

Statement of Qualifications

Transportation & Logistics

SECTOR PROJECT HISTORY

SEGMENT	PROJECT TYPE	MARKETS STUDIED
3PL, Trains, Airline	Mergers & Acquisitions	Brazil and Mexico
Aerospace	Competitive Analysis	Brazil
Air Cargo	Market Analysis	Brazil, Mexico
Aviation Services	Competitive Analysis	Brazil
Cargo - Truck, Marine, Rail, Air	Industry Advertising Market Size Analysis	Mexico, USA
Commodity Shipping	Market Analysis	Argentina, Brazil, Uruguay
Commodity Shipping li	Market Analysis	Argentina, Brazil, Uruguay
Domestic Freight (All Modes)	Market Entry Analysis	Brazil, Mexico
Fertilizer Shipping	Market Analysis	Brazil
Freight Forwarding	Market Study	Latin America
Grain Transport	Competitive Intelligence	Us, Mexico
International Freight Forwarding (All Modes)	Market Entry Analysis	Brazil, Mexico
International Logistics	Multi-Market Benchmark Analysis	Puerto Rico, Mexico, Brazil, Colombia, Chile, Panama, Peru
Logistics	Competitive Analysis	Chile
Logistics	Market Entry Viability	Mexico
Logistics	Market Feasibility/Entry	Mexico
Logistics	Multi-Market Benchmark Analysis	Brazil, Argentina, Colombia, Chile, Panama, Peru, Guatemala
Logistics & Transportation	Market Entry Viability	Mexico
LTL Trucking	Market Entry Analysis	Mexico
Marine Shipping	Competitive Analysis	Venezuela, Mexico
Marine Transport Labor	Due Diligence Analysis	Brazil
Paperboard	Market Study	Central America, Caribbean
Parcel & Letter Delivery	Market Analysis	Brazil, Mexico
Rail Cargo	Market Analysis	Brazil, Mexico
Rail Transport	Demand Forecasting	Mexico, Canada
School Transport	Market Entry Research & Strategy	Mexico
Sea Cargo	Market Analysis	Brazil, Mexico
Transportation	Pricing Study	Mexico, US, Canada
Transportation Equipment	Market Profile	Latin America

Table continued next page

PROJECT HISTORY cont'd

SEGMENT	PROJECT TYPE	MARKETS STUDIED
Trucking & Logistics	Market Entry Analysis	Argentina, Mexico
Trucking Back Haul Digital Marketplace & On-Line Auction	Market Viability Research	Mexico
Urban Transport	Market Entry Research & Strategy	Mexico
Waste Management Transportation	Market Entry Research & Strategy	Mexico
Waste Management Transportation	Market Entry Research & Strategy	Argentina, Brazil
Trucking Back Haul Digital Marketplace & On-Line Auction	Market Research & Revenue Potential Analysis	Mexico

SECTOR PROJECT CLIENTS

The following clients have been served by InfoAmericas, either directly or in collaboration with affiliate consulting groups.

- **American Freightways**
- **AmeriJet**
- **BC Ferries**
- **Canadian Department of Foreign Affairs**
- **Carganet** (electronic marketplace for trucking)
- **Cargill** (risk management service provider)
- **DHL Express**
- **FedEx**
- **Find SVP** (global research firm)
- **Heil** (garbage truck body producer)
- **Hewlett Packard** (logistics software)
- **Kroll & Associates** (global intelligence)
- **McKinsey & Company**
- **Panalpina**
- **Penske Logistics**
- **Ryder**
- **TMM** (Mexican multi-modal transporters)
- **UPS**
- **US Wheat Associates**

STRATEGIC WHITEPAPER

- **Latin America Logistics Trends, Risks & Opportunities**
<http://www.infoamericas.com/announcements/TRANS-whitepapers/040610-TRANS-whitepaper-JP.htm>

The Latin America Logistics Trends, Risks & Opportunities Whitepaper is an exhaustive report on key demand, customer, regulatory, and competitive trends and statistics provided within the framework of a strategic report. The whitepaper is the culmination of lessons learned by InfoAmericas' Transportation Practice, which has conducted over 40 client specific market intelligence and consulting assignments in Latin America from 1996 to 2004.

PUBLIC DOMAIN ARTICLES AND REPORTS

Our project history is comprised of customized studies conducted for individual clients. Their content is confidential and cannot be shared without their consent. However, InfoAmericas has published the following articles in this sector that provide a glimpse of our skills in market research, analysis, forecasting and strategic consulting.

PUBLISHED ARTICLES

PLEASE NOTE: You will need a username and password to access the full text of these articles, registration is FREE

- **Latin America's Transport Infrastructure: Ready for Investment**
http://tendencias.infoamericas.com/article_archive/2006/060/060a_industry_analysis.htm
- **The Three Tiers of Latin America's Logistics Market**
http://tendencias.infoamericas.com/article_archive/2005/055/055_industry_analysis.htm
- **Marketing to Domestically-Owned Businesses: The Next B2B Frontier in Latin America**
http://tendencias.infoamericas.com/article_archive/2005/054/054_industry_analysis.htm
- **Latin America's Booming International Logistics Market**
http://tendencias.infoamericas.com/article_archive/2004/047/047a_industry_analysis.htm
- **Latin American Ground Logistics**
http://tendencias.infoamericas.com/article_archive/2004/044/044_industry_analysis.htm
- **Latin American Logistics Trends 2003 (PowerPoint Show)**
http://tendencias.infoamericas.com/industry-practices/2003-TRANS-Latam-Logistics-Trends-v1.0_JP.pps
- **Latin American Logistics and Cargo Transport**
http://tendencias.infoamericas.com/article_archive/2002/0204/0204_industry_analysis.htm
- **Ground Transportation in Mexico, Tendencias**
http://tendencias.infoamericas.com/article_archive/2001/0701/0701_industry_analysis.htm
- **E-commerce and Logistics, Tendencias**
http://tendencias.infoamericas.com/article_archive/2000/0600/0600_industry_analysis.htm

Would you like articles like these delivered to your inbox?
Sign-up for our FREE newsletter, InfoAmericas Tendencias.

<http://tendencias.infoamericas.com>

