX 608-486-1601

### **Brief History**

August 1988: American Freight closed their doors after unsuccessfully buying Smith Transfer, and merging the two companies. Both companies had revenues around \$300,000,000.

October 1988: Larry Johnson and Rob Burgmeier started Hot-Line Freight System, Inc. with a couple tractors, couple trailers and couple customers. Larry had the location in Onalaska, WI and Rob had the customer, Camcar/Textron in Decorah, IA. First year revenues were \$350,000 and 85% came from Camcar.

1988-1993: Opened terminals in Rockford, Milwaukee, Minneapolis, Green Bay and at the end of 1993 revenues were around \$2,000,000.

1994-2000: Open terminals in Dubuque, Des Moines, Mankato and Elkhart Revenues in 2000 exceeded \$7,000,000

2001-2005: Open terminal in Wausau and at the end of 2005 we out grew our Onalaska location, with revenues exceeding \$12,000,000

2006: Built new corporate headquarters 15 miles east of La Crosse, WI on I90. 21,000 square foot warehouse along with 8000 sq ft office space. Also built state of the art shop and started a repair business which now employees over 30 people. Both buildings sit on over 20 acres, with a scale, truck wash and 12,000 gallon fuel tank.

2010-2012: Opened terminals in Madison, WI, Albert Lea, MN, and Kalamazoo, MI.

2013: Sioux Falls, SD terminal opened September 16, 2013. Future terminal locations are Indianapolis and Bloomington, IL.

Revenues for both companies exceed \$25,000,000 for 2011



### LTL Regional Service Profile

A Satisfactory rating with the DOT

Direct Nationwide Service

Celebrating 25 years!

For Freight Quotes: E-mail: <a href="mailto:quote@hotlinefreight.com">quote@hotlinefreight.com</a>
To schedule pickups: <a href="mailto:service@hotlinefreight.com">service@hotlinefreight.com</a>

Caring for your freight since 1988

Or call 800-468-4686

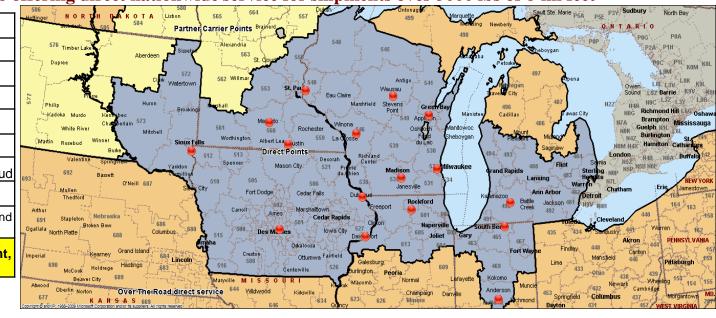
Quality Midwest Regional LTL Freight Carrier, delivering shipments: next day, same day, with guaranteed weekends, expedited and hot shots.

Also offering direct nationwide service for shipments over 5000 lbs or 5 lin feet

Regional LTL 3 digit zip codes								
WI	All zip codes							
IA	All zip codes							
IL	(600-608) (610-612)							
IN	(463-469) 462 - Indianpolis							
MI	(480-485) (488-495)							
MN	(550-555) (559-561) & St Cloud							
NE	680 - 681 Omaha							
SD	570 - 571 Sioux Falls, Mitchell and Watertown area							
See our web site for 5 digit, direct point								

http://www.hotlinefreight.com

zip codes



Service via Reliable Connecting Line (not direct)

Guaranteed, Nationwide service, is available for your Expedited and Hot Shot shipments, 24 hours a day, 7 days a week.

1 & 2 day points

Competitive pricing & flexibility in both pickups and deliveries

No break bulks mean faster service, no damages and cost savings to our customers
53 foot air ride trailers with load bars and straps to protect your shipments from damage
Rates on larger shipments based on mileage and floor space used moving outside of the Midwest
Dedicated Team Drivers, OTR Drivers, and Brokerage Authority covering the US and some Canadian points

Mission Statement: To exceed our customers expectations by providing excellent service, competitive pricing, and flexibility.



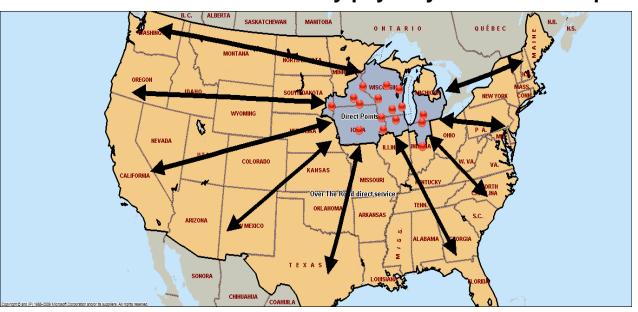
# Hot-Line Freight System Volume Service, for shipments up to 35,000lbs

Call Leah or Jenni at 800-468-4686

Caring for your freight since 1988

For Freight Quotes: E-mail: <a href="mailto:quote@hotlinefreight.com">quote@hotlinefreight.com</a>
To schedule pickups: service@hotlinefreight.com

# <u>Direct and Expedited Service to and from the Midwest.</u> You only pay only for the trailer space you use.



LTL Volume direct service when 4 or more spots are used, from the Midwest to all points in the United States.

$$MC = $400.00 + Fuel,$$

Expedited and Brokerage service available in Canada and the US









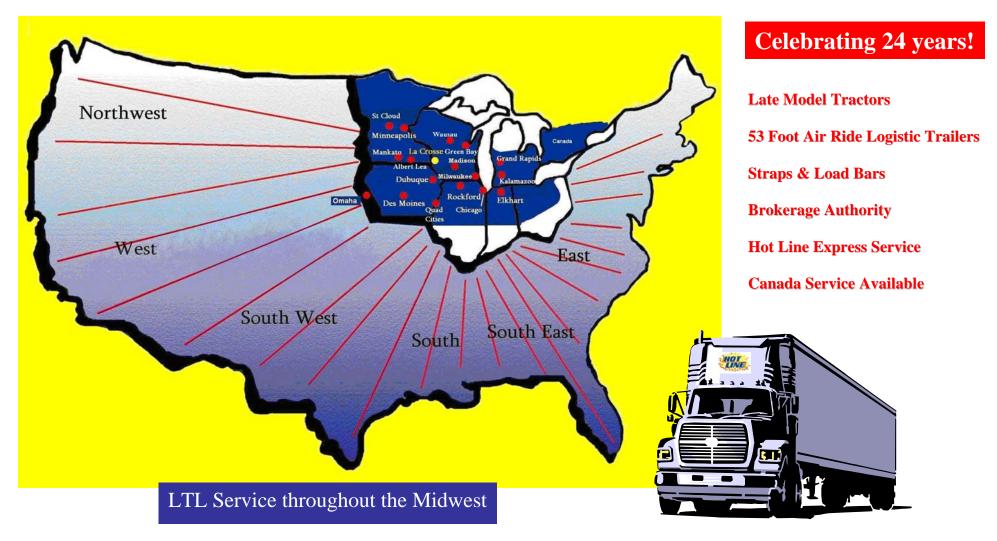
# Hot-Line Freight System, Inc.

(800)468-4686 toll free

(608)486-1600 local

(608)486-1630 fax

Call Jenni or Leah for a Volume or Expedited Rate. E-mail quote@hotlinefreight.com



Volume LTL Direct Shipments from the Midwest to all points throughout the United States
No break bulks means faster service and direct shipments means no damage!













### **Terminal Locations**

www.hotlinefreight.com

La Crosse Terminal

Corporate Office W2197 County Rd. B

P.O. Box 205

West Salem, WI. 54669

PH: 608-486-1600 FX: 608-486-1601



### Indianapolis Terminal

Cedrick Knight-Manager 2535 South Reavest DR. Indianapolis, IN, 46203

PH: 800-468-4686 FX: 317-782-0800 Cell: **608-304-0202** 

### **Dubuque Terminal**

Mike Cooley-Manager 1069 Badger Rd

Hazel Green, WI. 53811

PH: 800-468-4686 FX: 608-748-4498 Cell: 608-792-1705

### Milwaukee Terminal

Cory Harbaugh-Manager 6650 North Industrial Rd.

Milwaukee, WI. 53223

PH: 414-760-2187 Fax: 414-760-3220 Cell: 608-304-1481

### **Green Bay Terminal**

Brian Haemker-Manager 3185 Market Street

Green Bay, WI. 54304

PH: 800-468-4686 FX: 920-339-0227 Cell: 608-385-4904

### Sioux Falls Terminal

Dave Murphy-Manager 800 East Walnut

Sioux Falls, SD 57103

PH: 800-468-4686 FX: 605-271-7860 Cell: 608-799-8066

### **Ouad Cities Terminal**

Warren Harkey-Manager 520 S. Howell Street

Davenport, IA. 52802

PH: 800-468-4686 FX: 563-324-4683 Cell: 608-769-2824

### **Rockford Terminal**

Marlin Hirschuber-Manager 5155 8th Street

### Rockford, IL. 61109

PH: 815-874-9400 FAX: 815-874-9401 Cell: **608-304-1792** 

### **Madison Terminal**

Ricky Schmidt-Manager 3625 Lexington Ave.

### Madison, Wl. 53714

PH: 800-468-4686 FX: 608-223-9160 Cell: 608-658-1567

### **Chicago Terminal**

Michael Hagstrom-Manager 5000 Proviso DR. Unit 2 Melrose Park, IL 60163

PH: 800-468-4686 Cell: 608-852-4123

### Mishawaka Terminal

Denise Kelly-Kraus-Manager 2519 N. Home Street

Mishawaka, IN.46545

PH: 574-400-0696 FX: 574-255-3960 Cell: 608-304-1352

### **Des Moines Terminal**

Steve Anderson-Manager 4041 E. 14th Street

### Des Moines, IA. 50313

PH: 800-468-4686 FX: 515-264-4097 Cell: **515-868-1867** 

### Wausau Terminal

Pat McFaul-Manager 840 S. 62<sup>nd</sup> Ave.

### Wausau, Wl. 54401

PH: 800-468-4686 FX: 715-845-6090 Cell: 608-304-0606

### Minneapolis Terminal

Cheri Dolney-Manager 102 Packer Drive

### Roberts, WI. 54023

PH: 715-690-1960 FX: 715-760-3039 Cell: 608-799-3632

### **Mankato Terminal**

Ryan Patterson-Manager 1100 S. Victory Dr.

### Mankato, MN. 56001

PH: 800-468-4686 FX: 507-388-6770 Cell: 608-304-0337

### Kalamazoo Terminal

Denise Kelly-Krause-Manager 3665 Midlink Dr.

### Kalamazoo, Ml. 49048

PH: 574-400-0696 FX: 269-488-1585 Cell: 608-304-1352

### Albert Lea Terminal

Corey Farris-Manager 2316 Myers Rd.

### Albert Lea, MN. 56007

PH: 800-468-4686 FX: 507-320-7222 Cell: 608-304-1376

Rob BurgmeierPresident Cell# 608-304-0995 rob@hotlinefreight.com
Paul BurgmeierVice President Cell# 608-304-0558 paul@hotlinefeight.com
Receptionist  *Miranda OlsonCorporate Receptionist miranda@hotlinefreight.com Toll Free800-468-4686 Automated Service608-486-1608 Local608-486-1600 Local Fax
Volume Fax
ltl@hotlinefreight.com
*Mike NothOperations Manager LTL Cell# 608-304-0673 *Bobbi WhiteLTL Assistant
Volume Division All Points Nationwide otr@hotlinefreight.com
*Leah KaschVolume Division Manager Cell # 608-852-4124 *Ashley AndersonCustomer Service
OTR Backhaul Coordinators otr@hotlinefreight.com
*Rick KollerBackhauls  *Jenni McLarenLogistics  *Tonya RuskOTR Assistant
Customer Service service@hotlinefreight.com
*Meghan ArentzCustomer Service Manager *Leanne HertzfeldtCustomer Service *Amy LippeCustomer Service
Quotes / Rates quotes@hotlinefreight.com
*Darla OlsonTraffic Manager  *Jenni McLarenQuotes  *Sue CrawleyQuotes  *Leah KaschQuotes
Accounts Receivable a/r@hotlinefreight.com



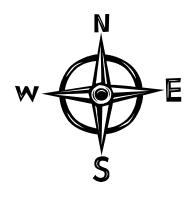
Hot-Line Freight Systems, Inc. W2197 County Road B West Salem, WI 54669-0205

### Sales Representatives salesteam@hotlinefreight.com

*Dale BakerV.P. Sales Cell# 507-312-0241								
*Jodie StellernD Cell# 608-853-0560	irector of Sales	/Marketing (ROF)						
*Carmen Thompson Cell# 608-304-0018	IN/IL/MI/CO	(MIS)						
*Steve Anderson Cell# 515-868-1867	IA/NE	(DMS)						
*Cory Harbaugh Cell# 608-304-1481	WI	(MLW)						
*Brian Haemker Cell# 608-385-4904	WI	(GBY)						
*Pat McFaul Cell# 608-304-0606	WI	(WAU)						
*Chuck Thieme Cell# 309-738-4876	IL	(ROF)						
*Connie Dyer Cell# 608-304-0818	IA	(QUAD)						
*Jacki Shaffer Cell# 608-518-0754	IA	(QUAD)						
*John Aslin Cell# 920-969-1696	WI	(GBY)						
*Michael Hagstrom Cell# 608-852-4123	IL	(CHI)						

Each individuals email address is: <u>"first name"@hotlinefreight.com</u>

\*Kendra Stephenson.....Accts Receivable



## **Hot-Line Logistics**

Why waste time calling transportation companies and warehouses across the country when you want to get your freight moved?

Hot-Line Logistics, LLC is a logistics provider and freight management company, connected to thousands of transportation providers across the United States. We can take care of all your freight and transportation needs quickly and efficiently.

Whether you're looking at an expedited freight move, TL or LTL move, whether you need a flatbed, reefer or van trailer – we do the leg work and follow through on every shipment.

With Hot-Line Logistics, your company can benefit from a freight management program that offers:

- \*Competitive freight rates
- \*Extensive network of experienced and qualified drivers
- \*Expert management of a huge carrier network
- \*Accurate and consolidated billing
- \*Customized Reports and Tracking information.

Give Jenni McLaren a call for any size shipment!

608-486-1600 x239

# CAGO and DUBUQUE

# Via C-D-M-T

Door-to-Door Delivery Freight Fast

Connections with

Today fourteen units are operating—and we take this opportunity of publically expressing our sincere thanks to those who operating three round trips a week between Dubuque and Chicago. This mode of transportation became popular over night. Unit after unit was added as business called for dally and overnight service, Six years ago we started with one truck have made our success possible,

loading Co., Aome Fast Freight and other forwarding companies in Chicago, on both in-and-out freight to all parts of the United the National Car-States were established. The Chicago-Dubuque Motor Transportation Co, is strictly a Dubuque institution, organized by A. A. Burgmeier and E. Grassel, All of its employes live in Du-

buque. The payroll exceeds \$20,000 a year. All equipment and supplies that can be purchased in Dubuque are bought here; the company is a real asset to Dubuque business. Free plok-up and door-to-door delivery makes C-D-M-T service unequalled for spend, reliability, convenience, and econ-

Chicago.Dubuque Motor Transportation Co.

DUBUQUE

PHONE 384

260 IOWA STREET



December 15, 2008

Mr. Rob Burgmeier Hot Line Freight System, INC. N5538 Abbey Road Onalaska, WI 54650

Rob,

We would like to take this time to personally thank you for the transportation services provided to Harley-Davidson this past year. Through teamwork and dedication, you and your team were able to help make this another successful year for Harley-Davidson Motor Co. We look forward to working with your Hot Line Freight System team in the years to come. Please accept this calendar as an appreciation from the Harley-Davidson Powertrain Transportation Team.

Sincerely

Dirk Wilken

Transportation / Materials Team Leader

Patti Beck

Transportation Analyst / Capitol Dr.

Jerry Rathsack

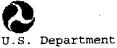
Transportation Planner / Pilgrim Rd.

Fred Galante

Transportation Workgroup Advisor

Kevin LaTour

Transportation Planner / Capitol Dr.



of Transportation

Federal Motor Carrier Safety Administration

ROBERT BURGMEIER PRESIDENT HOT LINE FREIGHT SYSTEM INC W2197 CTY ROAD B WEST SALEM, WI 54669 1200 New Jersey Ave., S.E. Washington, DC 20590

July 22, 2010

In reply refer to: Your USDOT No.: 329494 Review No.: 810491/CR

Dear ROBERT BURGMEIER:

The motor carrier safety rating for your company is:

### SATISFACTORY

This SATISFACTORY rating is the result of a review and evaluation of your safety fitness completed on July 20, 2010. A SATISFACTORY rating indicates that your company has adequate safety management controls in place to meet the safety fitness standard prescribed in 49 C.F.R. 385.5.

Please assure yourself that any specific deficiencies identified in the review report have been corrected. We appreciate your efforts toward promoting motor carrier safety throughout your company. If you have questions or require further information, please contact:

U.S. DEPARTMENT OF TRANSPORTATION FEDERAL MOTOR CARRIER SAFETY ADMINISTRATION 1 POINT PLACE, SUITE 101 MADISON, WI 535282809 Telephone No.: 608-662-2010

John Van Steenburg

Director, Office of Enforcement and

HVa Buchany

Compliance



### **CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY) 3/25/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s)

C	ertificate noider in lieu of such endors	seme	ent(s)	•							
PRODUCER HNI Risk Services						CONTACT NAME:					
PO Box 510187					PHONE (A/C, No, Ext): 262-782-3940 FAX (A/C, No): 262-782-4198						
	1 0 000 310107				E-MAIL ADDRESS: certs@hni.com						
	New Berlin		WI	E21E1				RDING COVERAGE		NAIC #	
	New Defill	WI 53151		33131	INSURER A: Great West Casualty Company			Company		11371	
INSURED						INSURER B:					
	Hot-Line Freight System, Inc.				INSURER C:						
	W2197 County Road B				INSURER D:						
	•				INSURER E :						
	West Salem		WI	54669	INSURER F:						
CO	VERAGES CER	TIFIC	CATE	NUMBER:	REVISION NUMBER:						
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	ERTIFICATE MAY BE ISSUED OR MAY KCLUSIONS AND CONDITIONS OF SUCH		,					D HEREIN IS SUBJECT TO	ALL	THE TERMS,	
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								GENERAL AGGREGATE \$			
	GEN'L AGGREGATE LIMIT APPLIES PER:							PRODUCTS - COMP/OP AGG \$			
	POLICY PRO- JECT LOC							\$			
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	AUTOS AUTOS NON-OWNED AUTOS							PROPERTY DAMAGE			
	Except Private							(Per accident)			
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CERTIFICATE HOLDER CANCELLATION											
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Sample					SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.						
					AUTHORIZED REPRESENTATIVE						

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