

Transport Capital Partners, LLC

Business Expectations Survey Results
Second Quarter 2009



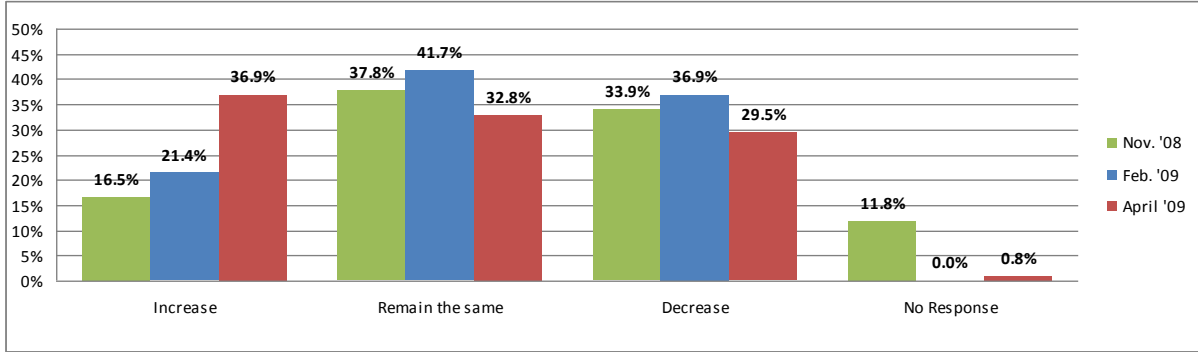
Transport Capital
Partners



Prepared by Richard Mikes, Ph.D and Lana Batts

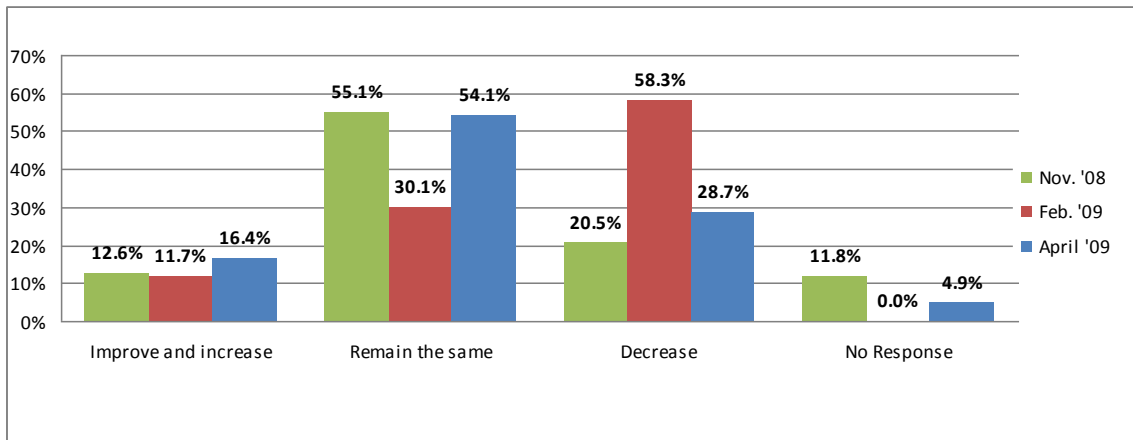
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Graph 1a



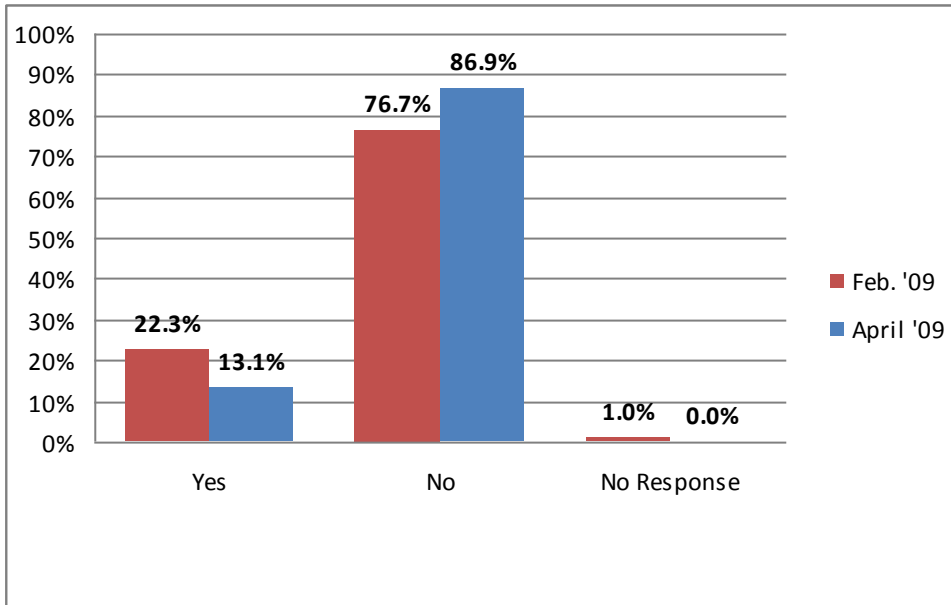
The most encouraging trend that arose from the second quarter survey: 37% of respondents were positive about improving volumes over the next 12 months, compared to 21.4% in February. The share of carriers expecting volumes to remain the same or decrease over the next year was down about the same percentages as in February.

Graph 1b



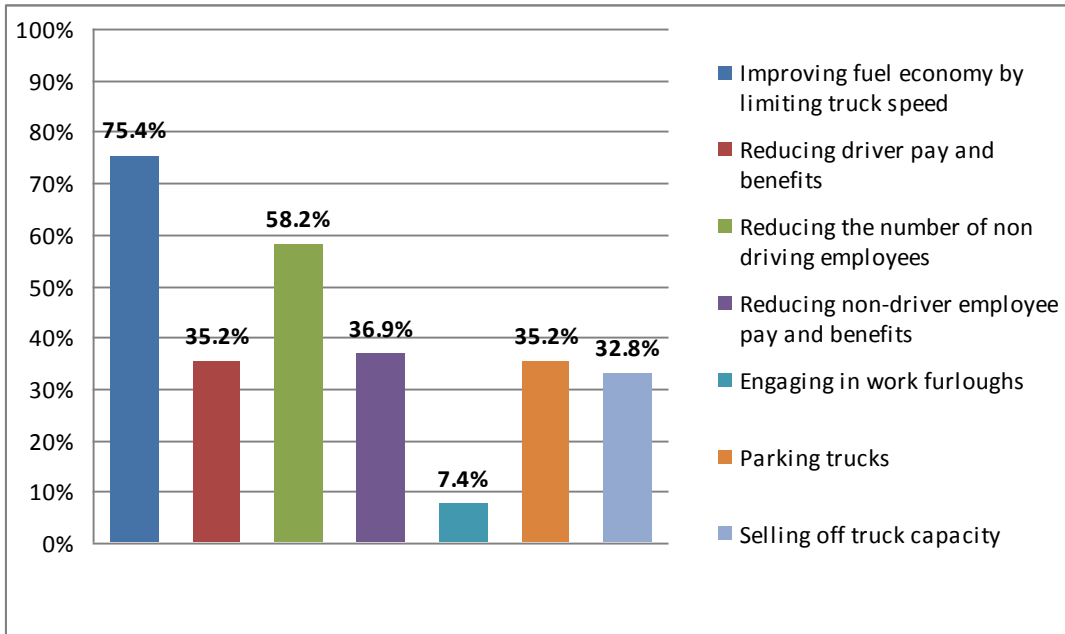
The number of carriers expecting rates to remain the same during the next year hit a low of 30 percent in our February survey but rose to 54% in April. This perspective proves almost identical to responses six months ago in November. More than half of respondents expect rates to improve and increase or remain the same, a more optimistic outlook compared to prior surveys. Those expecting a decrease were reduced by half compared to the last survey. These responses would indicate that perhaps a bottom has been reached.

Graph 2a



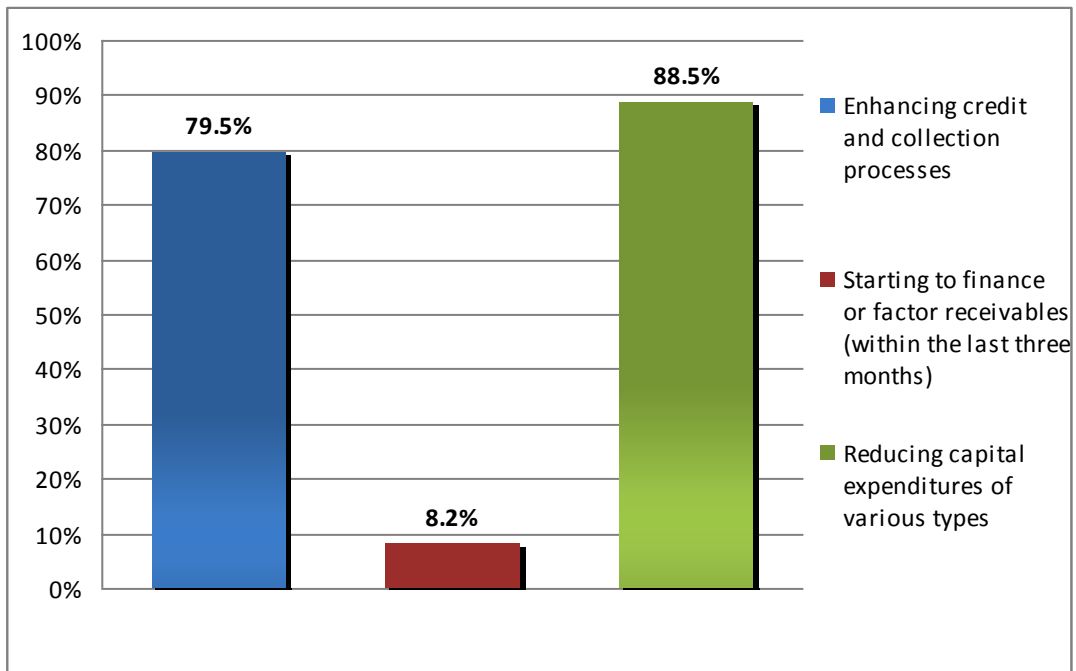
Industry outlook is improving as reflected in a significant drop of 9% of respondents reporting that they are considering leaving if tonnage does not increase.

Graph 2b



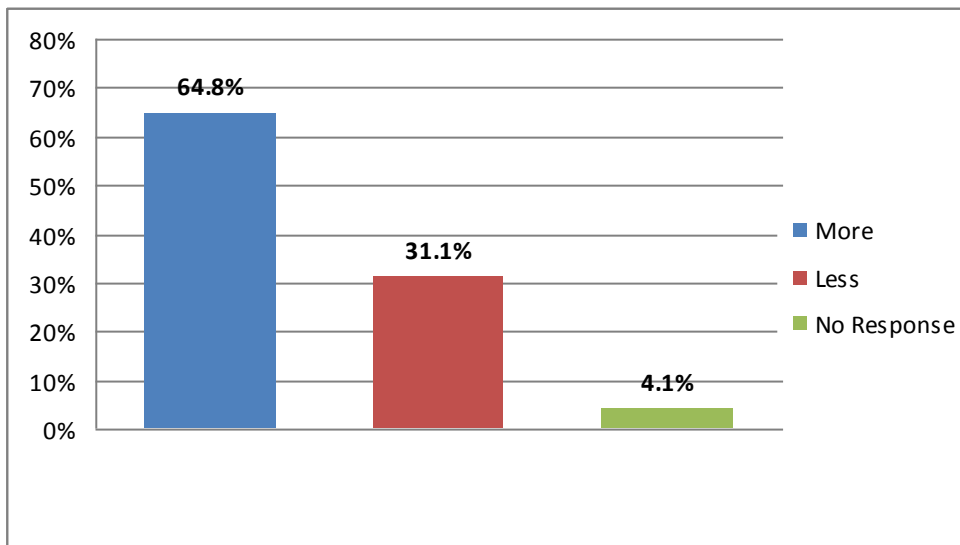
According to respondents, the most effective steps to take to improve profit are improving fuel economy by limiting truck speed, with three out of four firms pursuing this method, and reducing the number of non-driving employees, with almost six out of ten carriers implementing this method.

Graph 3a



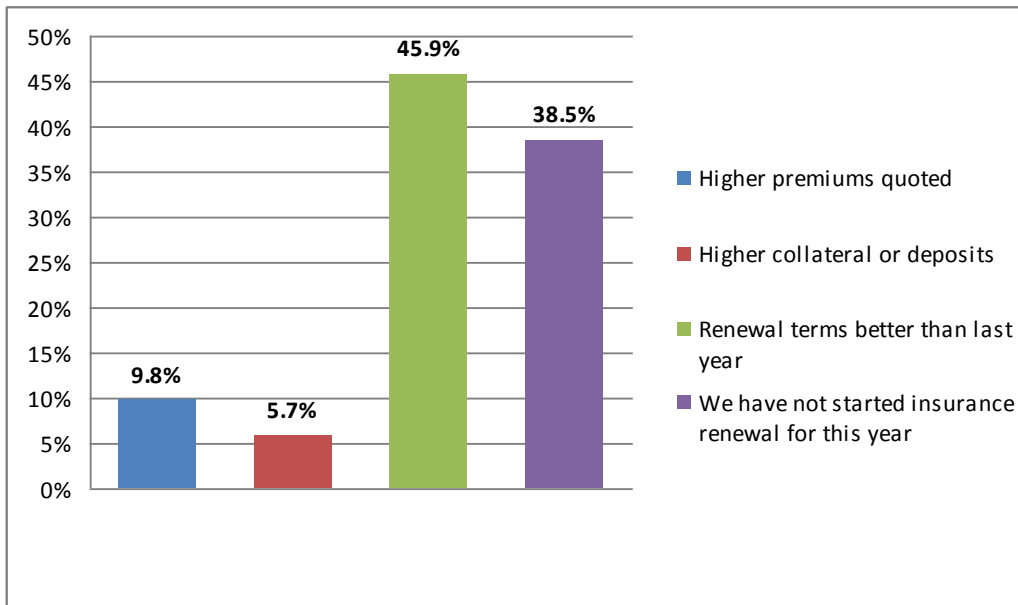
Survey results indicate that carriers are aggressively enhancing credit processes and reducing capital expenditures in order to improve cash flow.

Graph 3b



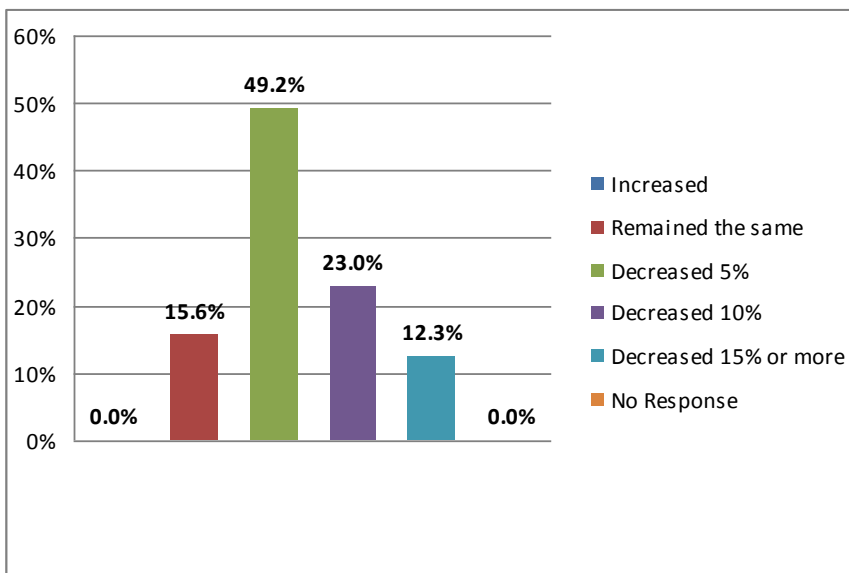
Almost two-thirds of truckers have used more broker freight services as a share of total revenue this quarter, while about a third reported less usage.

Graph 4a



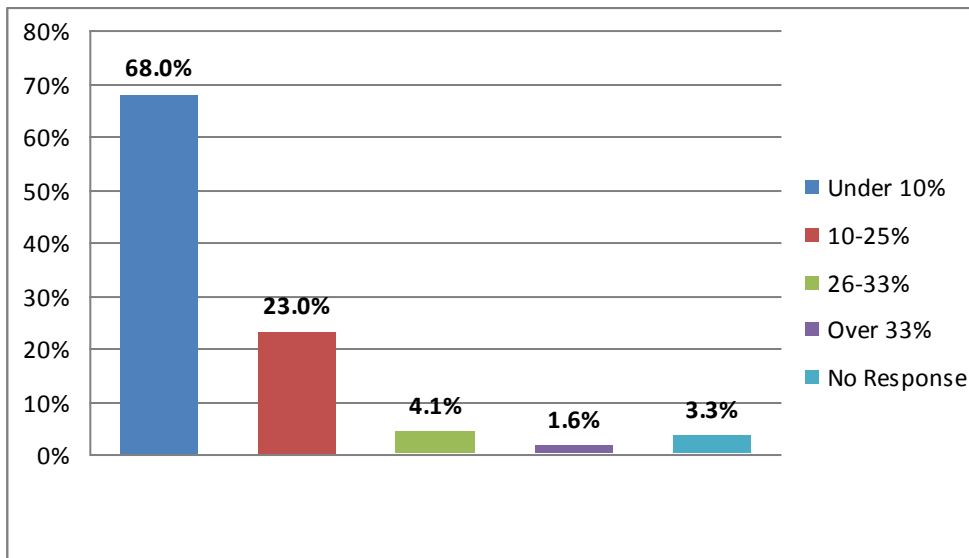
About half of the surveyed carriers reported that insurance renewal terms are better than last year, a clear positive trend. Only about 10% reported higher premiums. We will continue to monitor this closely to see if the better renewal terms continue throughout the year.

Graph 4b



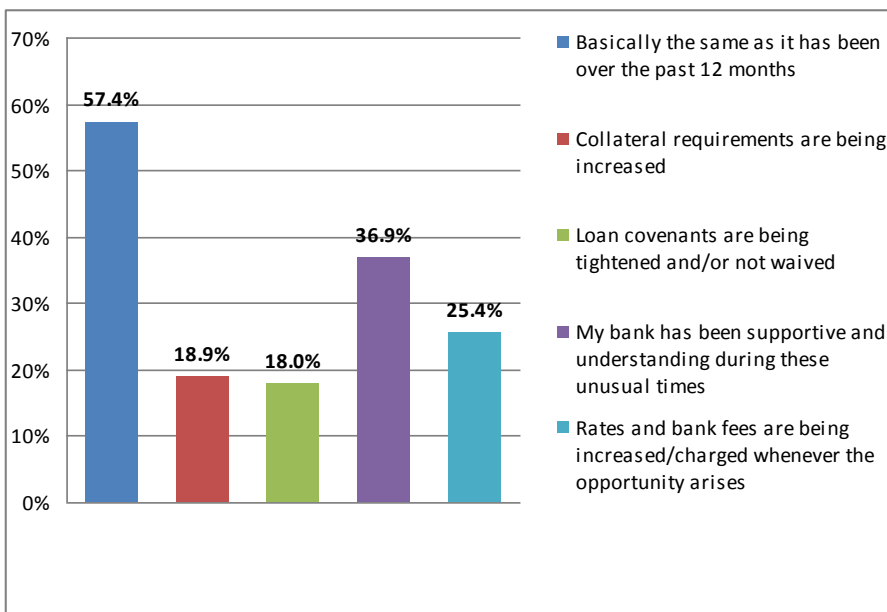
Freight rate pressures are clearly evident over the last three months, with almost half of carriers noting decreases of 5%; 23% indicating decreases of 10%; and 12% seeing a decrease of 15% or more.

Graph 5a



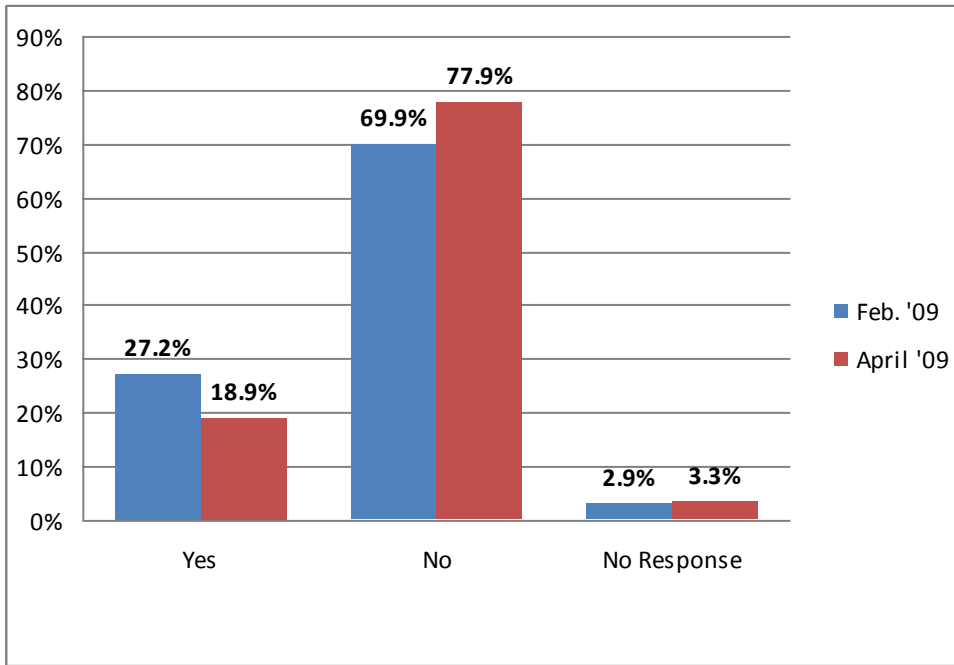
The outlook for new purchases of tractors was modest, with over two-thirds of carriers indicating they would acquire less than 10% of their fleet over the next 12 months.

Graph 5b



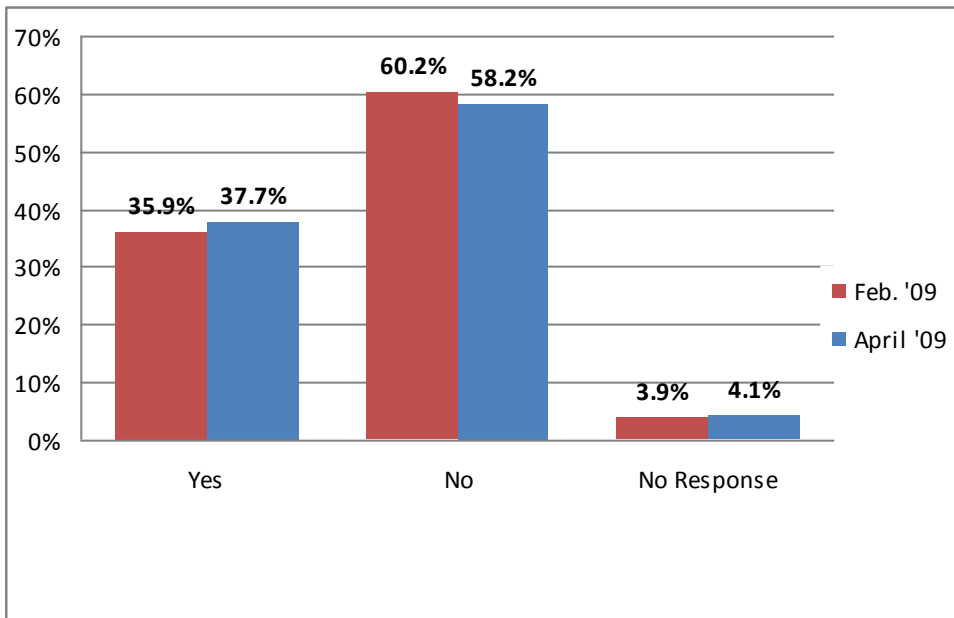
A majority of the fleets indicated that their credit relationships are generally stable, with 57% describing it as “basically the same as it has been over the past 12 months” and 37% reporting, “My bank has been supportive and understanding during these unusual times.” However, about one-third combined said, “Collateral requirements are being increased” and, “Loan covenants are being tightened and/or not waived,” and another 25% indicated that rates and fees are being raised.

Graph 6a



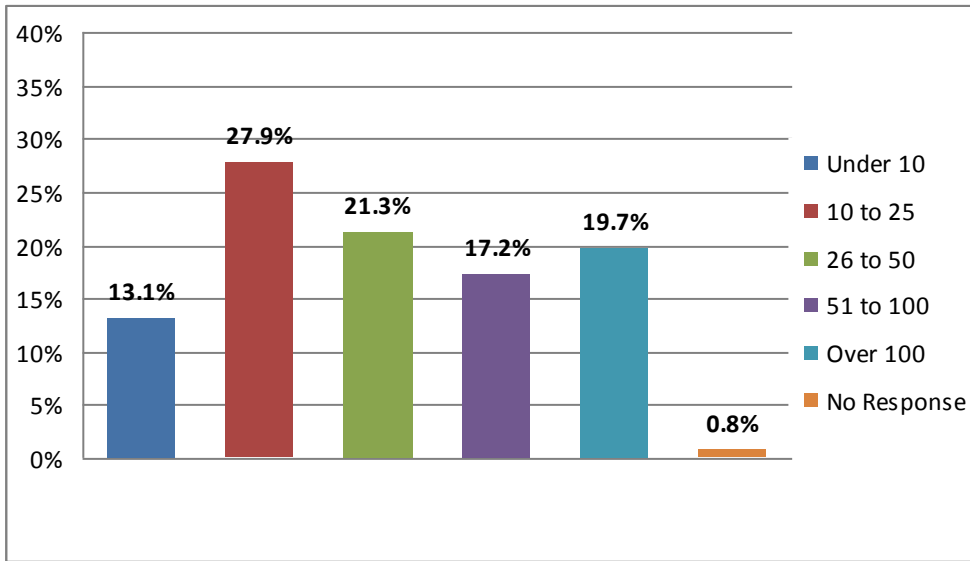
Compared to the last survey, about a third fewer of respondents reported a desire to sell their company over the next 18 months. This is another indication of an improved outlook.

Graph 6b



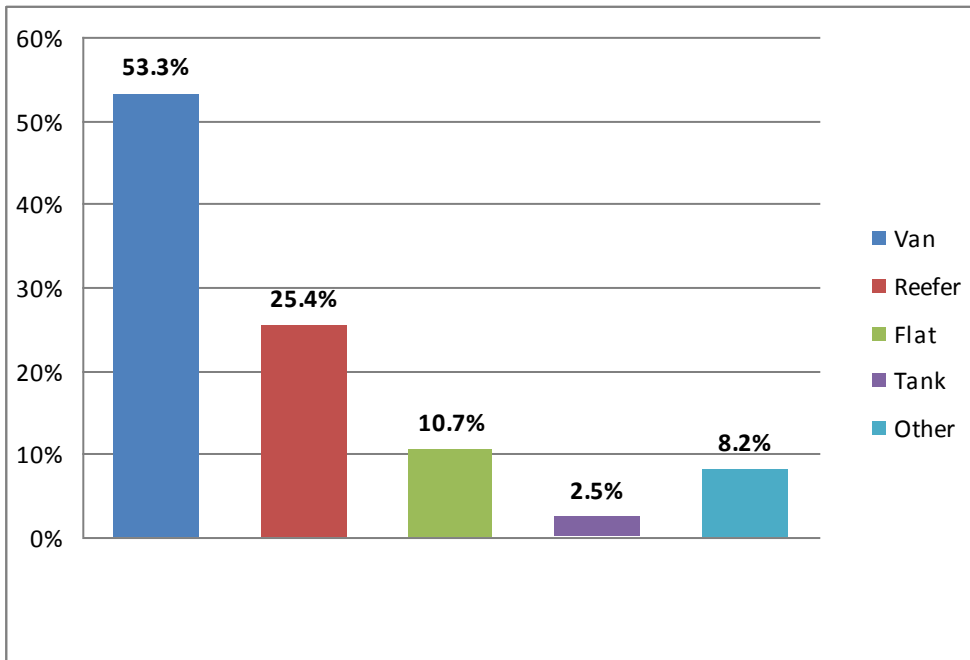
There was little change between February and April in the number of respondents interested in buying a company over the next 18 months. This probably reflects a desire to wait until they are assured of an economic recovery and a better understanding of how strong the recovery will be.

Graph 7a



Annual Revenue of Respondents

Graph 7b



Primary Equipment of Respondents