



***RUAN***

# We are Ruan. We are you.

Ruan's mission is to empower the best team in logistics to deliver exceptional experiences that create value for our partners.

#### **Our Foundational Value:**

We are committed to acting with integrity in all we do.

#### **Ruan's Guiding Principles:**

##### **People First**

We value team members.

##### **Safety Focus**

We are driven by safety.

##### **Enduring Partnerships**

We deliver a superior customer experience.

##### **Exceptional Performance**

We commit to excellence.

##### **Continuous Improvement**

We learn, improve, and grow.



# We power performance with personal connections.

In every delivery, every call, every handshake, every meeting, and every load lies a real, personal connection that drives performance. That solves a challenge, eases a frustration, and delivers on your goals to increase efficiency and improve profitability. Seamlessly.

**Because our team is yours.**





Human-to-human is the most important connection we make.

We take your business personally because we're a family-owned company that's rooted in the foundation laid by John Ruan. That's why **we get to know you, your network, your frustrations, and your goals** — so we can identify opportunities, solve challenges, and provide tailored Integrated Supply Chain Solutions.

As a national dedicated logistics provider, we can help your business evolve with your customers, your industry, and the world.

**1932**

Privately-held,  
family-owned business  
since 1932

**300+**

Operations nationwide

**\$1.75B**

Freight under  
management

**5,000 team members, including  
4,000 professional truck drivers.**





Ergonomic considerations for drivers



Video Safety Program powered by Lytx



Following distance alerts and active braking



Roll stability system



Lane departure warning system



Late-model equipment



Extensive driver training

## Safety. We pioneered it.

Our award-winning Megasafe Safety Program was an industry first and continues to set the bar for our best-in-class safety culture, reducing risk for customers and ensuring each of our 4,000 professional drivers return home safely every day.

In addition to equipping our tractors with the latest safety technologies including active braking, collision mitigation controls, and event recorders, our drivers are trained to handle materials that require additional expertise including bulk food, gases and chemicals, metals, and more.

Our Megasafe culture also extends beyond drivers to warehouse workers, technicians, and all our team members at every shop, on every dock, and in every office.



Ruan was the first transportation company to implement a formal safety program in the 1940s.

***Megasafe***



# Your business is at the center of everything we do — and every solution we provide.

On-time and in full is the goal. That's where our team delivers. We offer insights, innovate process enhancements, and implement change that works.

Our complete portfolio of solutions offers the flexibility, transparency, and capacity you need to help grow your business — from asset-based services that eliminate risk to non-asset 3PL services that optimize your entire supply chain.

Ruan is a dedicated logistics provider with decades of expertise in safely and securely storing, handling, and delivering for these industries:



AGRICULTURAL



BEVERAGES



BUILDING MATERIALS



CHEMICALS



CONSUMER PACKAGED GOODS



FOOD GRADE



FOOD PROCESSING



GROCERY



INDUSTRIAL GASES



MANUFACTURING



MEDICAL SUPPLIES



METALS



RETAIL

Aaron Girard  
Logistics Leader  
Seneca Foods

“The cost savings come on two levels — one, Ruan gives us a competitive advantage with our day-to-day trucking operations. Two, by signing a long-term agreement, we were able to get **consistency in both service and cost over a multi-year period.** And in the commodity market, that's a really important factor.”

Kelli Jacobs  
Operations Leader  
Ruan

Your business evolves.  
Your supply chain solutions  
should evolve with you.

**We combine the flexibility of our non-asset and asset-based capabilities with optimal technology and superior service focused on continuous improvement, cost savings, and supply chain efficiency.**

#### **EASIER SCALABILITY**

Stay nimble and flexible as we work with your team to foresee challenges and proactively develop solutions to meet changing demands, including sourcing equipment, staff, technology, and warehousing space – whenever and wherever needed.

#### **TOTAL TRANSPARENCY**

Across our Integrated Supply Chain Solutions, we provide you with real-time access to your shipment data, rich and accurate analytics via tailored software solutions, and expert insights to track KPIs. That way, you can make data-driven decisions that enable you to keep promises to your customers.

#### **UNRIVALED EXPERTISE**

From navigating regulatory compliance and meeting sustainability targets to tracking KPIs and identifying opportunities for increased efficiency in your operation, our experienced and trusted team develops and implements solutions to solve your unique challenges.

#### **STREAMLINED OPERATIONS**

As we integrate into your team, we help identify, develop, test, and stand up improved processes that can help maximize operations – from network optimization and backhaul opportunities to enhanced technology and workflow efficiency.

#### **REDUCED RISK**

Protect your company's reputation, products, and bottom line. With more than 90 years of experience and an innovative, best-in-class safety program, we can help reduce the risk of delays, downtime, compliance issues, and incidents involving your freight.

#### **INTEGRATED SOLUTIONS**

Ruan's Integrated Supply Chain Solutions offer it all, including Dedicated Contract Transportation, Managed Transportation, Value-Added Warehousing, and Brokerage Support Services. The Ruan team partners with customers to evaluate, optimize, and deliver a one-source, integrated supply chain solution.





INTEGRATED SUPPLY CHAIN SOLUTIONS

## Dedicated Contract Transportation



Eliminate the headaches of managing a private fleet or multiple partners and gain more time to focus on your core competencies. We assume the risk, address labor issues, and manage all equipment to keep your fleet running safely, on time, and with the capacity to adjust for fluctuations.

We can help you deliver on your promises by scaling quickly to meet demand. As an industry leader that puts people first, our driver retention rate is three times better than the industry average, making us — and you — less susceptible to driver shortages.

You'll have instant visibility to your shipment's status thanks to our best-in-class software and mobile technology, 24/7. And our commitment to proactive communication means you'll already be in the know.

As your dedicated partner, Ruan will also help you manage risk by employing the safest drivers in the industry and reducing potential equipment failures, managing regulatory compliance, making capital investments, and handling high insurance costs — protecting your bottom line every step of the way.



INTEGRATED SUPPLY CHAIN SOLUTIONS

# Managed Transportation

Reduce costs and maximize profitability with our team of experts who learn your business personally to help you deliver on your goals — from dock scheduling, mode selection, and carrier management to network optimization, backhaul opportunities, and freight audit and payment.

Technology is only as good as the experts managing it. And data is only as good as the team garnering insights from it. We bring the expertise and resources to design, configure, deploy, and maintain tailored solutions that help you deliver on your unique KPIs and add value to your customers.

Our more than 13,000 active partnerships with pre-screened carriers give us the ability to find the safest, most effective modes and the most competitive pricing, which gives you confidence that your shipments are secure and your customers are satisfied.





INTEGRATED SUPPLY CHAIN SOLUTIONS

## Value-Added Warehousing



Overcome workforce challenges while improving inventory accuracy by combining the best warehouse management system with an experienced team of professionals. We offer customized dedicated warehousing, inventory management, kitting, subassembly, lot controls, custom labeling, container loading and unloading, and more.

Evolve to meet market needs without investing capital as we help you expand efficiently by providing wholly-dedicated staff, space, and expertise. Our customizable approach can identify an optimal location, provide professional staff, and manage operations to make expansion easier. Plus, our training and safety program ensures that your workforce is productive, reliable, and compliant.

Our highly-trained and certified professionals assess processes and identify opportunities for improvement across your operation. And our advanced warehouse management software is tailored to improve workflow and accuracy allowing you to make immediate and impactful decisions based on robust operational analytics and real-time inventory data. Together, we can improve workflow and enhance efficiency from pallet pick-up to the delivery dock.



INTEGRATED SUPPLY CHAIN SOLUTIONS

## Brokerage Support Services



Rely on our true hybrid capacity with Ruan's backhaul fleet and brokerage carriers to manage contractual and transactional volumes seamlessly. We partner with shippers to deliver with minimal lead time and no volume requirements through pre-screened carrier partners as well as Ruan's asset fleet of more than 4,000 trucks. Manage capacity easily across all modes. With no shipment volume requirements and no capital expenses needed, we can help you scale efficiently, flexibly, and quickly.

With 24-hour support through our Extended Operations Center, you'll have visibility and immediate access to your shipment details around the clock. Our operations centers across the country are staffed with dedicated experts who value relationships above all else and work to resolve challenges quickly while communicating proactively to deliver on your promises to your customers.

Reduce costs by leveraging Ruan's enhanced buying power for competitive rates. We can also improve efficiency by identifying backhaul opportunities and save you time by negotiating with our network of pre-screened carriers vetted for safety and reliability, along with Ruan's own asset fleet.



# Serving our customers and sustaining the world.

From sustainability and environmental stewardship to charitable giving and belonging initiatives, we lead with our foundational values and align with partners who do the same.

Meeting sustainability goals is important to our customers, their customers, and Ruan. We partner with environmentally conscious suppliers to help our customers meet their environmental targets on the road and in their warehouses.

## Ruan Initiatives:

- + Reducing fuel consumption, emissions, and idle time
- + Providing driver efficiency training
- + Retrofitting environmentally friendly lighting in operations
- + Incorporating electric trucks into our fleets
- + Repowering tractors with NOx gas engines
- + And more

## Community organizations we support:



+ more



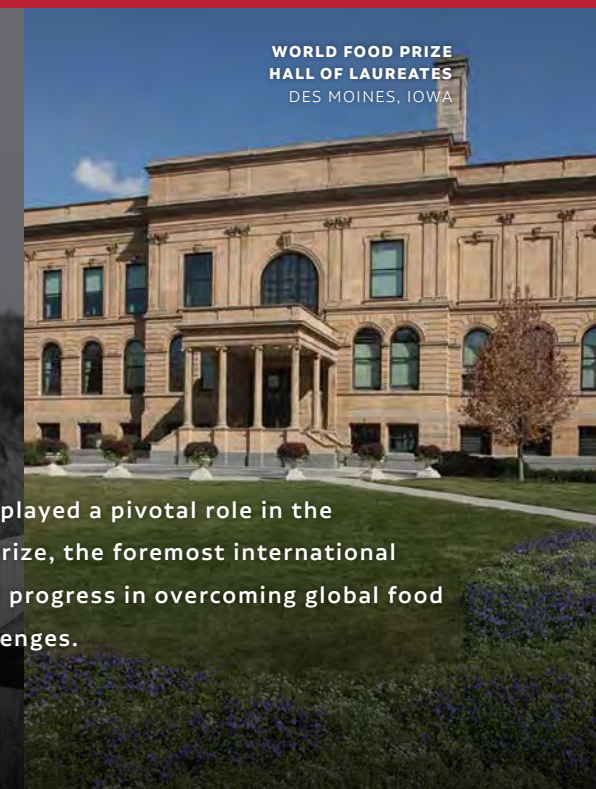
**Our teams give back hundreds of hours to the communities in which they live.**



DR. NORMAN BORLAUG  
FOUNDER

## World Food Prize

John Ruan's visionary leadership played a pivotal role in the continuation of the World Food Prize, the foremost international award recognizing excellence and progress in overcoming global food production and distribution challenges.



WORLD FOOD PRIZE  
HALL OF LAUREATES  
DES MOINES, IOWA



**Like our customers, we  
are called to keep our  
nation thriving.**

**Together, we deliver strength  
to communities, nourishment  
to neighborhoods, and  
hope to hospitals.**

**By making personal  
connections first, we build  
relationships that last — with  
our customers and our team.**

**Because our purpose is  
greater than delivering  
goods. It is to do good.**

**Ruan. Our team is yours.**





# ***RUAN***

## **Integrated Supply Chain Solutions**

- + Dedicated Contract Transportation**
- + Managed Transportation**
- + Value-Added Warehousing**
- + Brokerage Support Services**

***ruan.com*** | **(866) 782-6669** |     