



***CARRIER PERSPECTIVE
ON
PHARMACEUTICAL LOGISTICS***

www.BoyleTransport.com

TRUCKING EMPLOYS OVER 7 MILLION PROFESSIONALS.

THAT'S THREE TIMES THE
POPULATION OF LOS ANGELES.



TRUCKING 
Moves America Forward



SUPPLY CHAIN PARTICIPANTS
SHOULD ENSURE

“SUPPLY CHAIN INTEGRITY”
&

“GOOD DISTRIBUTION PRACTICES”





- Quality management system
- Root cause analyses, corrective action
- Investigate temperature excursions
- Extensive documentation of protocols
- Annual audits by shippers



Real assets



- Company fleet and professional drivers teams
- No brokering or independent contractors

In-transit visibility



- 5 minute GPS updates (most carriers → hourly)
- Tractor & trailer tracking with door sensors
- Wired & wireless emergency buttons
- Company-issued smart phones
- Geo-fenced route monitoring
- 24/7 Ops Center support

On-road protocols



- Constant surveillance & attendance
- Expedited, exclusive use service
- Robust locks & seals
- Limited stops/layovers

Personnel



- Extensive background checks
- Security awareness training
- Closed loop of those who “need to know”

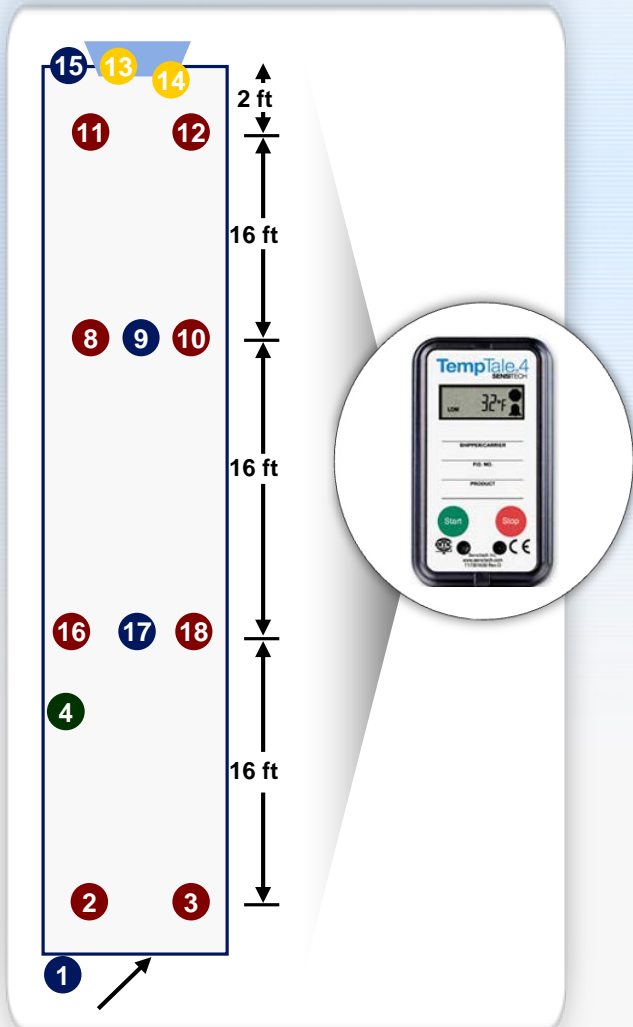
CALIBRATE SENSORS REGULARLY

Interior sensors

Reference
thermometer



Thermometer locations



- 30 data loggers placed in trailer
- Temp unit run for 24 hr period
- Data downloaded, analyzed
- 30 page study & report
- Proves thermal efficiency is equally distributed

Onboard Printer



- Paper receipt
- Passive recorder
- Retention depends on dockworker
- Paper jams

Data Logger

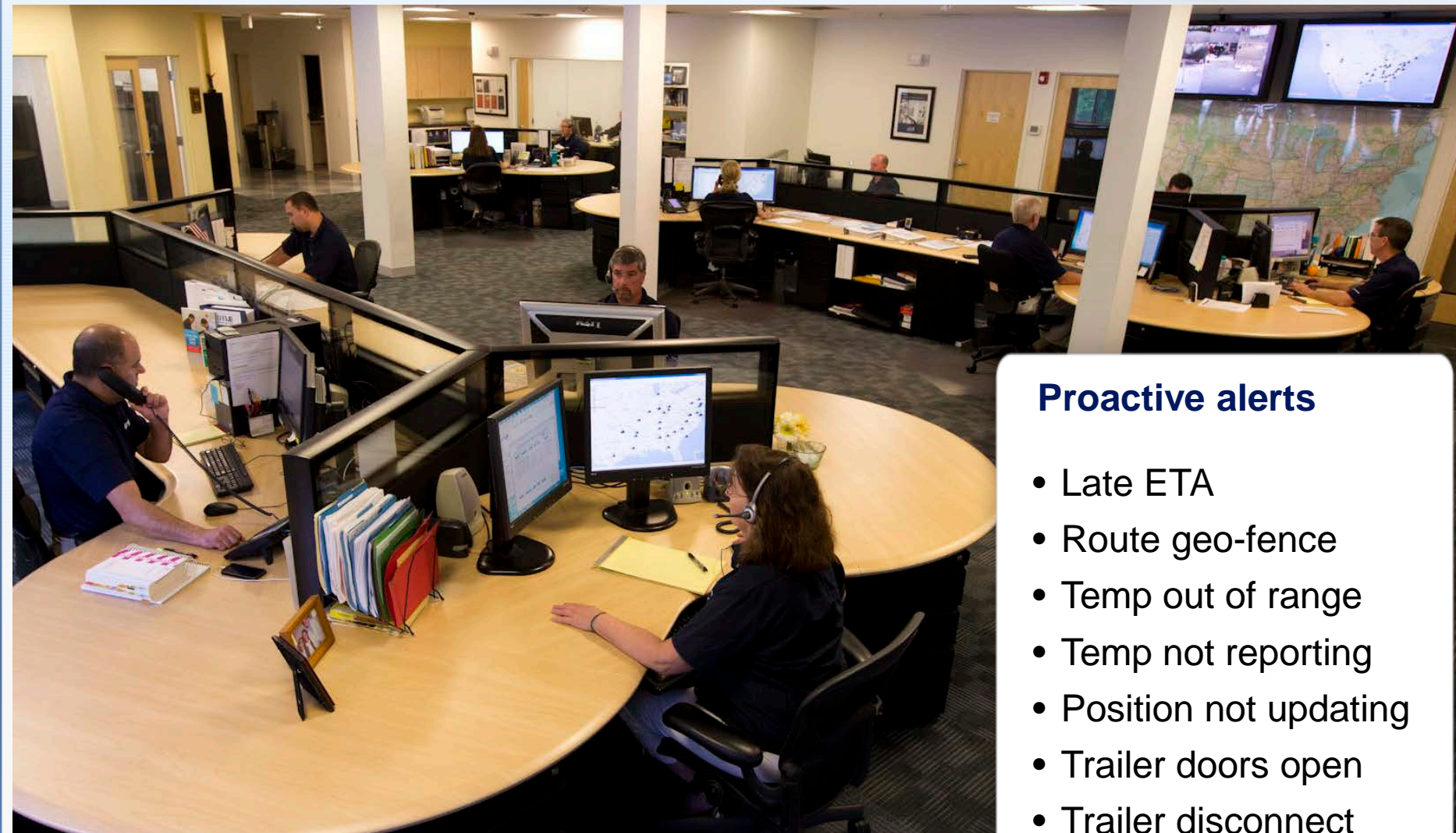


- Downloadable by consignee
- Passive recorder
- Must be programmed
- Excursion info too late
- Complicated handling

BOYLE We deliver security.™ Real Time Monitoring



- Redundant monitoring (in-cab & 24/7 Ops Center)
- Real time excursion alerts
- Instantly viewable on web by authorized parties
- Downloadable to PDF



Proactive alerts

- Late ETA
- Route geo-fence
- Temp out of range
- Temp not reporting
- Position not updating
- Trailer doors open
- Trailer disconnect

Current Shipments

Current Shipments are shipments that have been picked up, planned or delivered within 24 hours.

Track Shipments

Filters

Current Shipments

[Refresh Filters](#)

See your shipments move in real time and run reports! Convert reports to Excel and PDF.



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Pickup (ET)	Origin	Delivery (ET)	Destination	Status	Tracking No.
1/11/11 11:00	[Redacted], OH	1/11/11 23:30	[Redacted], PA	Planned	248865
1/10/11 11:25	[Redacted], VA	1/10/11 20:30	[Redacted], PA	In Transit	249130

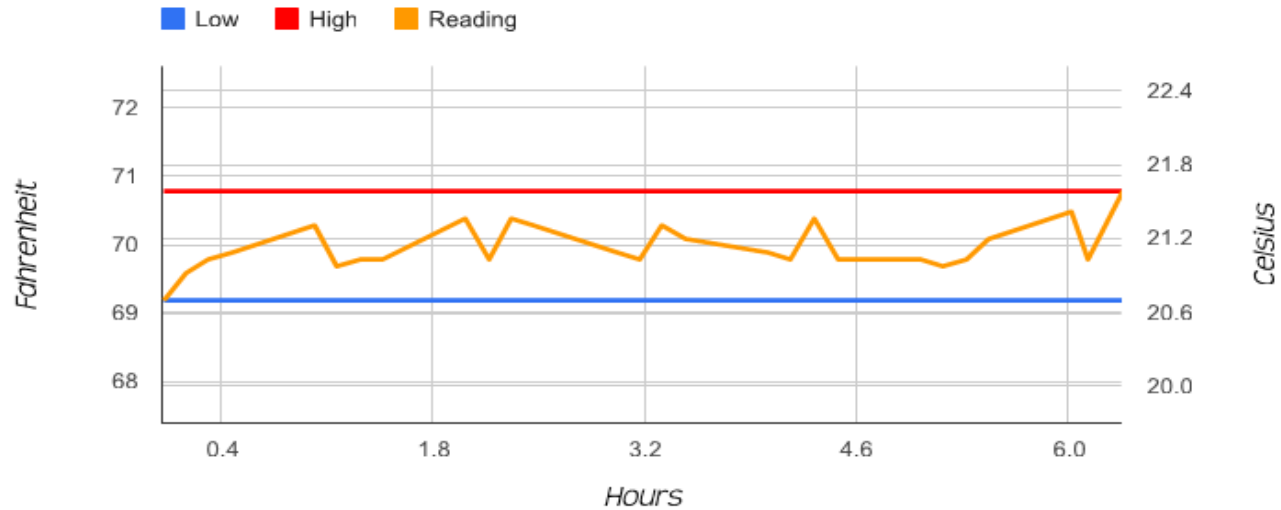
SHIPMENT TEMPERATURE HISTORY

History

Average: 70.0 °F (21.1 °C)

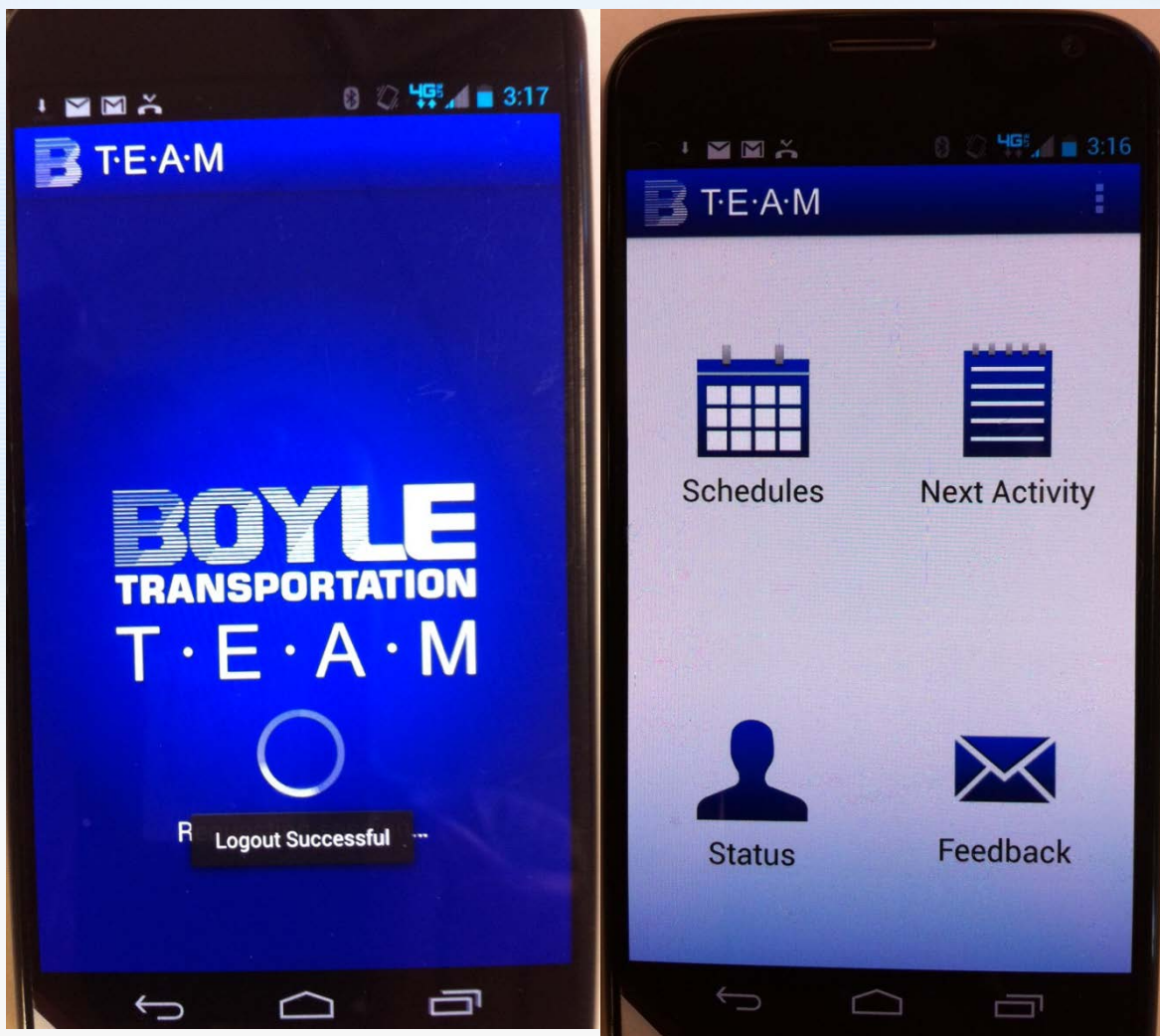
High: 70.8 °F (21.6 °C)

Low: 69.2 °F (20.7 °C)



Date Time ET	Activity Type	Location	Message Detail
2/27/12 08:18	Order Accepted		new order created
2/27/12 09:51	Arrived at Pick Up Location	[REDACTED], VA	
2/27/12 10:35	trailer tracking	1.7M NW of [REDACTED], VA	Door Close
2/27/12 10:41	Order Picked Up	[REDACTED], VA	
2/27/12 10:42	Temperature reading	1.8M NW of [REDACTED], VA	69.2 °F (20.7 °C)
2/27/12 10:57	Temperature reading	2.6M NE of [REDACTED], VA	69.6 °F (20.9 °C)
2/27/12 11:12	Temperature reading	2.4M SE of Madison Heights, VA	69.8 °F (21.0 °C)
2/27/12 11:27	Temperature reading	1.6M SE of Clifford, VA	69.9 °F (21.1 °C)
2/27/12 11:42	Temperature reading	2.3M NE of Lovington, VA	70.3 °F (21.3 °C)

GPS-ENABLED SMARTPHONES & PROPRIETARY APP

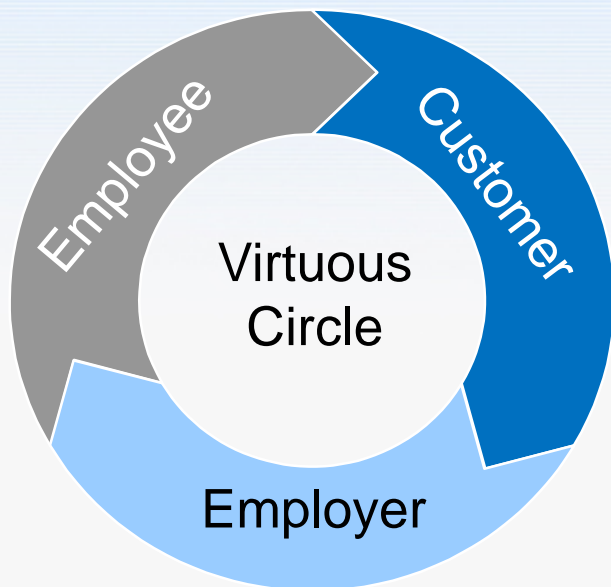


- Tracking redundancy
- Scheduling
- Image capture BOL
- Increased automation
- Prepared for “serialization”



Practices

- ✓ Strict qualifications & training
- ✓ Guaranteed wages & benefits
- ✓ Actively recruit military veterans
- ✓ Align incentives with customer



Results

- ✓ 9% turnover vs. industry average 100%
- ✓ Superior safety & security
- ✓ Greater reliability & expertise
- ✓ “Patriotic Employer” award from DoD