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Website

www.gptransco.com

Working With GP Transco

Telephone

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3200 Channahon Rd, Joliet, IL 60436





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**RETHINK
WHAT YOU
KNOW
ABOUT
TRUCKING**

Motto





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Through collaboration, integrity, and continuous innovation, our mission is to provide outstanding logistics services in a safe and efficient manner while being a leading workplace in our industry.

Mission
Statement





Our Values

Safety

Always put safety in the forefront of our operation.

Innovation & Teamwork

Maintain a work environment that encourages innovation, teamwork, and brings out the best in our staff.

Outstanding Staff

Employ the absolute best-qualified office staff, drivers, and maintenance professionals.

Technology

Invest in and develop the best technology possible.

Transparency

Remain transparent with our stakeholders.

Positivity

Highlight the trucking industry in a positive and modern light.

High Standards

Elevate the industry by not settling for “standard” or outdated trucking business practices.

Environmental Care

Continuously explore ways to reduce and/or eliminate our emissions and impact on the environment.



Our History





Our Fleet

550 Trucks

We operate over 550 top-of-the-line semi trucks, running in all lower 48 states.

900 Trailers

Our truck-to-trailer ratio allows us to provide an unparalleled level of service to our customers.

Dry Van Freight

We specialize in dry van freight and offer our customers an extensive list of features to help them move their freight.

Contracted Freight

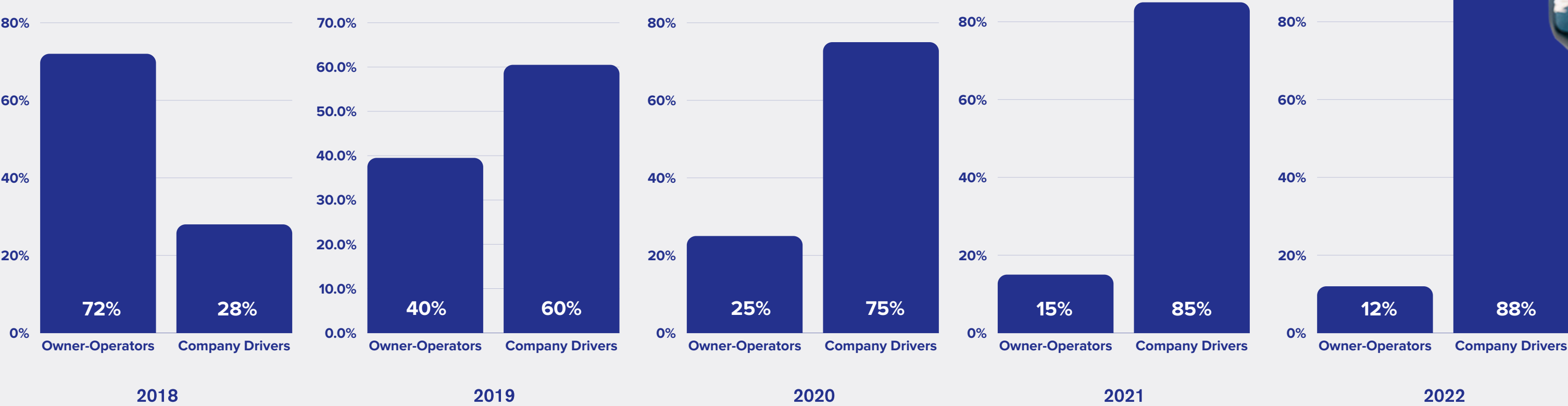
Over half of our freight comes from contracted customers, giving the company stability regardless of the spot market conditions.

Priorities & Progress

Transition to Asset-Based Operations

One of the most important transitions that we have gone through in the past 6 years is moving to an asset-based fleet – this means that most of the assets (trucks and trailers) are owned by us and are driven by W2 company-drivers. This contrasts with owner-operators: truck drivers who own their own trucks and drive under our authority as independent contractors. This allows us to provide an outstanding level of transportation and logistics services, which feeds into an increase in contracted freight and long-term contracts with major customers, and provides a high level of operational control and stability.

Fleet Composition: 3-Year Progress



Transition to Contracted Freight

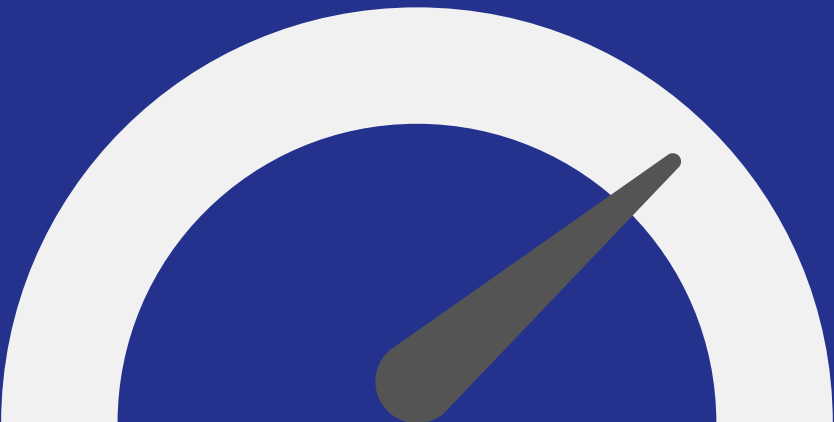
Although we were concentrated on spot market freight in the early years, today, over 50% of freight transported by GP Transco is for contracted customers. This brings a tremendous level of consistency, stability, and predictability to the business. Our current goal is to increase contracted freight to 75% of all operations by the end of 2024. Having a quarter of the freight come from the spot market provides flexibility – it allows us to tap into the market when freight rates are high, and move away from it when rates are low.

Our Freight Composition: Spot-market vs. Contracted



Goal:

Have 75% of all freight transported by GP Transco come from contracted customers by the end of 2024





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GP Transco Drivers





Being selective
about:

Drivers

Office Staff

Technology

Partnerships

The Environment

Being
Selective

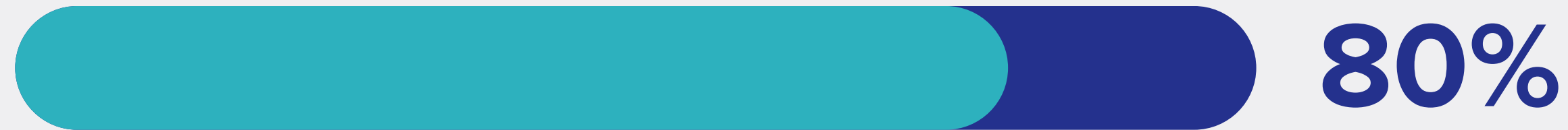




Happy Drivers = Safer Drivers

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GP Transco: Overall Driver Satisfaction:*



Industry Average: Overall Driver Satisfaction:*



**Driver
Satisfaction**

*Data is based on comparing results from a nation-wide study by the Commercial Carrier Journal (CCJ) and an identical, anonymously-conducted GP Transco fleet-wide driver study.





Driver Selection

- Safety record
- Driving experience
- Overall professionalism
- Extensive road tests
- Extensive background checks

Current average GP Transco driver experience:

13+ Years

Driver
Selection





Driver Selection

- We are one of the most selective carriers in the US
- Most driver applicants are disqualified by our recruiting team
- Only about 2% of applicants are hired

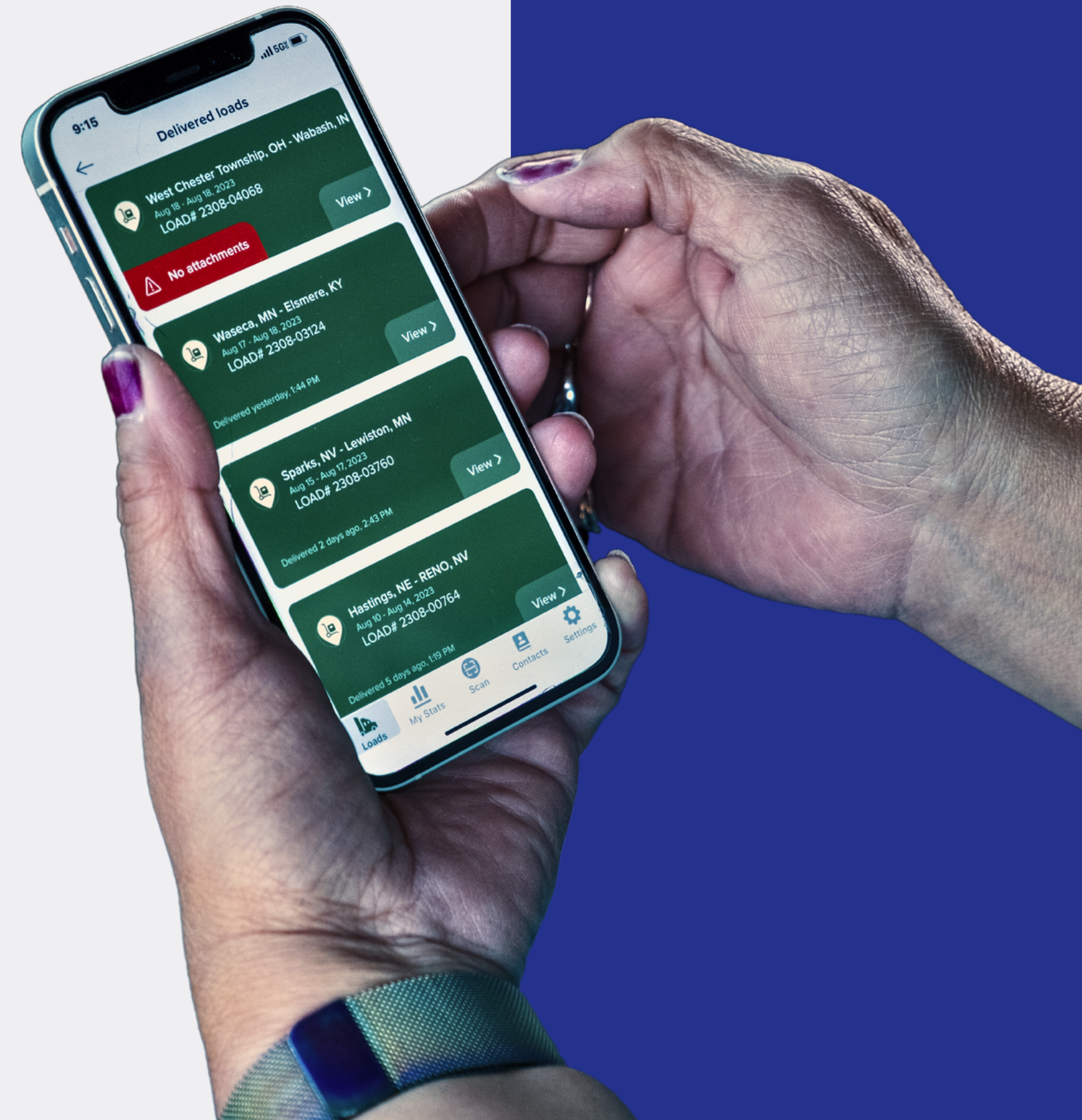
27,000

Driver applications come into GP Transco each year



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GP Transco Technology



Technology

Since our early days, it was clear to the founders that technology would play a key role in differentiating GP Transco from hundreds of thousands of competitors. When we first started over 15 years ago, the industry still relied heavily on paper transactions and other antiquated methods of operations.

Our founders came to the industry with different career backgrounds, having worked in industries that relied heavily on investing in modern technology. Trucking companies tend to be run by people who have not worked outside of the transportation industry, which can often blind them to adopting innovations that are considered standard in most other industries. One of the main reasons that Gedas and Dominic decided to enter the trucking industry was the fact that they saw an opportunity to apply their prior experience with technology and a modern management style.

Some of the standard concepts in the Aviation, Finance, Software and IT industries seemed very innovative and advanced when compared to the trucking industry. There was no reason why a trucking company shouldn't be operating like the companies in the most innovative industries in the world, and GP Transco quickly understood that technology had important effects on business operations.

Technological development and infrastructure also affect a company's culture, efficiency, and aids in attracting more new talent to an industry that does not necessarily have the best reputation and prestige. Our ability to develop our own transportation management system (TMS) in-house also positively affects our ability to communicate with our drivers and customers. It allows us to quickly adapt to market changes or solve challenges before they become problems. It is important to have a head start when it comes to innovative technology – investing for the future today instead of playing catch-up and adapting when it is too late.

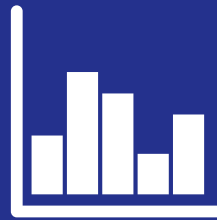


Unique Features

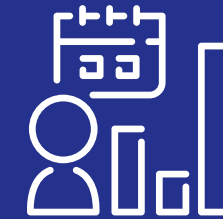
[Learn More](#)



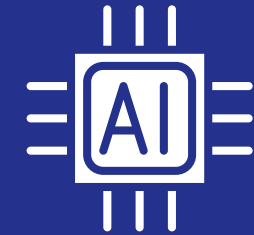
Automatic Load Status
Updates



Historical Load Data



Driver Activity Reports



Fleet Safety AI



Truck Safety Features



GPS Tracking on Trucks and
Trailers



Customer
Active Loads Map



Outstanding Drivers



Route Optimization



One-Point Contact for
Customers



Load Planning in
Advance



Sitting Truck Alerts

Selective Partnership with Vendors

Without question, the safety of our truck drivers as well as the motoring public is our number one priority. For that reason, we have continuously invested in highly experienced safety staff, advanced safety technologies, and extensive training for our drivers. Even though we develop our own IT products, it is not part of our core business. We understand that the pace of technology, complexity, and investment required in developing products in certain areas like accounting, sales, or telemetry does not have ROI and it can be a huge distraction from our main business of transporting freight.

For this reason, we must work with other products. We are extremely selective of our vendors and only choose the companies that we feel will be able to stay ahead and maintain the pace of change. We put heavy emphasis on a modern user interface and the ability to integrate the product into our cloud-based infrastructure when shopping for new solutions. For example, about 5 years ago we took a risk and became early adaptors of technology startups like Samsara, which turned out to be the leading company in fleet tracking and management products. As a result, our safety scores have been well within FMSCA guidelines. You will learn more about our safety initiatives in the Team Highlights section near the end of this report.



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Software: OpenRoad TMS

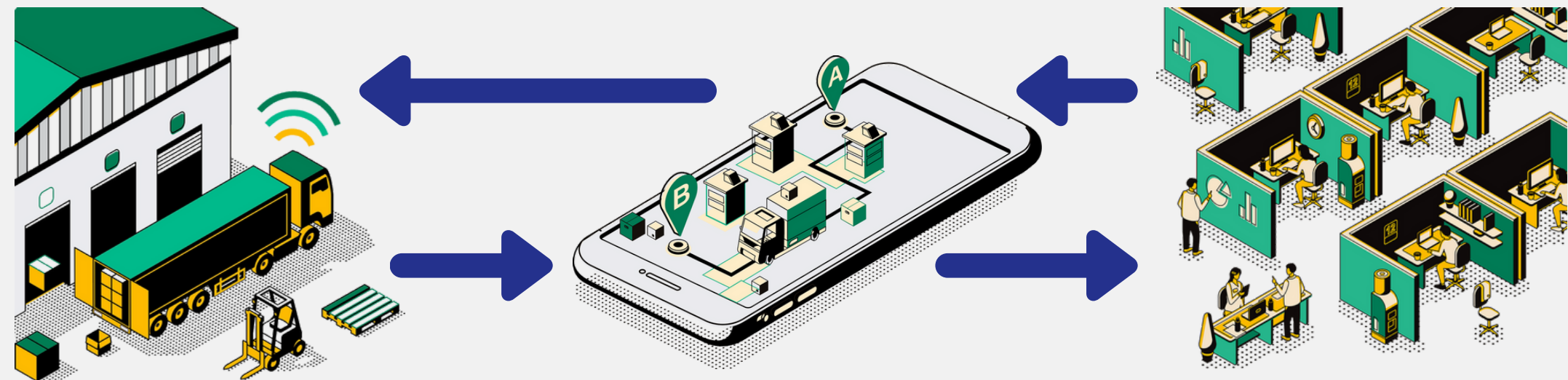
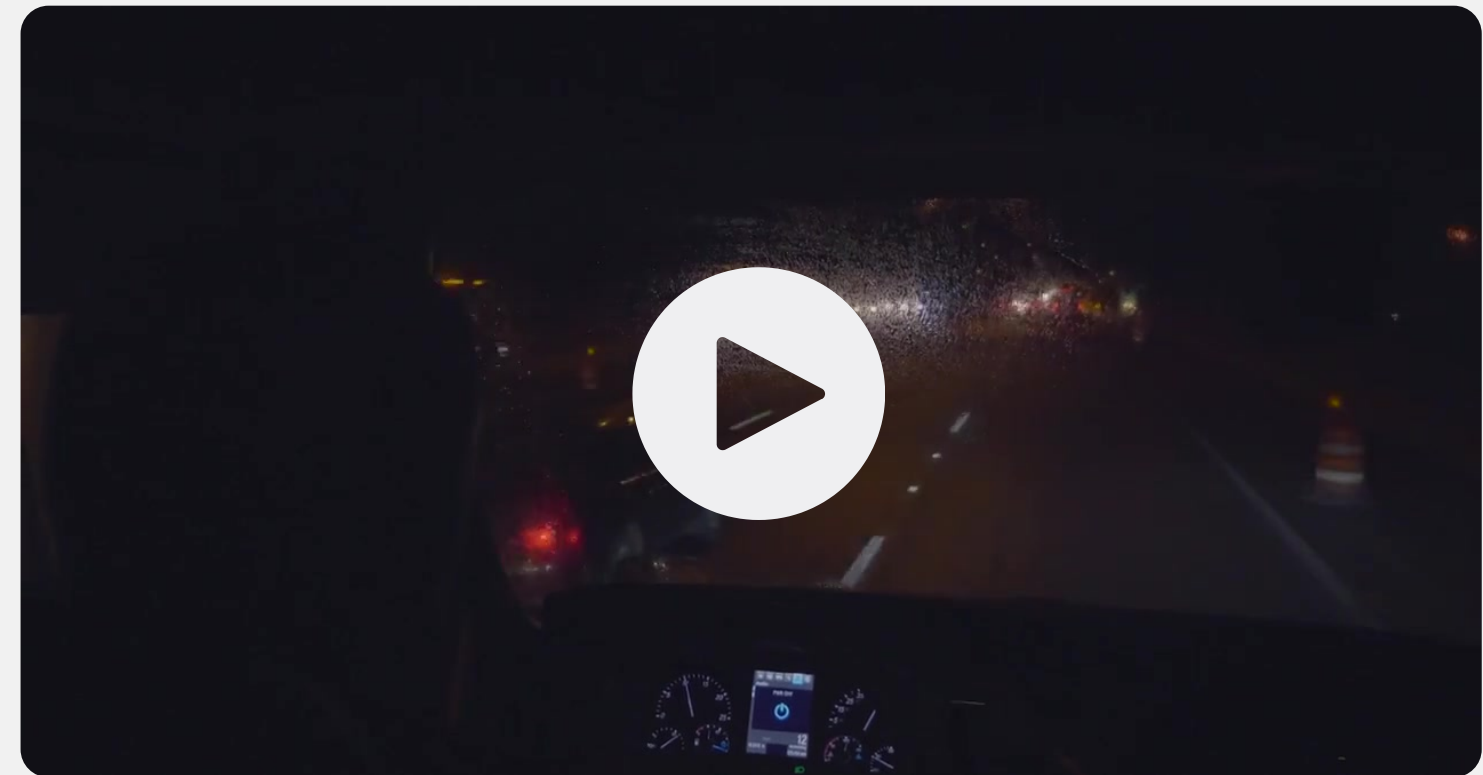
Even in our early days, we knew that an off-the-shelf transportation management system (TMS) would not meet the demanding needs of our customers, employees, and management. That is why in 2013 we decided to build a custom, cloud and web-based TMS from scratch. Having our own TMS provides us with unparalleled flexibility to meet any business challenge that may come our way and provides a unique situational awareness – this is one of the main things that differentiates GP Transco from other carriers.

We have a single, secure place where all our customer, load, driver, truck and trailer information is stored and easily accessed, housed in a highly secure manner. From load entry to billing, the life cycle of a load is easily tracked by employees and customers alike. Customers see their loads in real-time and are provided with up to the minute updates as the load progresses from shipper to receiver. In the event of any delays due to adverse weather, mechanical breakdowns, or any other unexpected issues, customers are automatically notified so that they can plan for adjustments on their end.

As soon as a load is delivered, the customer receives a notification, a copy of a proof of delivery (POD) and is invoiced within minutes (with many carriers it takes days to invoice a customer). This allows us to minimize the delivered-to-billed time to minutes and start the accounts receivable (AR) clock with essentially zero delay.

Our drivers access their load information through an in-house developed mobile app, which makes the process of accepting a load and getting on their way extremely efficient. Our office staff can manage our fleet efficiently due the high-level of visibility throughout the application. Easy to use dashboards immediately point out trouble spots in the entire system, which can then be drilled down to a detailed level to see what the underlying issue is.

Fleet managers can efficiently allocate capacity to customers based on truck distance from shipper, driver availability, driver time and preference, available hours of service, etc. Fleet Managers are assisted by algorithms to ensure the most optimal decision is made. As a result, we are able to minimize the number of trucks that are waiting for a load, and make sure our trucks get to their destination in the most efficient and safe manner possible.



Hardware: Freightliner Cascadia

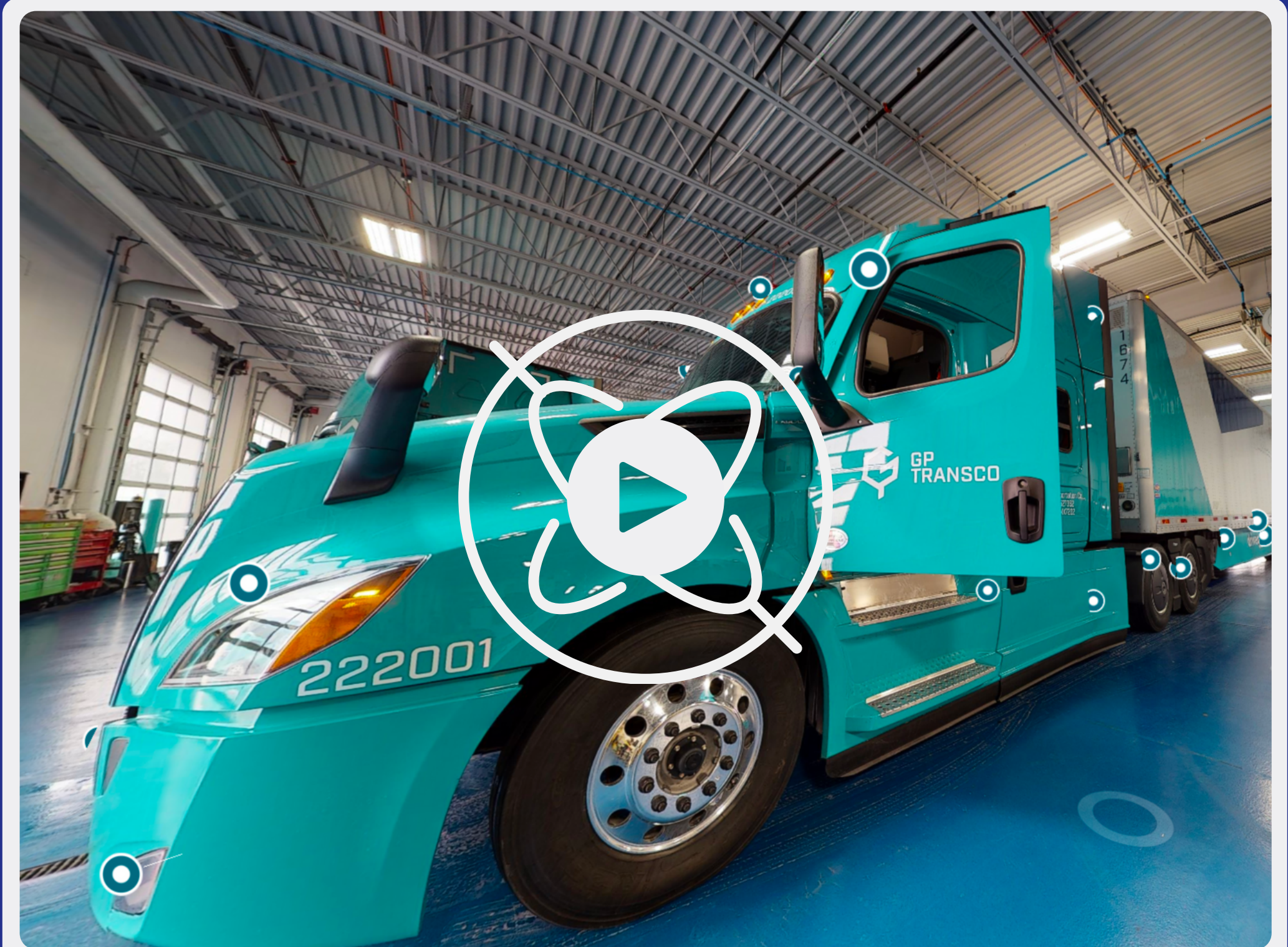
The Cascadia® is the most advanced on-highway truck Freightliner has ever offered. Advanced aerodynamics help it slice through the air and boost fuel efficiency. Smart exterior design improves basic vehicle servicing, increasing uptime. Safety features such as collision mitigation and lane departure assist are in place to make sure our drivers are always safe out on the road.

During an average week, between driving, doing paperwork, eating, taking breaks, exercising and sleeping, drivers can spend more than 100 hours in the cab. The optimized Freightliner interior of the Cascadia® was designed for drivers with this in mind.

The Detroit® Integrated Powertrain (IDP) is specifically designed, engineered and assembled in Detroit to work together as a single unit for optimal drivetrain efficiency, helping to maximize your bottom line results. IDP integrates the most fuel efficient DD15® and DD13® engines ever designed with the technologically advanced DT12® On-Highway Series transmissions and specifically engineered Detroit steer and high-speed ratio tandem axles for optimal, efficient performance.

The Detroit Connect® suite of connected vehicle services is like inviting a business analyst, service technician and experienced consultant into your Cascadia to monitor performance data and empower your business decisions.

These advanced machines allow GP Transco drivers to deliver freight at an on-time rate of over 99% while minimizing fuel consumption and doing their work in a safe, comfortable environment.



Virtual Walkthrough of a GP Transco Freightliner Cascadia



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GP Transco Fleet Safety





Safety Culture

- All operations are centered around safety practices
- Continually reminding drivers about the importance of safety
- Conduct continuous driver safety training
- Coaching calls: collaboration between operations, safety, maintenance

95%

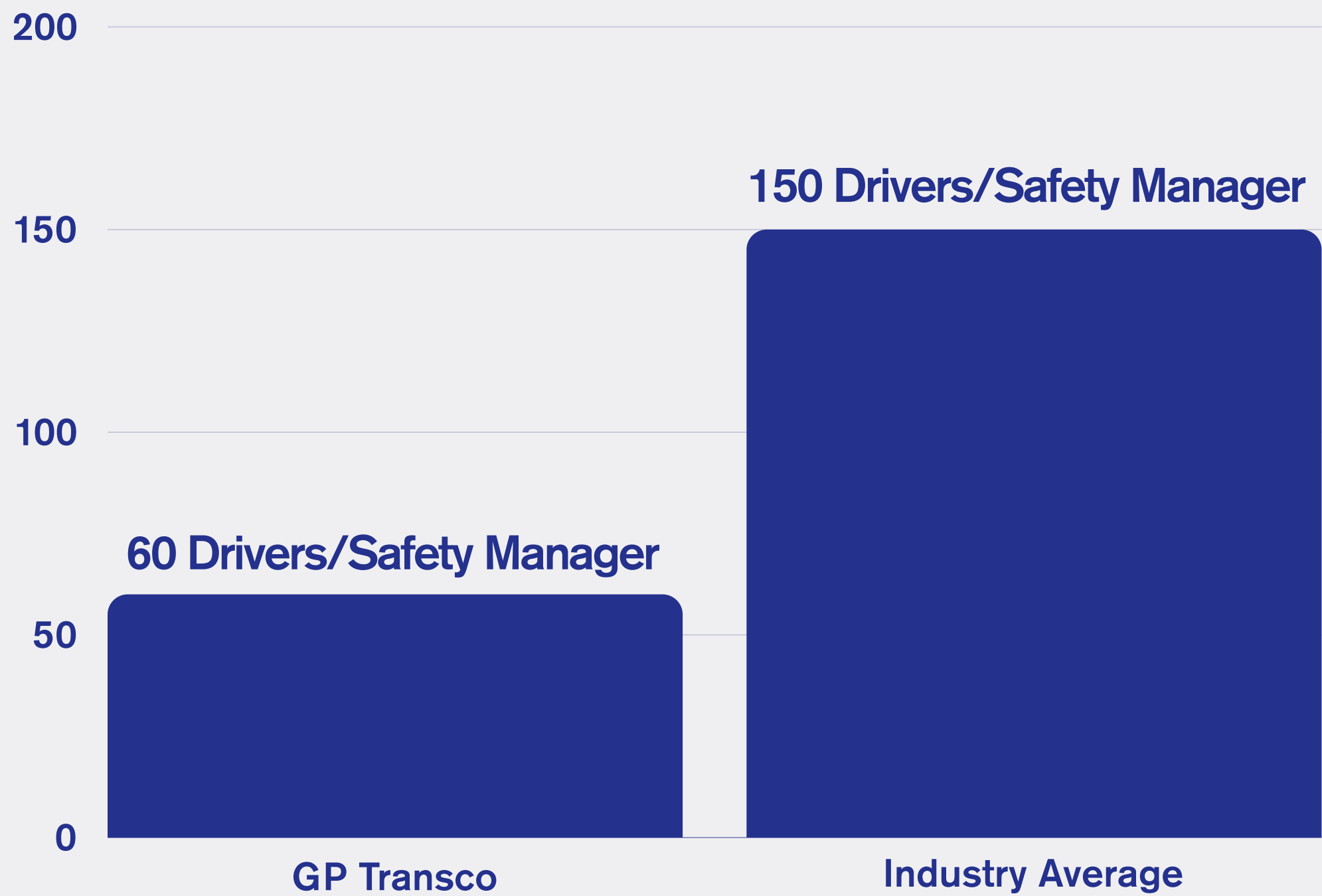
of GP Transco drivers state that they are happy with their Safety Manager



Highlight: Driver to Safety Manager Ratio at GP Transco VS Others

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Drivers Per Safety Manager (fewer = better)



Harsh
Events





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Driver Safety Coaching

Safety coaching takes place on a daily basis, preventing accidents and road incidents from taking place.

257

Safety coaching sessions were held in October of 2023 alone.

Coaching





Risk Management

Part 1/2

- Continuous risk management via Idelic
- Risk scores on a per-driver basis
- Continuous documentation of safety events
- Utilizing past safety incidents for training
- Detailed incident response plan in place

Risk
Management





Risk Management

Part 2/2

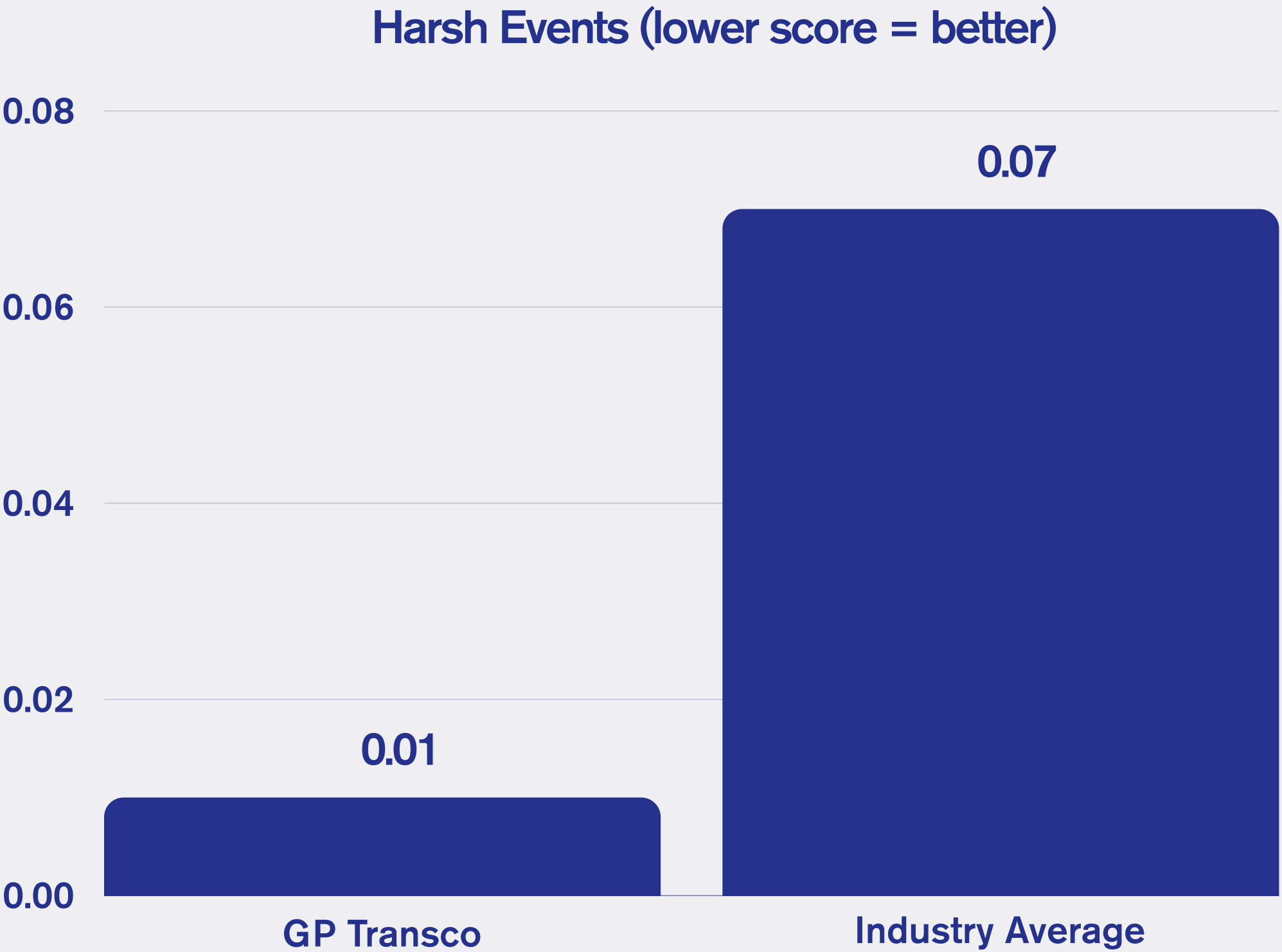




GP Transco VS The Rest: Harsh Events

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Harsh
Events



*Data from Samsara





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Environment



For Earth's Sake...

At GP Transco, we are dedicated to minimizing our carbon footprint in ways ranging from custom-ordered trucks built to our specific efficiency standards, to ensuring our in-house fleet maintenance facility is using the latest technologies and most environmentally friendly fluids and chemicals.

In 2022 we set an objective to become greener and overall lower our CO2 emissions. With our FUEL (Fuel Utilization Efficiency Leaders) bonus program, which financially rewards our fuel-efficient drivers, and our investment in fuel-efficient semi trucks, we increased our fleet's mpg by about 2% from 7.26 mpg to 7.40 mpg. This saves approximately 107,000 gallons of fuel each year; to put this in perspective, that is 3 full-size Olympic swimming pools. We cut CO2 emissions by 15 million pounds. It would otherwise take a forest the size of a city of Chicago an entire year to absorb this amount of CO2 emissions.

We are proud of the fact that all of our equipment is SmartWay certified, and all of our new trucks are equipped with electric power units (EPUs) – these are systems that allow drivers to stay warm on winter days and cool on summer days when sleeping in their parked truck without the need to idle and burn extra fuel. We are currently testing solar panels on 10 of our semitrucks, which have the potential to further reduce our carbon footprint.

We partner with various component manufacturers and OEMs to test and commercialize emerging technologies that further reinforce our commitment to environmental responsibility.

In 2022, we...

Improved our fleet's fuel consumption to:

7.40 MPG
Compared to 7.26 in 2021

Which saved:

107,000
Gallons of fuel

And cut emissions by:

15,000,000
Pounds of CO2



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Highlight: Solar Panels on GP Transco Trucks

0.44

Additional MPG per unit

110,000

Annual miles

796.16

Gallons savings per unit

\$4.00

Price per gallon

\$3,185

Annual savings per unit

498

Total units (trucks)

\$1,585,956

Total annual fuel savings

9 months

Solar panel payback period



Highlight



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Highlight: GP Transco + Bridgestone/Bandag

52,275

Gallon of oil saved

144,628

Pounds of total waste saved

103,330

Pounds of tire waste saved

93,391

Equivalent energy savings to homes
powered for one day

GP Transco is in the top 1%
of all Bridgestone & Bandag
customers when it comes to
environmental sustainability



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Financial Stability





It is important to carefully manage expenses during an economic downturn.



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Managing
Expenses



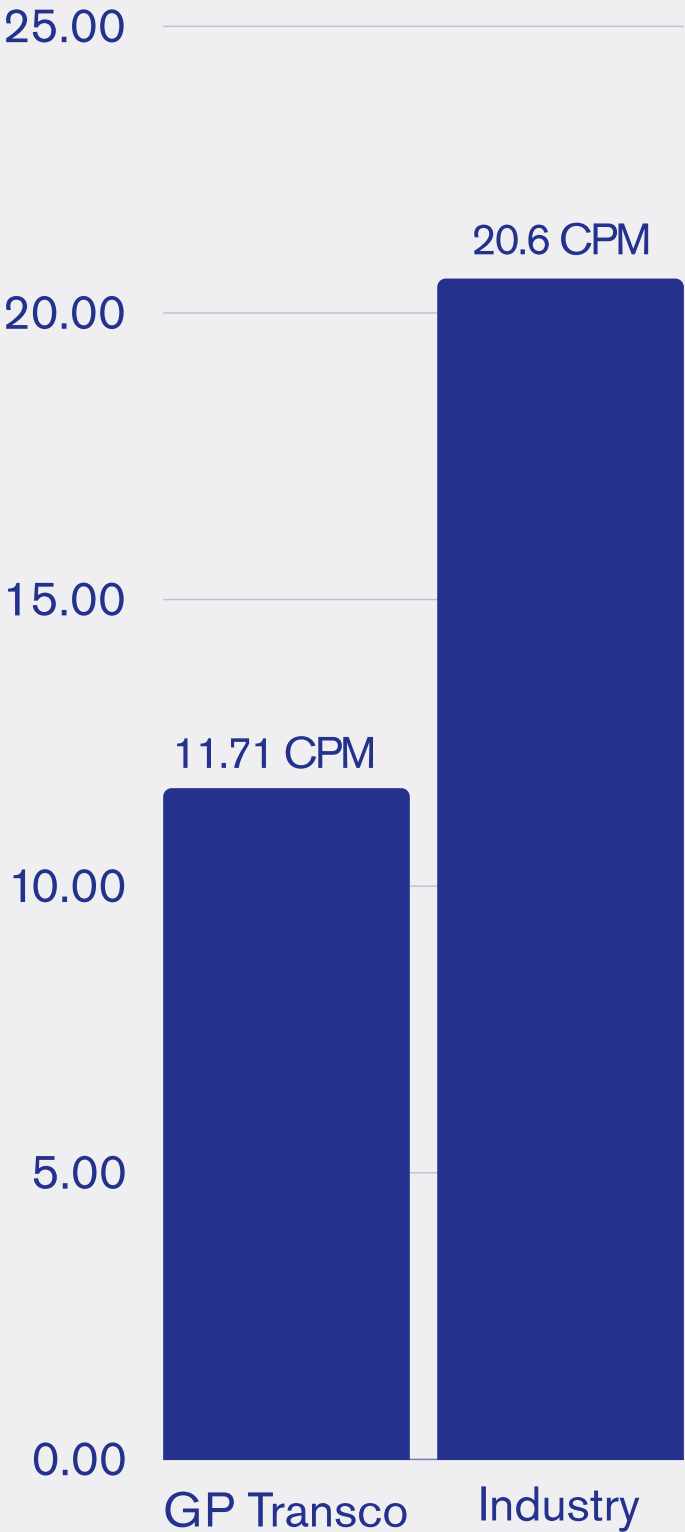


Highlight: GP Transco VS. the Industry

	GP Transco	The Industry
Cost Per Mile	11.71 CPM	20.6 CPM
Annual Equipment Cost	\$14,052	\$24,720
Fleet-Wide (550 Trucks)	\$7,728,600	\$13,596,000

Takeaway:

*GP Transco's equipment costs are 43% lower than fleets of similar size in the United States



*Based on the latest American Transportation Research Institute data (affiliated with the American Trucking Association)

Equipment
Highlight



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Eliminating Bottlenecks

- ✓ SOLVED Operational challenges
- ✓ SOLVED Technological challenges
- ✓ SOLVED Driver recruiting
- ✓ SOLVED Office staffing
- ✓ SOLVED Sales & brokerage
- ✓ SOLVED Contracted freight
- ✓ SOLVED Safety & compliance

Eliminating
Bottlenecks



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Additional Highlights



Technology & Innovation
Heavy Emphasis on Safety
Unparalleled Fleet Efficiency
Highest-Quality Truck Drivers
Asset-Based Operations
Contracted Customer Base
Financial Sustainability
Diverse Staff Talent
Modern Management Style

Core Competencies

GP Transco Offices:



**Joliet, Illinois
Headquarters**



**Vilnius,
Lithuania office**



**Medellin,
Colombia office**



**Carson,
California office**



Some of Our Awards

WERNER
LOGISTICS
Top Carrier Award

**TRUCKERS
REPORT**
Best Company to
Drive For

CDL LIFE NEWS
TRUCKING NEWS & ENTERTAINMENT
Best Company to
Drive For

FleetOwner
500
America's Top Private Fleets
Rank: #247

American
Logistics **Aid Network**
Mobilizing for Emergency Response
**Humanitarian
Logistics Award**

Smart-Trucking.com
Best Company to
Drive For

ATA
Frontlines Heroes

TQL
TOTAL QUALITY LOGISTICS
Elite Carrier Award

SmartWay SM
Transport Partner
Getting There With Cleaner Air

**TOP
WORK
PLACES
2023**
Chicago Tribune

AMERICA'S FASTEST-GROWING
Inc. 500
PRIVATE COMPANIES
5 Years


samsara

**CRAIN'S FAST
50**
5 Years

CCJ
CCJ Innovator

Awards





Publications

**“GP Transco is
the best company
for drivers”**

-FreightWaves

**“GP Transco sets
a good example
for other
companies to
follow”**

-Smart-Trucking

**“GP Transco
Reviews are very
positive. In fact,
they’re some of
the best I’ve
seen.”**

-Truck Drivers Salary

**“GP Transco
Named as 'The
Best Trucking
Company to Work
for in 2021”**

-CDLlife

Operating During COVID19

2020 was a year like no other. COVID-19 presented unforeseeable change and challenges that tested all of us. It forced companies to evaluate their ability to manage their staff remotely, learn to better utilize resources and measure staff/departmental performance, retain a solid client base during economically uncertain times, and further invest in technologies which enable work during a global pandemic. Our past investments into cloud-based technologies allowed us to be prepared and quickly transition to efficiently working from home prior to the start of the work from home mandate.

We were able to stay 100% operational without sacrificing efficiency or laying off a single employee, all while 97% of our staff worked remotely. Operating smoothly during COVID19 substantiated the fact that the investments made in the past were as crucial to our business as we had predicted, and provided us a competitive advantage over many carriers that were not as well-equipped.

Carriers who did not have a diverse customer base in 2020 based most of their revenue on only a handful of large customers. Thus, if even one of those customers went out of business or reduced its freight capacity during COVID19, the carrier would resort to laying off a significant number of employees, selling off assets, closing terminals, or even closing its doors for good. At GP Transco, our diversified customer base allowed us to avoid such issues and allowed us to fulfill 100% of our financial commitments to our lenders during the pandemic.

At GP Transco, not a single customer accounts for more than 7% of our total business, and many of our customers are considered recession-proof. This allowed us to operate flawlessly in 2020, not only maintaining operational efficiency, but further growing the business, increasing profitability, as well as adding new assets, customers and staff.



Transporting PPE

24 GP Transco trucks and trailers lining up at the Chicago Rockford International Airport, getting loaded with 600,000 pounds of essential medical supplies. April 2020.

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Leadership



GP Transco Leadership

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Dominic Zastarskis
CEO



Gedas Poviliunas
President



Amos Savickas
Executive VP
Operations



Sergey Bort
VP of Marketing &
Strategy



Ivy Posada
VP of HR & Talent
Acquisition



Brett Wilkie
VP of Maintenance
& Safety



Joe Miller
VP of Finance



Milda Davis
VP of Logistics



Dalia Svirmickiene
VP of Engineering

GP Transco's executive team is a dynamic blend of talents and backgrounds, and that's a tremendous asset. With expertise spanning transportation and logistics, engineering, aviation, software and IT, finance, human resources, and more, our leadership embodies the strength of diversity. This rich mix of skills and experiences ensures that we approach challenges from various angles, innovate with fresh perspectives, and navigate the complex terrain of the trucking industry with versatility. It's the convergence of these diverse backgrounds that propels us forward, helping GP Transco to thrive in an ever-evolving landscape and continuously drive our commitment to excellence and innovation.