

Trimac Transportation



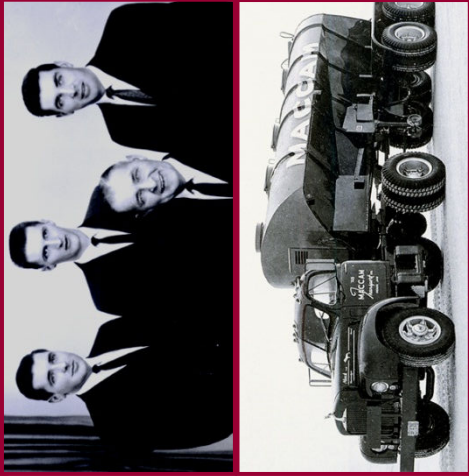
THE Difference

- > **Vision**
- > **Experience**
- > **People**
- > **Product Line Specialists**

Create value for our shareholders by delivering value to our customers safely.

65 Years of Commitment & Success

Founded by
Jack W. McCaig



Public Company
17% IRR



Privatized



Income
Fund



1945

1971

2000

2005



Specialized Business – Bulk Transportation



Petroleum B-Train



Coal B-Train



Chem/Petro Combo



Washracks/Shops



Transload



Woodchip Tipper



Canada's Largest Bulk Carrier



1600
Employees*



1100
Tractors*
2400
Trailers



45
Terminals



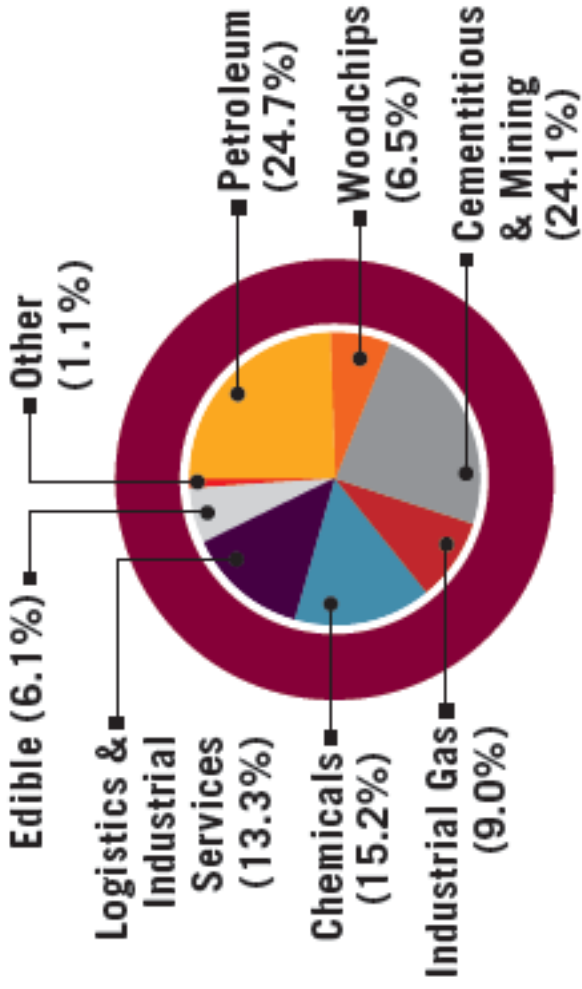
3 Tank Wash
17 Shop Facilities

* Includes independent contractors

- Only National Bulk Carrier
- Recognized brand



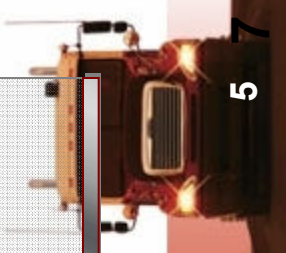
Industry & Product Diversification



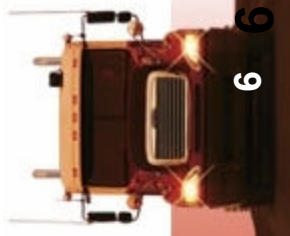
Revenues in All Major Economic Sectors

Agriculture
Automotive
Chemical
Construction
Food
Forest products
Manufacturing
Mining
Oil & gas

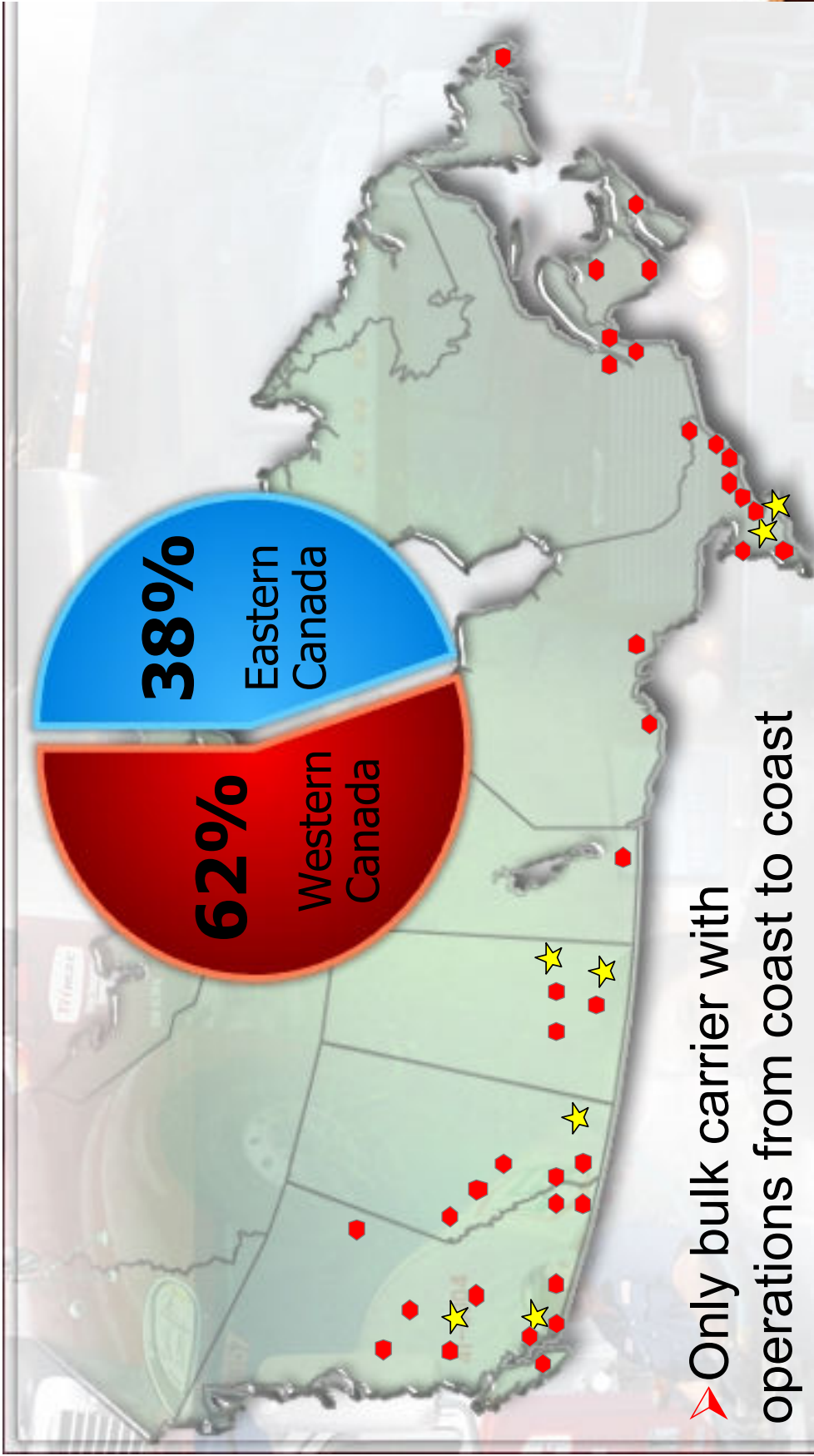
> 200 Products Hauled



Blue-Chip Customers



Geographic Diversification



▶ Only bulk carrier with operations from coast to coast



Trimac's customers in Calgary represent a broad base of industries

- Industrial and residential construction
- Large infrastructure projects
- Edible
- Chemical
- Oil & gas
- Petroleum
- Forestry
- Agriculture
- Mining



Advantages of Calgary

- Large educated population
- Improving infrastructure with CANAMEX highway and ring roads in Calgary & Edmonton
- Gateway corridor to goods moving north/south or east/west
- 3rd largest concentration of corporate offices in Canada
- Significant consumer wealth and spending



Current Trends

- Technology improvements to increase payloads for shipments
- Green technology changing landscape
- Increased 2-way hauling through specialized trailers
- Transportation companies looking to relocate closer to major road systems
- Rail/truck efficiencies



Key Issue

- Driver shortage
 - Rapidly aging driver workforce
 - Previous work
 - Educational attainment
 - Gender
- Issue is more than a trucking industry issue

