



## Western Logistics changes its US Strategy

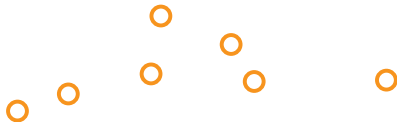


*Our cross-border work continues to favor border "switch operations" to reduce hours of service and idling time, but we still operate some long-haul sleepers for extended runs.*



Western Logistics has operated from West Michigan since 1998, providing cross-border LTL and headload services to and from its Canadian terminals. "We have never failed to operate multiple daily runs between Toronto and Michigan which connect to our entire Canadian system," said Bob Hartin, CEO, adding "Early last year, we opened up ambitious scheduled regional services throughout our five-state area (MI, OH, IN, IL, WI). We knew it would be challenging to lift off new services in a soft economy, and we were elated when our Holland operation became our fastest-growing terminal and our volume grew to record levels through to the end of 2008. But we didn't count on the sub-prime crisis whacking the US economy to the extent that it did! With current price and cost pressures, combined with lower volume, we cannot continue to operate these scheduled inter-state regional runs at a loss resulting from insufficient load factors."

**There is NO CHANGE to the cross-border services provided between US and Canada.** The Company is simply shifting its focus back to its traditional strength: the daily LTL, headload, and multi-stop service between the two countries. A variety of opportunities to provide on-going growth into the future are being assessed. "We believe that our Distribution Center in Holland gives us some real advantages" said Mary Waring, President. "We're going to use those advantages as we move forward. We see lots of untapped potential."



## Did you know?

Year 2009 will not be a favorite for many people, we suspect, but it was particularly sad for Western Logistics. In April, we lost Donald Brunet, Montreal Terminal Manager, to aggressive leukemia at the age of 40. His battle to beat the dreadful disease lasted a full year. Donald was a person beautiful of spirit and huge of heart, and every member of the Western Logistics teams loved him for his unequivocal commitment and high energy.

Donald, in typical fashion, prepared another outstanding individual, Marc Belanger, for development, first as his back-up Operations Manager, but also for eventual succession as Terminal Manager. Thank you, Donald.



*Marc Belanger, left, and Donald Brunet in happier times, during the opening of the new Montréal facility in 2007.*

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