

**GRAMMER**  
LOGISTICS



# COMPANY OVERVIEW

One Vision. One Team. One Grammer.

# OVERVIEW

Asset-Based Transportation

## Company Overview

- Grammer Logistics provides full-serve transportation services and logistics solutions to industrial, chemical, and retail sectors.
- The company specializes in driver safety, training, customer response and transportation services for hazardous liquids such as general chemicals, anhydrous ammonia, liquefied petroleum gases, nitric acid and hazardous waste across the eastern U.S.
- The company leverages its industry experience, technology, and dense geographic footprint in the eastern U.S. to serve the bulk tank transportation needs of over 300 customers within the petrochemical, energy, ammonia, and gases markets.
- Expanded through the acquisition of LMR in October 2022, now offering full-service chemical logistics and managed transportation.

## Offering Overview



**Ammonia:** Utilize industry leading capacity of 331 pressurized tank trailers serving industrial, agricultural and retail sectors



**Natural Gas Liquids:** Transport propane, butane and gas mixes such as Y grade, raw mix and condensates in 331 pressurized tank trailers



**Chemicals:** Modern fleet of insulated and non-insulated 407 and 412 tankers hauling general chemicals and acids



**Transloading:** Network of bulk transloading services for first or last mile delivery



**Managed Transportation:** Supply chain management services, truck brokerage, and 3rd party solutions

**Columbus, IN**

*Headquarters*

**\$115M+**

*Revenue*

**\$20M+**

*EBITDA*

**175+**

*Company Drivers*

**320+**

*Owner Operators*

**825+**

*Trailers*

**300+**

*Customers*

**stellex**  
CAPITAL MANAGEMENT  
*Ownership*

## Core Services

### Asset Based Bulk Tank Transportation

*~500 Power Units  
(company and owner operator mix)*

### Transloading

*Network of bulk transloading  
services for first and last-mile delivery*

### Managed Transportation

*Supply chain management services provided  
through LMR, acquired in October 2022*

# LEADERSHIP



**Scott Dobak, CEO**

*38 year transportation industry experience through multiple modes, leading organizations through growth, expansion, and M&A activity*



**Patrick Maher, CCO**

*20 year career of leading and developing business development and marketing strategies within transportation and logistics*



**Chad Hall, VP of Safety & Risk**

*20 year career in transportation safety, risk, and compliance*



**James Winton, COO**

*30 year career in bulk transportation, leadership, safety, and chemical operations*



**Mike Rees, CFO**

*26 year career at Grammer leading various roles in IT, finance, and accounting*



**Heston Hodges, President of Logistics Management Resources (“LMR”)**

*25 year career in bulk chemical logistics and managed transportation*

# HISTORY AND FOOTPRINT

## Grammer History

Grammer Logistics is one of the industry's **most trusted providers of hazardous bulk transportation**. Our specialty trucking firm has an impeccable, 50-year record of **safety and service**.

**1968:** Grammer was founded by Charles "Shorty Whittington" in his hometown of Grammer, Indiana

**1977:** Grammer first entered the Ag Ammonia transport business with just one truck

**2012:** After expanding into the nitric acid and power plant anhydrous ammonia trucking markets, Grammer was acquired by Linx Capital

**2018:** Grammer was acquired by Stellex Capital in 2018

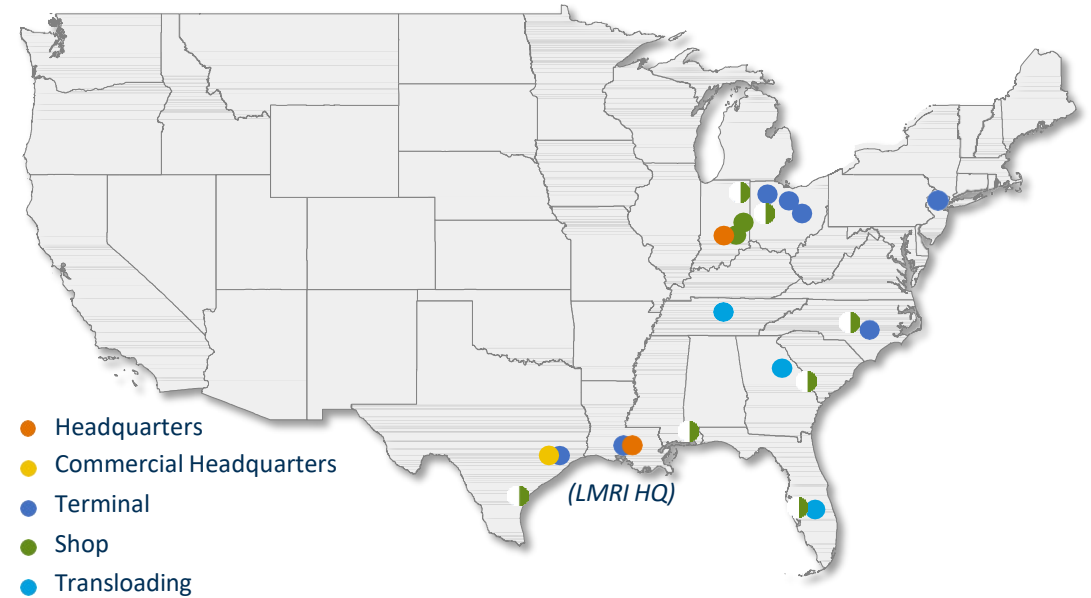
**2019 & 2020:** Grammer completed the acquisitions of Sterling Transport and LiMarco, doubling its fleet size and expanding the Company's nationwide NGL presence

**2020:** Grammer launched its chemical business, which now accounts for \$20+ million of annual revenue

**2021:** Grammer expanded its footprint into Texas, with the opening of the La Porte terminal and Commercial HQ in The Woodlands, TX

**2022:** Grammer acquired Logistics Management Resources (LMR), expanding its 3rd party logistics platform

## Geographic Footprint



## Locations

- **Grammer Headquarters:** Columbus, IN
- **Commercial Office:** Houston, TX
- **LMR Headquarters:** Baton Rouge, LA
- 14 Terminals
- 5 Transload Operations
- 7 Shops

# OFFERINGS

## Asset Based Bulk Tank Transportation

### Commodities Overview

#### Ammonia

Utilize fleet of 330+ pressure vessels serving industrial, agricultural and retail sectors

#### Natural Gas Liquids

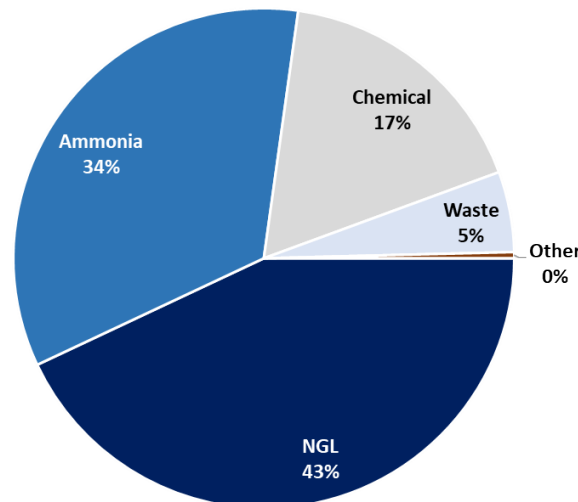
Transport propane, butane and gas mixes such as Y grade, raw mix and condensates

#### Chemicals

Modern fleet of insulated and non insulated 407 and 412 tankers hauling general chemicals and acids

**700+ Trailers**

*407 stainless steel  
331 pressurized units*



## Transload

*Network of bulk transloading services for first or last mile delivery.*

*Target growth opportunities include:*

**Chemical Producers / Distributors**

**Refineries – Maintenance Turnaround**

**Unique combination of asset and non asset truck capacity**

**Ability to set up new locations or 3rd party with existing locations**

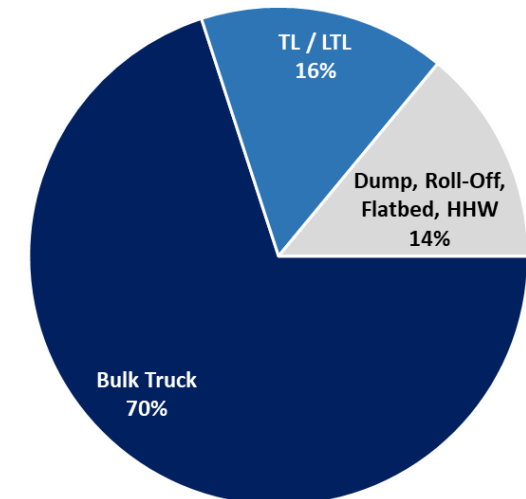
## Managed Transportation

*Supply chain management services, truck brokerage, and 3rd party solutions*

- Non-Asset based, carrier neutral, chemical logistics experts with \$130M+ of managed freight spend
- Offer customized solutions through a suite of value-add services

### Carrier Capacity

- ✓ Bulk Liquid: 229
- ✓ Dry Bulk: 119
- ✓ Truckload: 1184 tanker endorsed (6000+ total)
- ✓ LTL: 53
- ✓ Drayage: 385
- ✓ Haz Mat: 907
- ✓ Waste Permitted: 170



# MANAGED TRANSPORTATION

Term, Contract, Set Agreement in Place

Primarily Bulk Liquids



## Order Management

- Scheduling, Dispatch, Delivery

## Carrier Management

- Carrier Qualification
- Safety
- Service

## Freight Invoice Accrual

- Audit
- Payment
- Cost Benchmarking

## RFP / RFQ Management

- Rate Analytics
- Negotiation
- Procurement

## TMS / Reporting Solutions

## Capacity Solutions / Freight Brokerage

- Spot
- Transactional
- Overflow
- Campaign
- Disruption
- Multi-Mode



# DRIVER AND SAFETY FOCUS

Backed by leading technology and an elite fleet of drivers, Grammer Logistics is dedicated to exceeding client and driver expectations at every turn.

## Driver Focused

- Developed driver programs such as a Driver Trainers, Elite Fleet, Lead Driver Council, Owner Operator Council to facilitate communication and continuous improvement
- Regional Field Safety Approach
- Orientation 7 Integration 7 Field

**~500 Drivers**

*60% Owner Operators  
40% Company Drivers*

**35%**

*Industry Leading  
Turnover*

## Industry Partners



## Safety Focus and Industry Leading Technology



