

TA Services acquires the assets of Celadon Logistics

FAQ's for Customers & Carriers

Overview:

Who is TA Services?

TA Services (TA) has acquired the assets of Celadon Logistics. TA has served the transportation industry for over 30 years with truckload flatbed brokerage, material handling, mill services, trucking, and outside warehousing. TA is headquartered in Mansfield, TX. The company has been profitable since inception and has achieved successful growth rates in excess of 20% a year since 2014.

TA is the brokerage and 3PL division of PS Logistics. The PS Logistics family of companies is one of the nation's largest flatbed, asset-backed, logistics providers. PS Logistics is owned and operated by its two founders and One Equity Partners, a global private equity firm based in New York.

Why is this acquisition happening?

TA Services was looking for a strategic partner to expand their multi-modal service offering and geographic footprint. Celadon Logistics was looking for the right partner to invest in our people, processes, and technology. The combination gives both companies a stronger platform for recruiting top talent, deploying industry-leading technology, and investing in more extensive service offerings for customers and carrier partners.

What happens next?

We will continue to operate as Celadon Logistics in the short term and, over the course of the next six (6) months, we will integrate and transition into the identity of the new company, TA Services. The consolidated company will represent \$300-plus million in revenue. With offices in nine states and one in Mexico, the company will provide flatbed and truckload brokerage, 3PL, LTL, material handling, mill services, trucking, and warehousing services across the nation.

Scott Schell will remain as President and CEO of TA Services. The broader organization will be organized into three business segments: Flatbed Brokerage, Truckload Brokerage and Warehousing, and Freight Management. Jay Frieden will be the President of Truckload Brokerage and Warehousing, while Rich Piontek will serve as the President of Freight Management (LTL, managed transportation, and 3PL). Flatbed brokerage will continue to report directly to Scott Schell.

FAQs for Customers:

How will this affect my company?

Business continuity will remain unchanged. With our increased size, we will gain scale and buying power enabling us to drive more consistent service and competitive pricing. You will also have immediate access to one of the largest and most experienced flatbed fleets in America. Technology enhancements will be implemented during the transition, helping to identify partner

carriers best suited for your transportation needs. Along with these enhancements comes future client-facing technology, which will enable you to quote, book, track your loads, pay invoices, and run reports. We will keep you informed as these developments progress.

Am I getting a new point of contact?

No, your point-of-contact will not change as you will continue to work with the same Celadon Logistics team member(s). You may reach main points of contact via same phone numbers and emails throughout the transition and will be notified if there are any changes.

Will I lose access to Celadon's trucks?

No, we have signed a dual-agent agreement that allows our clients access to Celadon's fleet of 2,000 trucks and retains us as the sole brokerage provider for Celadon Trucking. You will continue to have access to Celadon's broader array of over 16,000 carrier partners that will work with us to best serve your truckload needs.

Will I have access to additional capacity?

All Celadon Logistics' clients will now have access to over 3,000 flatbed asset trucks owned by the PS Logistics family of companies, as well as, more than 22,000 flatbed carrier partners.

How does this affect my line of credit? Do I have to sign a new credit application?

There will be no anticipated change to any credit concerns in the short term. If there are any changes, you will be directly notified.

Is my Remit-To information changing? How does this affect Remit-To information for open invoices with Celadon?

There will no immediate change to your remit to information. During the transition we will announce the effective date and change for the remit-to address and bank information for ACH remittances.

How will pricing and contract needs be managed?

Pricing and contracts will continue to be managed as it is today. During the transition, TA Services will work with Celadon Logistics' customers to migrate to one logistics contract and rate agreement.

FAQs for Carriers:

How will this affect my company?

Business continuity will remain unchanged. With our increased size, we will gain increased scale, giving carriers access to a wider footprint of freight across America. Technology enhancements will be implemented during the transition, which will help us to identify optimal freight for your capacity. In addition our carrier settlement pay cycle will improve as we transition over to TA Service's pay quick process.

Will payment terms and methods change?

Initially, payment terms and methods will remain unchanged. Over time, we will transition to TA Services payment practices, which is focused on paying carriers quickly. TA Services has over 30 years' experience in partnering with its carriers and is a 5-star Diamond Broker with an A rating

for carrier pay. TA Services' MC number is 183070. You can learn more about TA by visiting www.taservices.com.

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Where do I send my paperwork?

There is no change in where to send paperwork, please continue to send as usual.

Will I still have access to all the lanes I currently run for Celadon Logistics?

Yes, it is expected that all current business will remain and you will have access to the same freight.

If I have a contract, will it change?

Your current contract will be managed as it is today. During the transition, TA Services will work with Celadon Logistics' carriers to migrate to one logistics contract and rate agreement.