

Western Michigan University



What's your **next** move?™



SINGLE SOURCE • INTERMODAL • DEDICATED • FINAL MILE • TRUCKLOAD • LESS THAN TRUCKLOAD • REFRIGERATED • FLATBED • EXPEDITED

We forge long-term partnerships
with key customers that include
supply chain management
as an integral part of their strategy.
Working in concert, we
drive out cost, add value
and function as an
extension of their enterprise.

Supply Chain Solutions



Manufacturing



Distribution



Point of Purchase



Consumption



Intermodal



Truckload

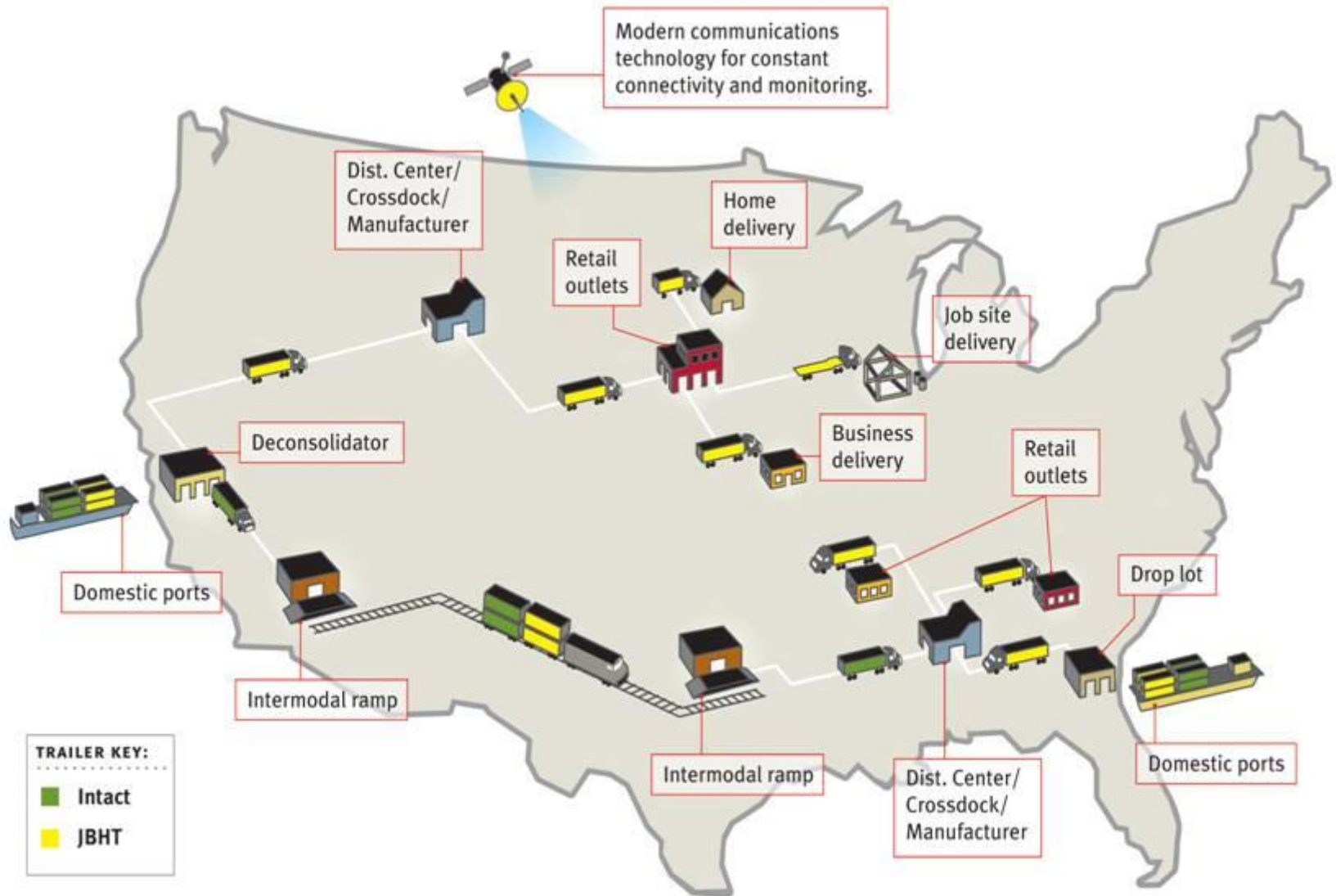


Integrated
Capacity Solutions



Dedicated
Contract Services®

Extensive Supply Chain Footprint





J.B. HUNT INTERMODAL

- ▶ Largest, 100% 53-foot, high-cube container fleet (more than 65,000 units)
- ▶ Largest drayage fleet in North America
- ▶ Priority loading and unloading at major rail terminals



DEDICATED CONTRACT SERVICES

- ▶ Fleet creation, conversion and augmentation
- ▶ Design and creation of unique, value-driven supply chain solutions
- ▶ On-site management to ensure quality service
- ▶ Extensive collaborative freight network



J.B. HUNT TRUCKLOAD SERVICES

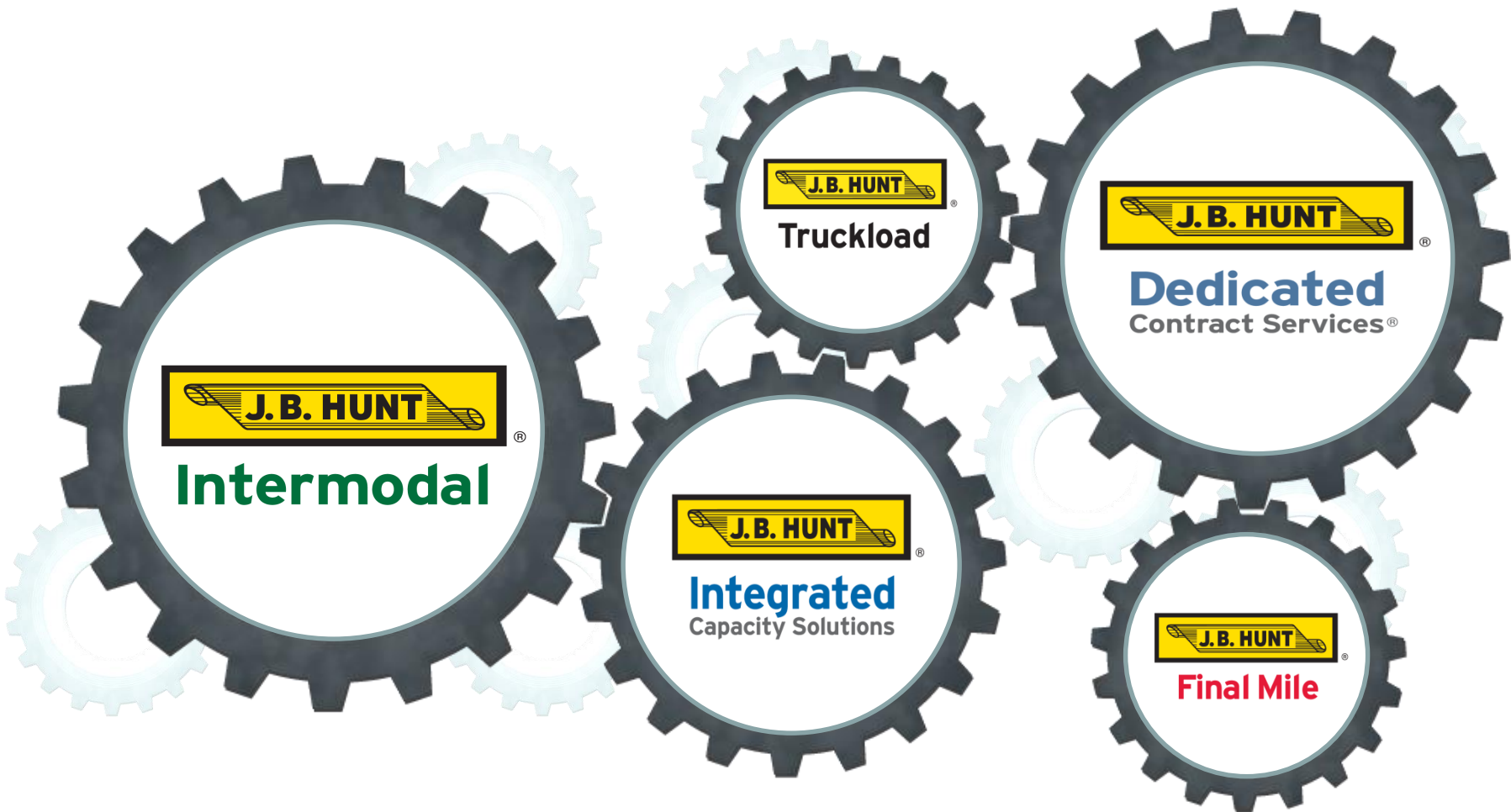
- ▶ One of the largest capacity networks in North America
- ▶ Instant tracking via the Internet
- ▶ 100% 53-foot air ride trailers
- ▶ GPS trailer tracking



INTEGRATED CAPACITY SOLUTIONS

- ▶ Dry van, flatbed, refrigerated, expedited and LTL services available
- ▶ 40- and 20-foot box domestic and international intermodal services
- ▶ Service to all 50 states, Canada and Mexico
- ▶ 24-hour customer service

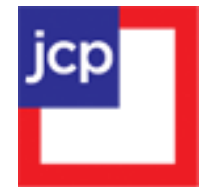
Complementary Components



Our Client Base is Broad



General Mills





Truckload

Truckload Keys to Success

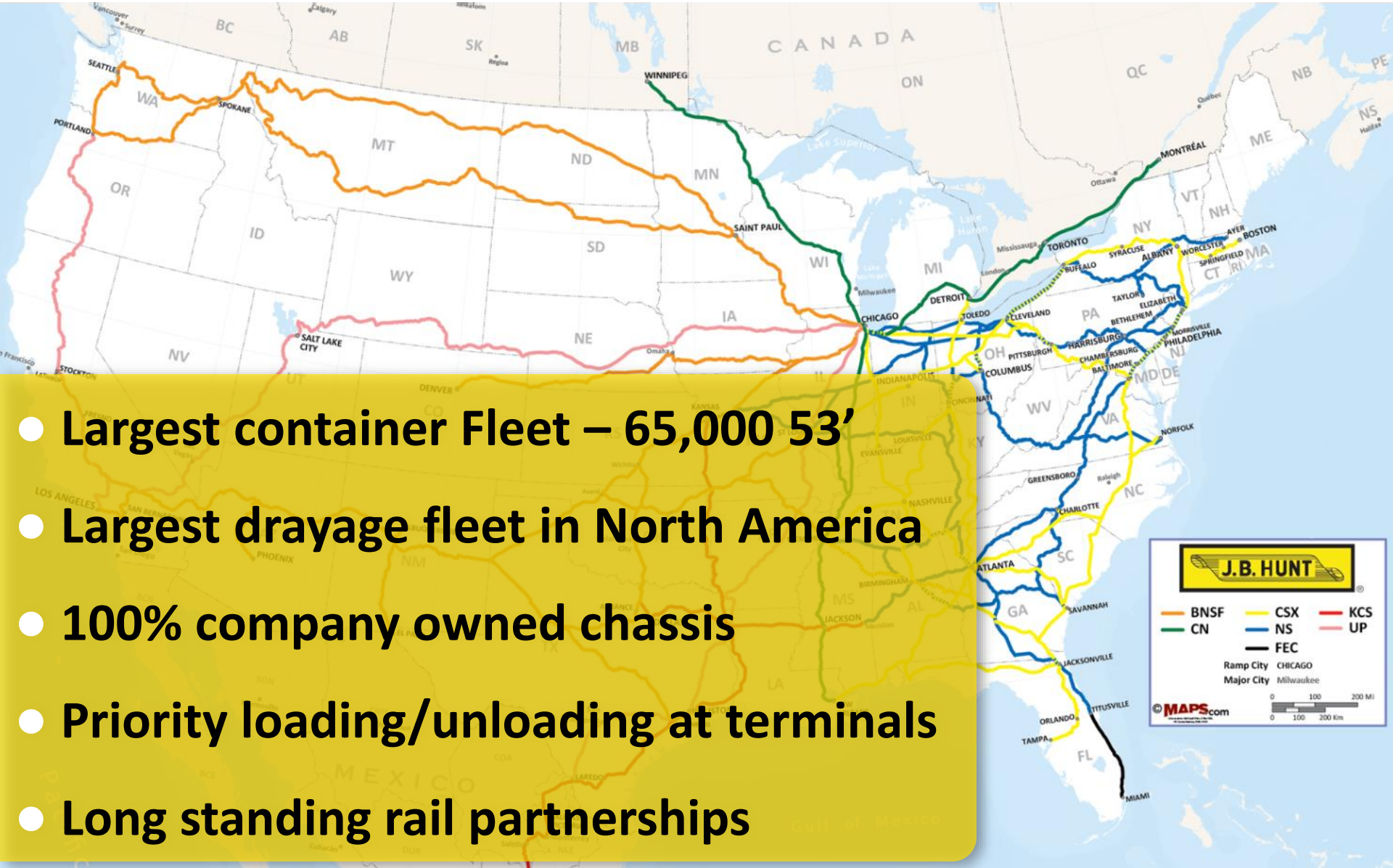


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- A close-up photograph of a white J.B. HUNT truck. The truck is the central focus, with its large side mirror and the number '321502' visible on the side of the cab. The background is a clear blue sky. A semi-transparent yellow box is overlaid on the lower half of the image, containing a list of four bullet points.
- Provides capacity network
 - Industry leader in Safety
 - State-of-the-art tractor and trailer tracking
 - Maintain Fleet size, improve margins/utilization



Intermodal

Unique Intermodal Network



- Largest container Fleet – 65,000 53'
- Largest drayage fleet in North America
- 100% company owned chassis
- Priority loading/unloading at terminals
- Long standing rail partnerships

Why Intermodal?



- **Shippers – low cost transport solution**
- **Environment – reduced carbon emissions**
- **Taxpayers – less highway wear & tear**
- **Motorists – less traffic congestion, etc.**
- **Truck Drivers – better local/regional jobs**

Intermodal Keys to Success



- Revenue per load quality
- Unique & growing rail relationships
- Asset utilization
- Maintain market share
- Balance network



Complementary Components



Dedicated
Contract Services®

On Site, Solution Based

- Design/Develop/Execute Supply Chain Solutions
- Extensive variety of specialized equipment
- Account level P&Ls, innovative systems
- Company fleet & employees

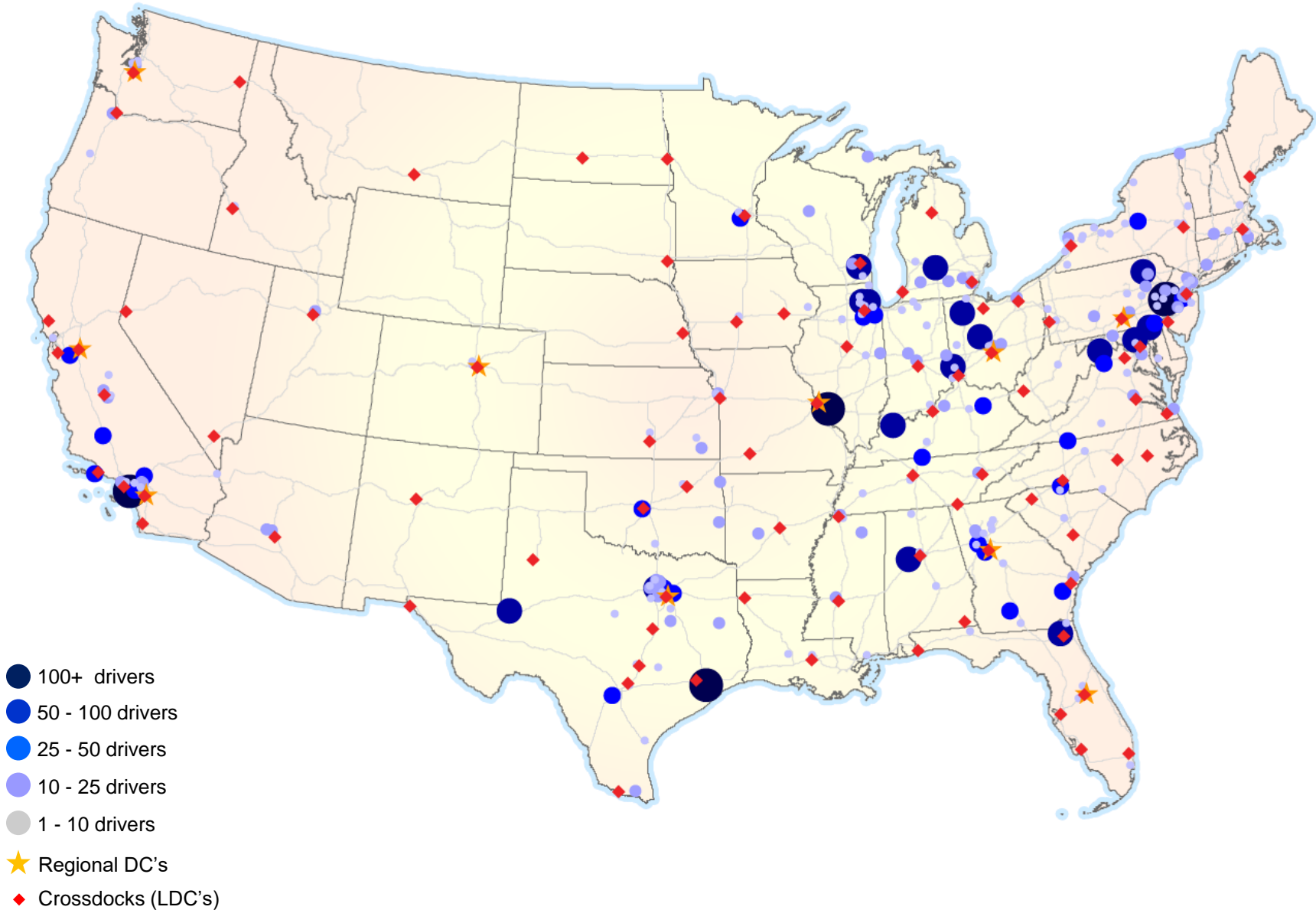


DCS Is An Attractive Business



- Long-term contracts
- Customers capture outsourcing benefits
- Leverages JBHT network
- Driver Friendly work environment

DCS Has Over 400 Account Locations



Complementary Components




J.B. HUNT FINAL MILE SERVICES

Your last mile is our **first priority.**[™]
Professional. Efficient. Pleasant.



Final Mile

- 
- A photograph showing two J.B. HUNT employees in blue shirts and khaki pants, wearing tan caps, moving a large, blue-wrapped item into a brick building. The item is secured with red straps. The background shows a brick wall and a doorway.
- **Final Mile delivers “big bulky” products into the consumer’s home: Appliances, Furniture, Fitness, Mattresses, Healthcare, Home Improvement**
 - **Services include: Front Step, Threshold, Room of Choice, White Glove, Assembly/Installation**
 - **Customers: manufacturers, retailers, and online**

Final Mile Delivery



- 15 years experience in Final Mile
- Targeting 100 cross-dock centers (currently 87)
- Commercial and residential delivery scope
- Company-owned fleet & employee personnel

Final Mile Customers



and more in the pipeline....



Integrated
Capacity Solutions

Customer Growth by Shipper Site



January 2007




Customer Growth by Shipper Site



December 2012

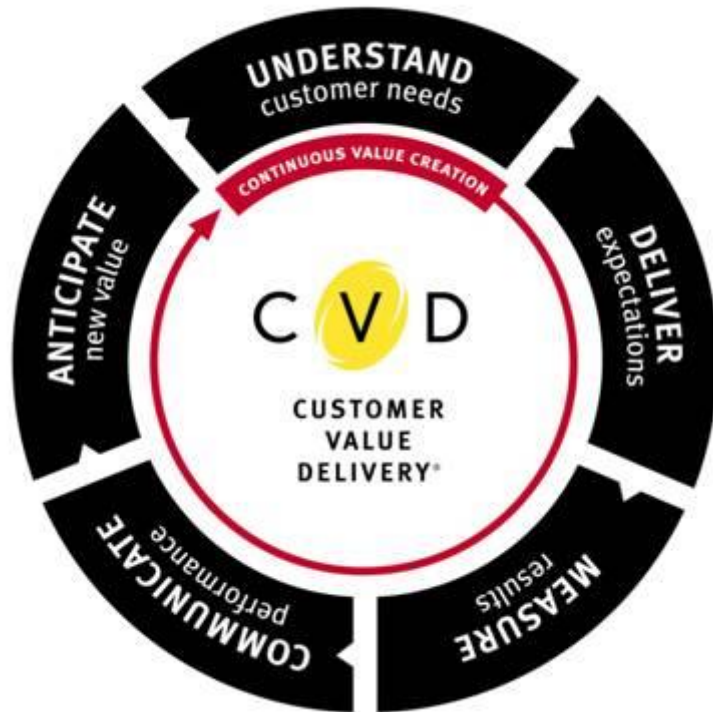


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- A blurred background image of a large, modern open-plan office with many employees working at their desks. The office has a high ceiling with recessed lighting and large windows on the right side.
- Revenue over \$1 billion
 - Operating income over \$50 million
 - Over 1,000 employees
 - When?

What Makes Us Different



Continuous Improvement



UNDERSTAND

- Cross-functional process
- Involves the customer and representatives from J.B. Hunt's sales, operations, and engineering groups
- Ensures a clear understanding of specific needs and activities
- Enables a seamless startup process



DELIVER

- Implementation procedures executed
- People, equipment, and systems placed
- Key performance indicators mutually identified
- Operations team begin providing designed solutions



MEASURE

- Award-winning technology measures performance
- Weekly, monthly, and year-to-date intervals
- Evaluate planned vs. actual performance
- Review successes or issues
- Establish priorities for continuous improvement



COMMUNICATE

- Formal communication methods
- Planned review events
- Mutual review of past performance
- Discussion of future priorities
- Strong relationship building



ANTICIPATE

- Always seeking to improve performance
- Create more value and control costs
- Analysis and idea creation
- Improving the customer's position in respective markets



Going

- Shift to intermodal freight
- Driver training to reduce truck idling
- Top-speed governing
- Energy efficient customer service



Financial Stability



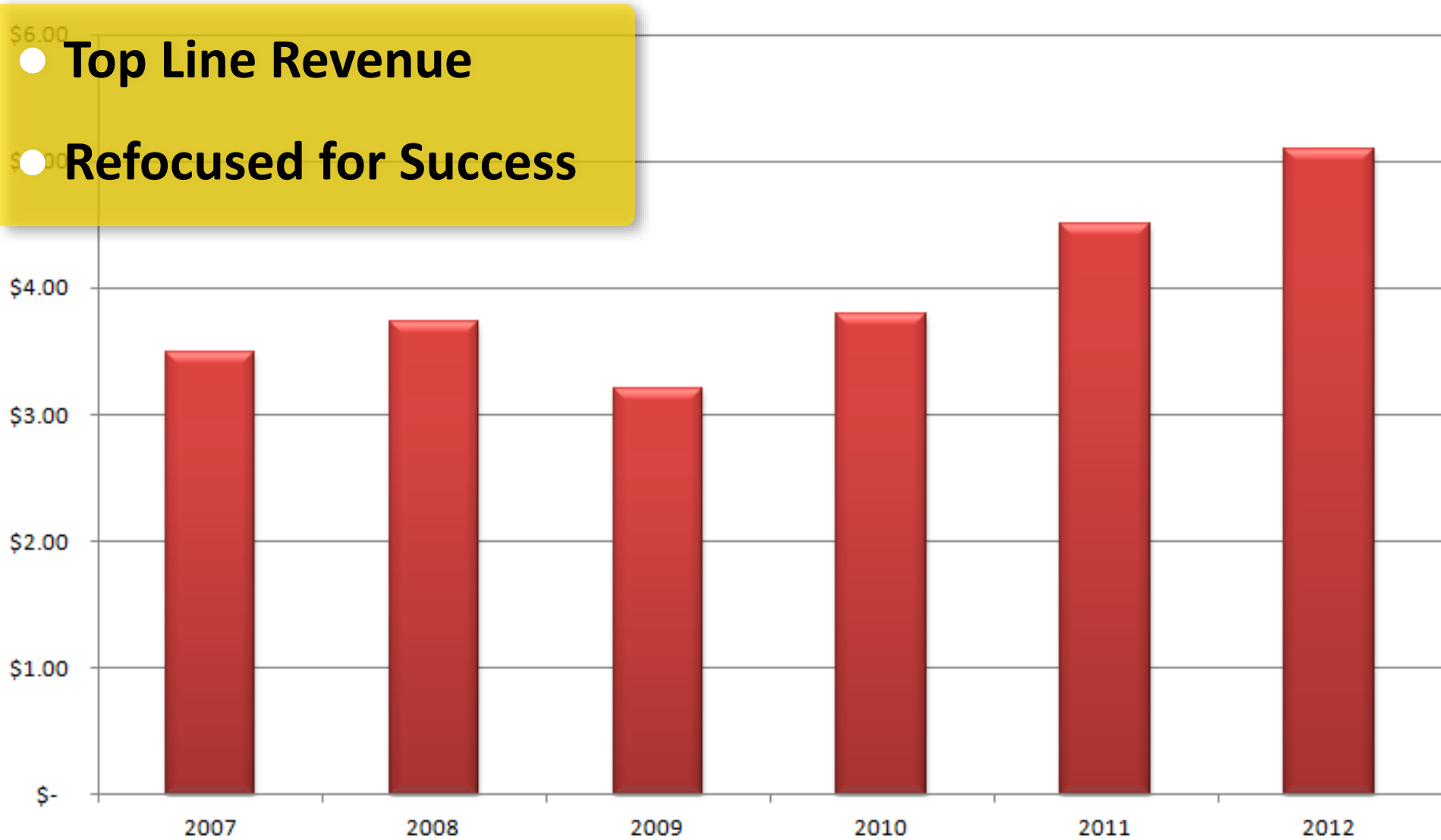
- JBHT stock vs. S&P 500
- 5 Year Comparison



Financial Growth



Revenue (\$ Billions)



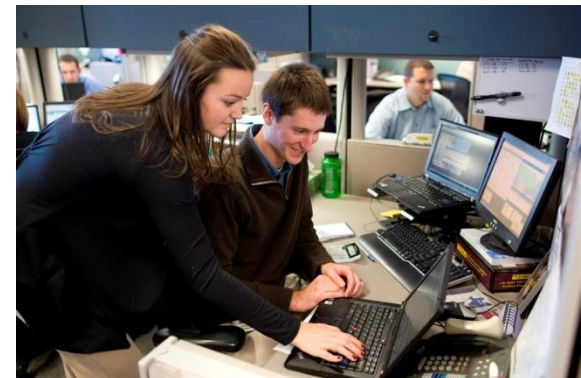
The Opportunities

- Growth = promotion opportunities
- Competitive compensation & benefits
- Over 400 locations nationwide

- Entry Level Positions:

- > Manager Trainee (DCS & JBI)
- > Transportation Sales (ICS)

- Customized training based upon you
- Entrepreneurial environment
- Continuing Education & Training



By Rail. By Road. By Deadline. **By J.B. Hunt.**

Questions?

