



ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

TRUCK OR TRAILER REPAIR AND PARTS NEEDS

DESCRIPTION:

Vitals, Services, Pricing, & Future Service Opportunities

August 15, 2005

Prepared for: On Road Equipment Service and Repair Supervisor

Prepared by: Ruben Garibay
President, General Manager



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

TEL: (956) 791-5199 FAX: (956) 791-5780

August 15, 2005

I would like to introduce myself by way of this letter. My name is Ruben Garibay. I am the President and General Manager of Laredo Truck and Trailer Center.

Laredo Truck & Trailer SuperCenter, formally known as Laredo Trailer Connection, is now open at 22711 Mines Rd (FM 1472).

I took ownership of Laredo Trailer Connection and several other trailer repair facilities as of May 27, 2004. The merger of these facilities together with our many years of experience in the repair business has placed us in the unique position to offer parts and services on both sides of the Laredo/Mexico border.

Some of the services we are offering include tractor bodywork and paint, complete structural repair on all types of trailers, 24-hour mobile service on both sides of the border and DOT-type inspections conducted on Mexican side for equipment preparing to cross to U.S. side. This type of inspection will ensure DOT compliance and avoid delays at the import lot. These are a few features we have available for our customers.

We are also very glad to offer an unprecedented \$750,000.00's worth of trailer body and suspension parts to the Laredo and its surrounding area.

We are attaching a copy of our hourly rates, samples of pictorial documentation, some photos of our facility, tax and insurance information.

I thank you in advance for the time you allotted for our meeting. We appreciate the information you furnished us. We can put together a more formal presentation that will address your specific needs if you so desire.

Thank you, once again, for your time.

Sincerely,

Ruben Garibay, President



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ EXECUTIVE SUMMARY:

The Objective...

To find solutions to shorten downtime and eliminate profit deficiencies by implementing systems to reduce cost and increase efficiency.

- **Need #1:** To find efficient quality workmanship
- **Need #2:** To have parts & service delivered at a market competitive cost
- **Need #3:** To repair or deliver parts expeditiously to keep down time at a minimum

The Opportunity...

To establish a professional transparent business alliance that allows all parties to stay informed and involved throughout the entire repair or purchase process.

- **Goal #1:** Reduce cycle time of repair
- **Goal #2:** Have a controlled repair process
- **Goal #3:** Reduce overall cost of repairs and parts

The Solution...

Use available technology that offers the decision-makers immediate photographic documentation via email. There should also be an effort to concentrate more units in need of repairs at one facility that has the components on hand necessary to start immediately on repairs once they have been approved. This effort should be done in order to further reduce cycle time as well as save money. Conjunctively, have an agreed price menu for all types of repairs and parts prices.

- **Recommendation #1:** Take advantage of the large technical workforce we have available. **Save money and time by shopping from our \$750,000-dollar inventory at wholesale prices.**
- **Recommendation #2:** Allow concentration of all repairs at one facility so that reciprocally the repair facility is able to justify the necessary investment of fleet specific inventory and equipment.
- **Recommendation #3:** Implement a standard of labor times and parts prices that both parties can agree on eliminating the need for field estimates.



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ COMPETITIVE ANALYSIS:

The following is our preliminary research based on information provided by multiple truck lines and obtained from publicly available resources regarding competitors of Laredo Truck & Trailer SuperCenter. Our analysis compares our strengths and weaknesses relative to each competitor and how the proposal addresses any problem areas.

Trailer Shop

Monterrey, Mexico Based Repair Facility

Strong in the Mexican Insurance Repair Market

Focus Centered on the Monterrey Market with no authorized distribution in the U.S.A.

-Laredo Truck & Trailer SuperCenter's Focus is mainly in the Laredo Market and has Authorized Repair, Warranty, and Parts Distributions of 5 Major Trailer Manufacturers

Rush Peterbuilt

Peterbuilt Franchise Dealer

Strong Mechanical Service & Tractor Parts Department

Limited Staffing and modest inventory of the collision repair shop

-Laredo Truck & Trailer SuperCenter has 23 experienced technicians. Our \$750,000 - dollar inventory undergoes constant adjustments to meet the ever-growing clients' demands.

"Street Vendors"

Vendors running a trailer repair business strictly out of their truck that lack actual repair facilities.

Low overhead cost; Offer low repair time rates

These Vendor types lack the ability to perform major structural repairs in a safe and proper environment. Usually unable to handle large volumes of repairs; therefore, not capable of meeting desirable turnaround of equipment. These vendors do not provide workman's comp insurance to their mechanics, therefore exposing their customers, such as you, to possible comp claims. Since these vendors provide a large percentage of repairs on your sites they will be able to claim against your company when they get hurt on your site.

-Laredo Truck & Trailer SuperCenter has the facilities to handle any volume of repairs. We have the staff and capability to meet any of your collision and maintenance needs.



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ OPPORTUNITIES:

Your Company has a number of opportunities to benefit from this alliance and Laredo Truck & Trailer SuperCenter has the capabilities to exploit these opportunities.

We have already proven our capability of delivering a large volume of repairs at reasonable cost. We have the production engineering capability to handle a multiple amount of units at a time. We have factory certified technicians for all major trailer manufacturers. We also are an authorized repair and warranty facility for many trailer & suspension manufacturers. Our training of plastic repair as well as SMC (Hood Material) repair is unsurpassed in the area. We have a heated paint booth that enables cleaner and faster production.

You can count on our facility and our trained technical staff to save you time, money and salvage parts that you may traditionally replace. We are willing to help you in any way to facilitate the efficient return of your equipment. We have insurance claims processing experience that allows us the means to offer many innovative ideas for repairs authorization processing. We can provide you with all the supporting pictorial documentation you need before, during and after completed repairs.

We buy at distributor warehouse pricing and even directly from some major manufacturers. The buying power we have obtained allows us to be very competitive and helps you save money on freight and parts.

■ Opportunity #1

Take advantage of our experience in the field of collision repair and maintenance. We have a proven record of accomplishment and the willingness to help you reach your goals.

■ Opportunity #2

The staff and facilities are available to meet your demands. We invite you to make use of our high capability to meet your repair needs.

■ Opportunity #3

Save, Save, Save!

You have an excellent opportunity to save money on parts repair versus replacement and on turnaround time. We will help you process the repair need list and items thus helping you save on staff hours. We will help with supporting documents for your damage reports and files.



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ SERVICES PROVIDED:

Laredo Truck & Trailer SuperCenter can provide the following services to your company. Services listed here include pre-production, production and post-production services, unless otherwise covered under a separate agreement.

- **Complete Tractor & Trailer Collision Repair-** Capable of handling any type of repair or upgrade modifications and fabrication.
- **24-hour mobile service-** Four well-outfitted and adequately stocked units available through radio dispatch 24 hours a day.
- **Mexico Mobile Service-** Service is available for all types of repairs and parts needs. Can be dispatched and billed by our Laredo office.
- **DOT-type inspections in Mexico-** Inspection to ensure compliance of DOT regulations so your equipment is not held up at the import lot and delayed.
- **Qualified Staff Members** - Our expert team can assess repair needs and make accurate recommendations to correct them. Our professionals will help you stay informed of the repair process so that you can make better decisions to maximize the utilization of your equipment.
- **Technical Staff** - Adequately trained to meet the repair needs and demand
Alternate Repair Methods – Repair methods that will help salvage parts, without sacrificing quality and durability.
- **Expedient Service** - Strong and concentrated effort is given on returning your units as fast as possible. This would include dual shifts, if so required, to meet your needs.
- **Overall Repair Cost Savings** - Total focus on what will be the most cost effective way to get your units back to optimum operating conditions.
- **Documentation Assistance with relation to repairs** - as needed.
- **Final Inspection Staff Member** - Quality assurance supervisor is on production floor at all times. This staff member inspects repairs as they are being performed and at their conclusion to ensure consistency in quality.
- **Discount Pricing** - Wholesale prices are available for commonly used parts and high-consumption items unique to your fleet.



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ CLIENT REFERENCE:

U.S.A.

We are exclusive service providers in the Laredo area for J.B. Hunt, Cal-ark, Swift Transportation, Warren Transport, PAM Transportation, we are also preferred service providers for CFI, Celadon Trucking, Werner Enterprises, Schneider National.

Mexico

In the Nuevo Laredo, Mexico area, we serve truck lines such as Mon-ro, S.A. de C.V. Canionera Regional, S.A. de C.V., Transportes Elola S.A. de C.V., Truka S.A. de C.V., Jaguar S.A. de C.V., Logis S.A. de C.V., RB Group S.A. de C.V., Trans-mex S.A. de C.V.

Heres what some of our customers have to say:

"Laredo Truck & Trailer is the only authorized repair facility for equipment damaged in Mexico"...

Jim F. Chism-Director of International Operations, J.B. Hunt

"Laredo Truck & Trailer has played a key role in helping us convert the Laredo Terminal shop to a full line trailer repair facility due to their substantial inventory and willingness to stock what we need"...

Gustavo Cinfuentes-Shop Manager, Celadon Trucking Services, Inc.

"We have saved over 12% on annual parts purchases since we switched all our parts business over to Laredo TNT"...

Fred Estevanes-Shop Manager, Cal-ark (Central Maintenance Inc.)

"When we have a damaged trailer with a hot load we only call the folks at LT&T, we know it will get done quickly and correctly the first time out"...

Joe Perez-Shop Manager, CFI

"We have no longer had issues with our trailer repairs since Ruben took over the business...we feel there is a stronger and more ethical, as well as trusting relationship"

Bob Luenberger- Director of on road, Warren Transport

"I stopped getting quotes from multiple vendors because Laredo Truck & Trailer has proven to be one of the only shops i can trust and the only one in Laredo"...

Douglas Bopp- National Break Down Supervisor, Swift Transportation



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

ruben@laredotnt.com

TEL: (956) 791-5199 FAX: (956) 791-5780

■ WARRANTY:

All repairs performed have a limited warranty

Unless otherwise stated on invoice. Exceptions are limited to repair procedures requested specifically by customer not recommended by Laredo Truck & Trailer SuperCenter. Repair warranty will remain in effect for as long as the customer owns the unit and is limited to normal wear and tear limits. Warranty will be limited to workmanship failure and parts warranty limits. However, any post repair collision or improper use of equipment will void all warranty. Warranty will cover any repair performed and billed during the course of this alliance. It will be limited to repairs performed or parts installed by Laredo Truck & Trailer SuperCenter and/or any subcontractor hired to perform any service billed to your company by Laredo Truck & Trailer SuperCenter. Warranty will also be limited to repairing and/or refinishing as per billed procedure. Any deviation or request for alternatives may be subject to additional charges. In the event of a part failure, only the part billed and installed by Laredo Truck & Trailer is covered. Any subsequent damage to any adjacent or non-adjacent parts is not covered by this warranty. No other warranty or guarantee is implied.

Our Guarantee

In the unlikely event, there are any warranty claims on any services rendered by Laredo Truck & Trailer Center; LT&T SuperCenter will promptly, courteously, and professionally remedy the situation or concern.

■ PHOTOS:



■ PHOTOS:





Contact

22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

TEL: (956) 791-5199 FAX: (956) 791-5780

RUBEN GARIBAY

President, General Manager

ruben@laredotnt.com
Mobile: 956.235.5747
Nextel: 145*2*62158

Robert Soto

Service Manager

robert@laredotnt.com
Mobile 956-235-5729
Nextel 145 *4*6250

Juan Carlos Sanchez

Parts Manager

jc@laredotnt.com
Nextel 145*3*18953

Kathie Sanchez,

Accounting

katsan@laredotnt.com

HOURS OF OPERATION:

Monday - Friday 8:00 a.m. to 6:00 p.m.

Saturday 9:00 a.m. to 3:00 p.m.

Mobile after-hours available 7 days a week

SHOP RATES:

Trailer Rate: \$38.00 per hour

Tractor Body & Paint Rate: \$48.00 per hour

Tractor Mechanical Rate: \$60.00 per hour

MOBILE RATE:

U.S. Mobile Service: \$38.00 per hour

Mexico Mobile Service: \$40.00 per hour

(billed from U.S. office)



Services

22711 MINES RD (FM 1472)

LAREDO, TEXAS 78045

TEL: (956) 791-5199 FAX: (956) 791-5780



Factory-trained, experienced mechanics work in all of our modern 16 bay shop locations with state-of-the-art equipment. The Laredo T&T total service program guarantees that your trailer will be back on the road as soon as humanly possible. Everything from major wrecks to minor maintenance. No job is too tough for our service experts. We know how to keep your trailers rolling trouble-free.

We repair all makes and models. Authorized Rapid Repair dealer for Associates.

Some of our Services

- Frame repairs and straightening
- Undercarriage and brake work
- Rollup and swing door repair
- Steel, aluminum and SST welding
- Roof replacement and repair
- Sand blasting & Painting
- Custom paint and design (Laredo only)
- Pro-Link ABS Diagnostic
(The professional way to troubleshoot)
- Complete wreck rebuild
- B line laser alignment
- Insurance work
- Custom modification
- Steel and aluminum dump repair
- Cut down and stretch
- Local Pickup and Delivery
- Lease return reconditioning



LAREDO

Laredo Truck & Trailer
22711 Mines Road
Laredo, Texas 78045

Local: 956.791.5199
Fax: 956.791.5780

Service Manager,
Robert Soto



LAREDO TRUCK & TRAILER
22711 MINES ROAD LAREDO, TX 78045



LAREDO TRUCK & TRAILER® 956.791.5199

www.laredotnt.com

From Cordant Technologies



OVER \$850,000 IN STOCK

AIRBAGS

Firestone
Hendrickson
Neway
Goodyear

ANTI-LOCK BRAKE SYSTEMS

Haldex / Midland
Arvin Merritor
Eaton
Wabco

BEARINGS-SEALS

C/R
National
Stemco
Timken
Sirco

BODY PARTS

Dorsey
Freuhauf
Great Dane
Hyundai
Lufkin
Manac
Monon
Pines
Strick
Trailmobile
Utility
Vanguard
Wabash
Too Many More to List

BRAKE DRUMS & HUBS

Centrifuse
Dayton
Gunite
Hayes Lemmerz
Merritor
Webb

BRAKE CHAMBERS

MGM
Midland
Ranger

BRAKE SHOES

Haldex B.T.
Greyrock
Ferodo

BRAKE VALVES

Bendix
Haldex/Midland
Sealco
Tramac

CARGO CONTROL

Ancra
C.M. Chain
Kinedyne
Multiprens
Buffers

ELECTRICAL

Midland
Phillips
Tramac

FENDERS

Fleet Engineers (Steel)
Merrit (Aluminum)
Minimizer (Plastic)
Pro Tech (Aluminum)
Quality (Aluminum & Steel)

FIFTH WHEELS & PARTS

Con-Met ASF / Simplex
Dayton
Fontaine
Holland
Jost
Silver Eagle

FLOORING

Apitong
Laminated Oak
Recycled Plastic

HARDWARE

Hinges
Latches
Fasteners

HEAD ACHE RACKS & TOOL BOXES

Aero
Merrit
Pro Tec

LIGHTING

Betts (Safety Lights)
Grote
Peterson
Trucklite
Unibond

HUBODOMETERS

Stemco
Veederroot

LANDING GEAR

Binkley
Propar / Fruehauf
Holland
Jost
Westran (Austin)

LIFT AXELS

Hendrickson
Neway
Watson Chalin

MUDFLAPS & BRACKETS

Aero Pro
Betts (Brackets)
Fleet Engineers
Koneta
Symplastics
Gorilla

PINTLE HITCHES

Holland
Premier
Wallace Forge

SCUFF LINER

Fiberglass
Galvanized Steel
Oak
Polyurethane
Recycled Plastic

SUSPENSIONS SLIDERS PARTS

Batco
Binkley
Dayton
Hendrickson
Hutch
IMT
Load Air
Neway
Reyco
Ridewell
Superide
Silver Eagle

TARPS & SIDE KITS

Aero
Cramaro
Donovan
J Van Metal
Perfection
Pioneer
Pull Tarp
Roll Rite
Shurco

TRAILER AXLES

Dana Spicer
Holland / Pro Par
Ingersol
Arvin Merritor (Rockwell)

WHEELS

Accuride
Alcoa
Hayes Lemmerz



22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

TEL: (956) 791-5199 FAX: (956) 791-5780

CREDIT POLICY

Before a credit line is granted, each customer must complete and sign our credit application. Once the filled application has been returned to our corporate office, it will be reviewed by our credit management team. The standard review consists of a Duns report; follow up with trade references, and an inquiry of the customers' banking facility. Often this procedure will give us enough information to make an informed decision. However, sometimes one or all of the above pieces of information are either not available, delayed by its source, or simply does not provide enough information. If this is the case, credit will not be granted until the information is made available or appropriate substitute information is available. During the time the credit application is being processed, the customer may have repairs done on a C.O.D. basis. That is, payment must be received before Laredo Truck & Trailer SuperCenter releases the unit to the customer. If credit is denied, repairs may still be rendered on a C.O.D. basis. Payment terms are a strict net 30 days from invoice date. We reserve the right to request payment before the terms in the event that the customer's balance is past due or exceeds their credit limit. If payment is not received, it will be considered delinquent. Customers are evaluated on their adherence to this policy to determine if credit privileges should continue. Thank you for taking time to read our credit policy and procedures form. We look forward to serving your mechanical and parts needs.



CREDIT APPLICATION

22711 MINES RD (FM 1472)
LAREDO, TEXAS 78045

TEL: (956) 791-5199 FAX: (956) 791-5780

FIRM NAME:

Name: _____ Date: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

Name of contact: _____ P. O. Number required? _____

Title: _____

BANK REFERENCES:

Name: _____ Acct#: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

Contact/Title: _____

Number of years with bank: _____

TRADE REFERENCES:

Name: _____ Contact: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

Name: _____ Contact: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

Name: _____ Contact: _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

ICC—MCC NUMBER _____ DUNS NUMBER: _____

Applicant's signature attests financial responsibilities, ability and willingness to pay our invoices in accordance with the following terms: Net 30 days from the date of invoice. The undersigned purchaser agrees to pay any collection expenses, including attorney's fees that may become necessary to effect collection of this account.

The above information is for the purpose of obtaining credit and is warranted to be true. I/We hereby authorize Laredo Truck & Trailer Supercenter to investigate the references listed pertaining to my/our credit or financial responsibilities.

Authorized signature: _____ Print Name: _____

Title: _____ Date: _____