

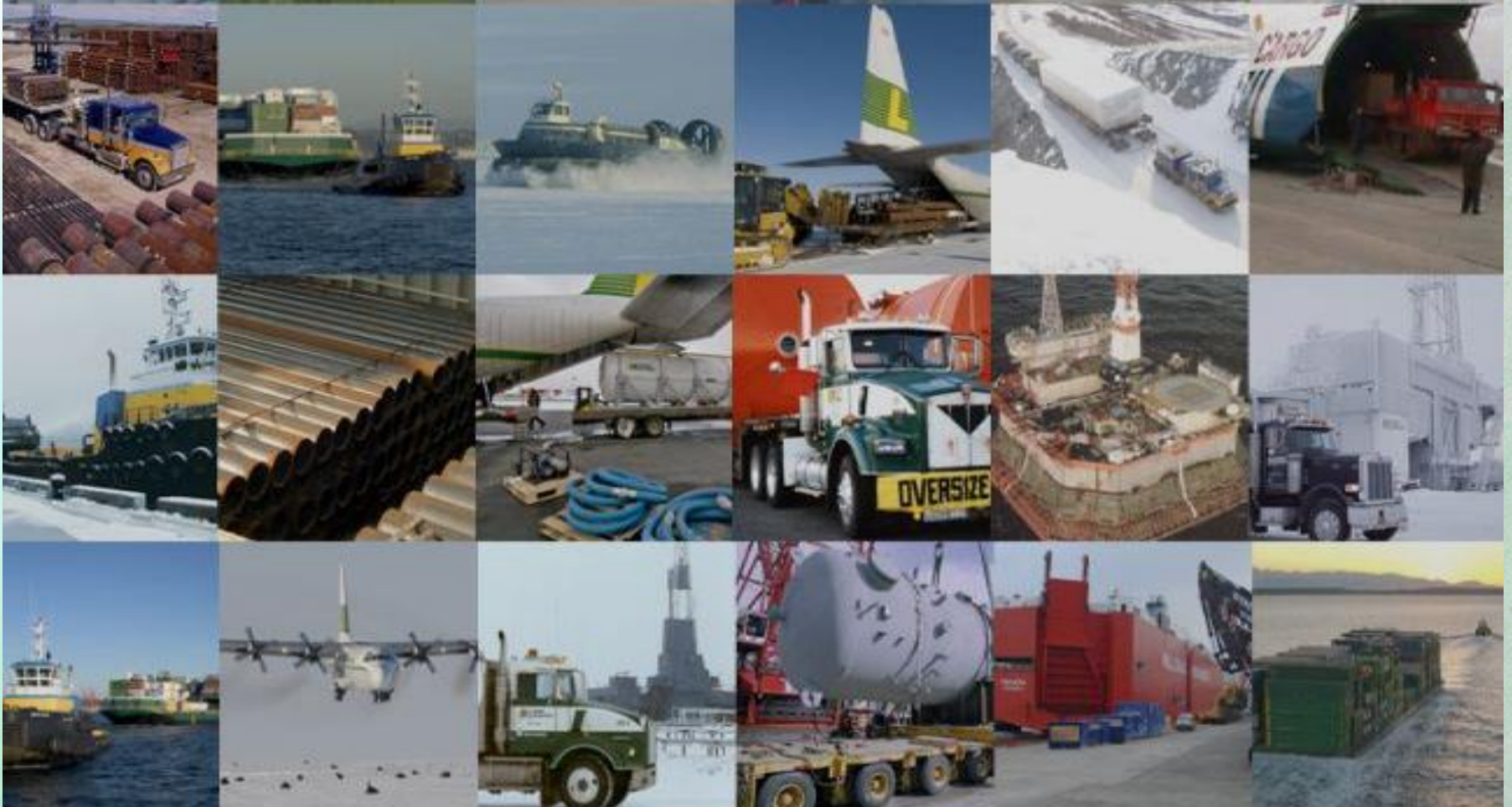
# Northern Transportation Challenges



**Lynden began in 1906**



**First scheduled truck service  
over the ALCAN Highway in 1954**



**A family of companies serves customer's multi-modal transportation needs**





# **L** LYNDEN

 **ALASKA WEST  
EXPRESS**



The Lynden Family of Companies



**LYNDEN**

**LYNDEN  
AIR CARGO**



The Lynden Family of Companies







**ALASKA  
MARINE LINES**



# LYNDEN

 **LYNDEN  
INTERNATIONAL**



The Lynden Family of Companies 



**ALASKA  
HOVERCRAFT**



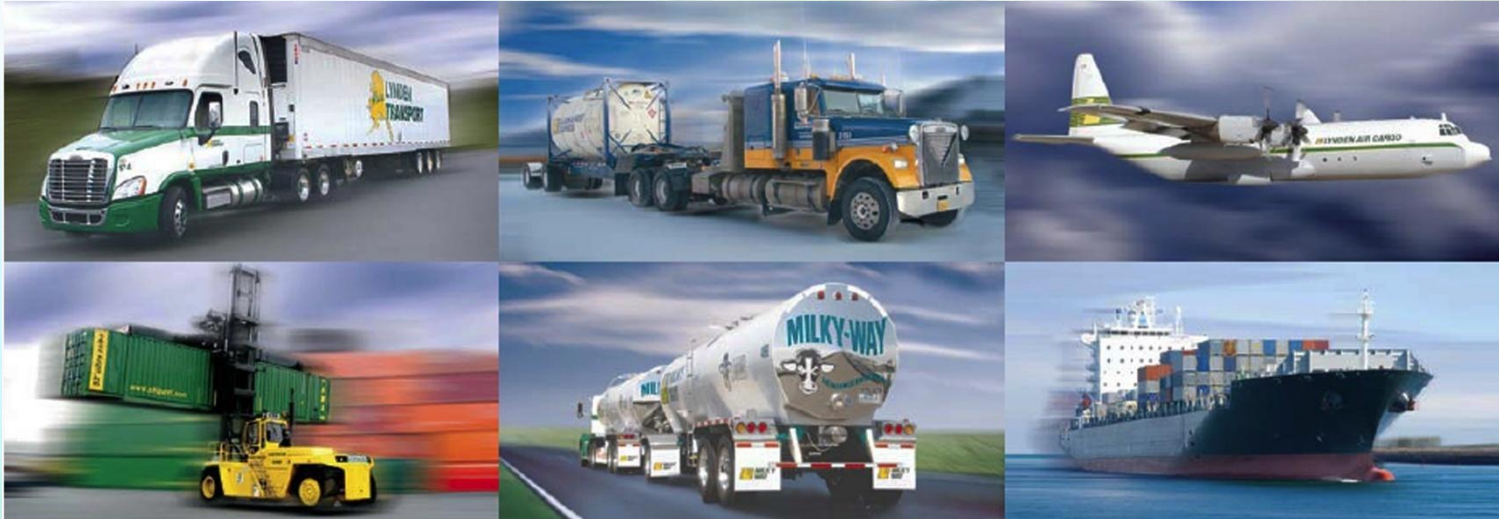


## **BERING MARINE CORPORATION**



## **KNIK CONSTRUCTION**



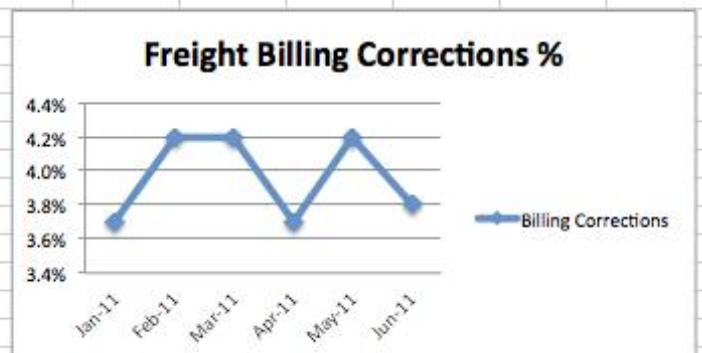
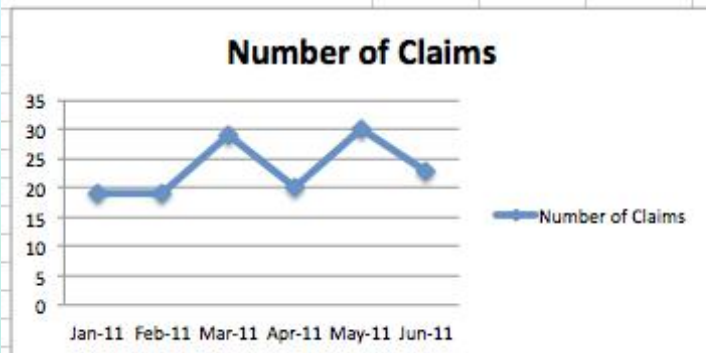
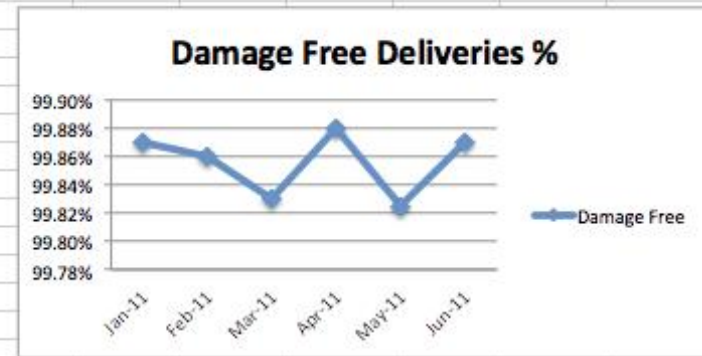


**What do northern  
transportation shippers  
want?**



# **What do northern transportation shippers want?**

- Reliable, on time delivery
- Damage free
- Door to door service
- Supply chain integration
- Information services
- Safety

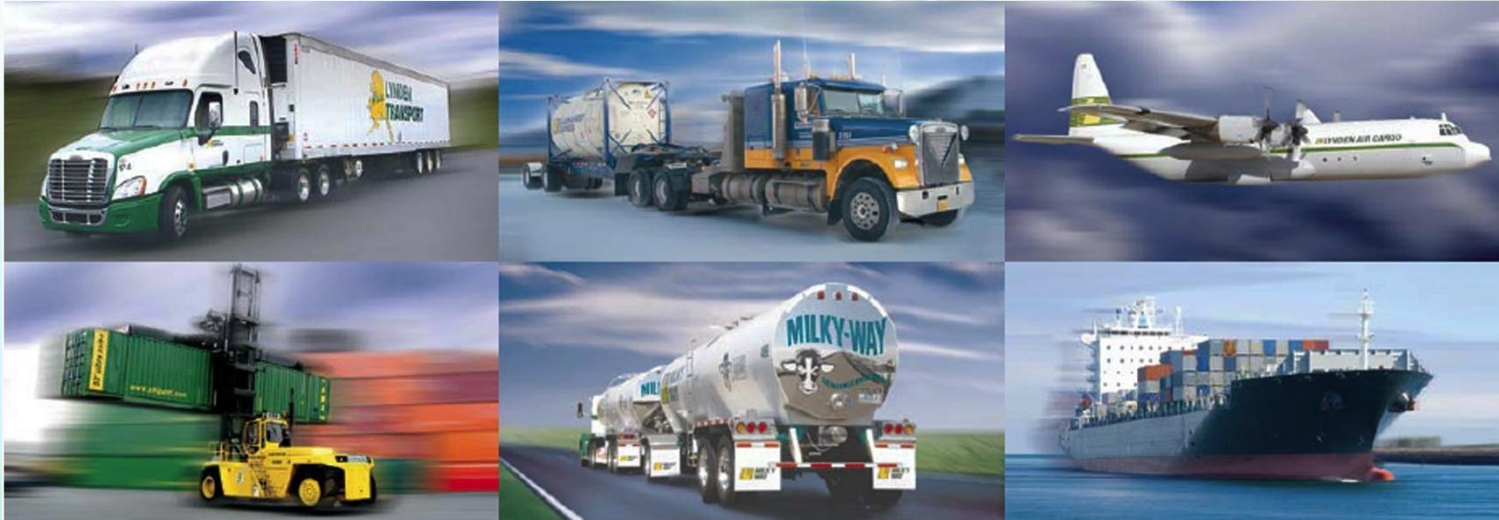


**What do Northern Transportation customers want?**

**The same thing other shippers wants:**

## **What do northern transportation shippers want? Plus....**

- Remote, challenging terrain
- Customized assets
- Optimization and alternatives
  - Routing
  - Mode
  - Size and weight envelope



## **How do we combat high cost?**

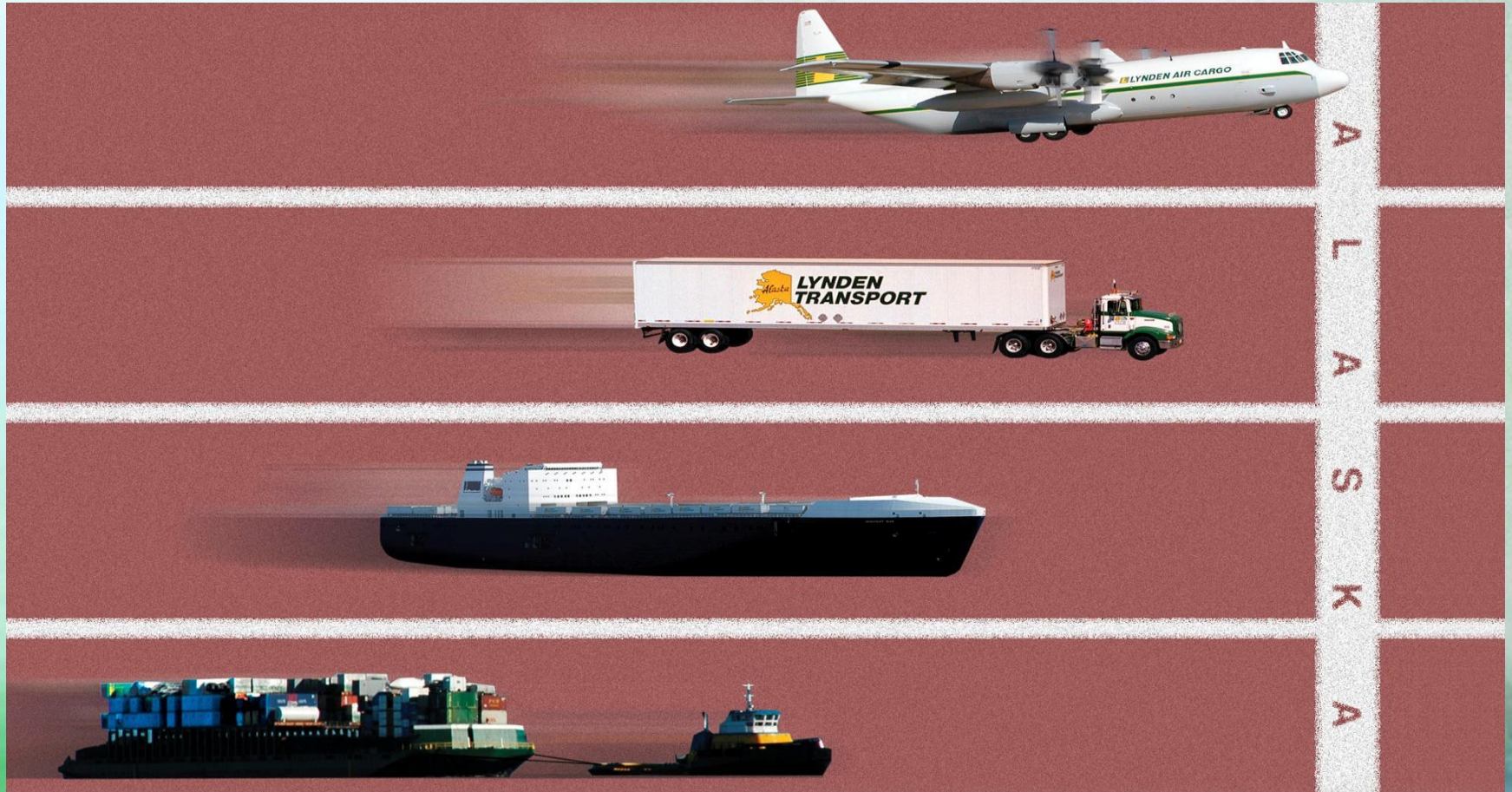
## High cost factors

- Utilization of resources
- Labor and fuel cost
- Weather and terrain factors
- Risk
- Economies of scale
- One way transport

# Combating High Cost

- Objective: be the best
  - world class processes, information systems
  - metrics, make visible
  - benchmark

## Combating High Cost Cost of service / level of service



# Combating High Cost Shipment size / payload





# Combating High Cost Shipment size / payload



# Combating High Cost Shipment size / payload



# Combating High Cost Shipment size / payload



# Combating High Cost Shipment size: government and industry cooperation



# Combating High Cost Innovation



# Combating High Cost Innovation



# Combating High Cost Innovation

