

PASHA PEOPLE



Pasha People
A publication by The Pasha Group

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Our name stands behind every move™

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From "Asset Light" to "Asset Right" is the 2008 mantra for The Pasha Group.

In a major acquisition by Pasha Distribution Services (PDS), the company has taken a big leap forward "back to the future" with the purchase of a fleet of 62 auto haulers from Mabro Corp., a highly-regarded, St. Louis-based interstate tractor-trailer operator. Following company strategy to design and manage solutions for our customers in the finished vehicle segment, John Kreisler, senior vice president of PDS, led the acquisition team. A new Missouri-based company, Pasha Distribution Services LLC, owns and operates the Mabro fleet. We have also added 46 drivers to the Pasha team, and several government-certified mechanics.

Diversification of our business activities over the last 60 years has proven to be a long-term strategic advantage to the organization, and provides strength to the transportation service offerings available to our customers. In 1983, Pasha Truckaway sold its first fleet of auto transporters, and our "green machines" vanished from California's highways and byways. Recognized state-wide for their bright green color and distinctive logo, the divestiture of these auto transporters removed the assets from the books, leaving us "Asset Light." Pasha's ongoing desire to provide total transportation solutions, however, led to the formation several years later of Pasha Distribution Services (PDS) and gave the Automotive Services division the ability to diversify as a non-asset niche market automotive transport supplier.

In 2003, Chrysler's need to ensure a reliable supply chain for its vehicles shipping to Hawaii, China and the Philippines, spurred PDS to re-enter the asset arena. The purchase of a fleet of 11 auto transporters guaranteed that PDS could supply the crucial port delivery timing required by our client. Fleet ownership also put PDS in a prime position to effectively exert quality control over the physical transport of the vehicles.

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On the Road Again



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Thanks to the following for this issue's "drive time."

John Kreisler
Kim Foster
Ed John
John Zakutny
Gordon McAuley
Jim Britton
Hawaii Photos: Eddie Suzuki

Road Trips

The introduction of American Honda's Acura NSX gave our long-time Pasha Automotive Services client the opportunity to outsource the distribution of this small volume, but high profile, vehicle. Honda recognized that Pasha Distribution Services could not only more efficiently manage the process, but could provide an attractive single point of accountability for the delivery of their high-end vehicles to their nationwide dealer network. Using the finest enclosed car carriers available in the country (a relatively new concept in the auto transport business), PDS became the exclusive transportation provider for the luxury NSX during its fifteen-year run.

The successful inauguration of Pasha Hawaii's transport service to Hawaii, now in its fourth year of operations, led to a natural tie-in with Pasha Distribution Services. PDS was able to demonstrate to Chrysler Motors its ability to manage the transportation chain from the rail ramp to the terminals in Hawaii, and in the process provide increased velocity and lowered overall transit times for Chrysler products.

A significant by-product is better value for our client. PDS provides both the oversight, and the metal, to achieve the needed accountability at each link. The ability to direct our own assets allows us to move each and every car available for shipment on a timely basis—no excuses!

Pasha's Southern California fleet is a critical part of the strategy behind Pasha Hawaii's 579-foot Roll-On/Roll-Off vessel, the *Jean Anne*, as it delivers most of the commercial traffic to Hawaii. In addition to Chrysler, other PDS Hawaii traffic includes domestic Honda product, Hyundai/Kia vehicles, rental company transfers and personal moves. PDS oversight and management are significant links in The Pasha Group's supply chain offerings to current and prospective automotive customers. Again, corporate synergies are leveraged with PDS interacting with our maritime group, Pasha Stevedoring & Terminals, to ensure efficient stowage plans are created for each voyage by providing visibility into Chrysler's supply chain all the way back to the manufacturing plant.



A Big Rig for Hawaii!

Meet another member of the Pasha Distribution Services fleet, transported to Hawaii this April on Pasha Hawaii Transport Lines' *Jean Anne*.

As the result of an introduction in early 2008 between Tahara Transport and Pasha Hawaii's Reggie Maldonado, Tahara has leased this beautiful big rig from Pasha to transport vehicles and cargo for our customers throughout the State of Hawaii.

Tahara Transport, founded by Daniel Monberg and Shenan Tahara, was created in March 2007. Monberg's background is in venture capital and equipment leasing, and Tahara operated a car recovery agency. Combining talents, the two found a need for new car dealerships and car rental agencies to effectively transport their vehicles between Kona and Hilo, a 150-mile round trip, and purchased car transport trailers and tractors to serve this market.

The efficiencies of the new agreement with Tahara are definitely a bonus for Pasha's Hawaii customers, and it is nice to see the PDS logo on the island roads!



CTC Transportation

In a desire to strengthen the services we offer to our military and government service members, The Pasha Group has purchased CTC Transportation, a long-time service provider to Pasha's government household goods transportation business. CTC Transportation operates five warehouses for the short term storage of household goods lift vans. The warehouses are located in Jacksonville, FL; Savannah, GA; New Orleans, LA; Charleston, SC; and Portsmouth, VA. CTC Transportation also operates a fleet of eleven tractor/flatbed trailer combinations for delivering the lift vans to and from these port-based warehouses. In addition, CTC uses a business model platform similar to that of PDS with managed carrier services for a substantial amount of traffic. Well known as a port agent and line haul service, CTC and their veteran transportation professionals are a definite positive for Pasha.





GOING OVERSEAS...
OR COMING HOME

PASHA TRUCKAWAY

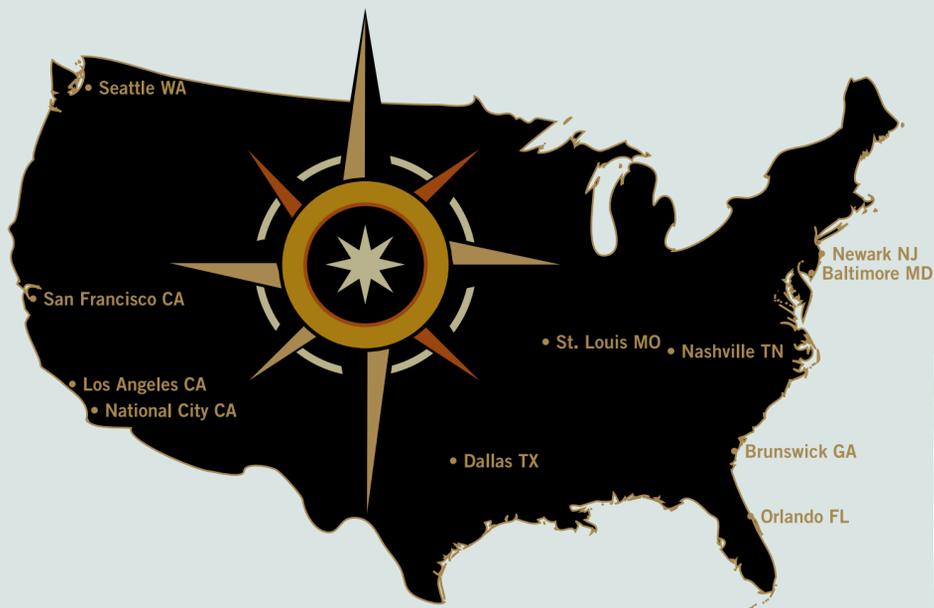
Personal, safe automobile transfer services between all California Ports and the Ports of the Pacific and return

Your personal car guide for safe, economical shipping.
KEEP AS YOUR PERSONAL TRANSFER GUIDE

In The Driver's Seat

From the West Coast to the East Coast, and now in the heart of the Midwest, Pasha Distribution Services provides comprehensive services to both commercial customers and military members nationwide, through its own fleet of equipment, or through managed carrier services. A smooth-running component of The Pasha Group's world of automotive transportation services, PDS creates additional value and efficiencies for our clients. This business unit is a vital link in our supply chain suite of services, bringing exceptional depth and breadth to our automotive offerings.

Over 20 years ago, Pasha Distribution Services was created as a non-asset based business to meet the niche "white glove" transport needs of our automotive clients. As a Lead Logistics Provider, and relying completely on established carriers under contract to PDS, we successfully established a system of total transportation management tailored to meet each customer's specific delivery needs. PDS had just begun to hit the road . . .



Big Wheels Keep Rolling

One of the most important and rewarding PDS operations is the service we provide to members of the Armed Forces, the Department of Defense and the Department of State. PDS works in unison with Pasha Transportation Services, sub-contractor to American Auto Logistics (AAL). AAL is the prime contractor for the Global Privately Owned Vehicle Contract awarded by the United States Transportation Command and Surface Deployment and Distribution Command. PDS moves 60,000 cars a year throughout North America and Canada. With the acquisition of the Mabro fleet, our primary POV mover, PDS obtains even greater operational efficiencies in this satisfying business segment.



On the road with PDS and Mabro in 2007



73 Trucks



59 Drivers



62,500 units delivered



6.4 million miles driven



1.465 million gallons of fuel consumed



99.9% Damage free performance

Keep On Truckin'

A successful business on its own merits, PDS is considered today to be one of the country's premiere Finished Vehicles Logistics providers, and actively supports the many competencies of Pasha's Automotive Division. In its niche position as a provider of services for high-performance vehicles, PDS is the exclusive transport provider for Lotus Cars of America. It is a secondary carrier for American Suzuki, and supplies specialized transportation services for many other manufacturers including American Honda, Hyundai/Kia (Glovis), Mazda, Nissan, Tesla and Volkswagen. The wide-ranging distribution requirements of Avis Rent A Car are capably met by PDS.

The service excellence that the talented PDS team delivers has helped lead to the receipt of many awards and commendations over the last two decades. The addition of the Mabro fleet opens the door to new opportunities, as well as expanding current capabilities. It's a great time to be behind the wheel!

PDS goes the extra mile for its customers! In 2007, under the PDS Managed Carrier Assets program, our carrier partners delivered approximately 146,000 units and drove about 30 million miles.

