



# OVERSIZE NEWS



## “Size Matters”

In the world of project cargo transportation that we live in, we move at breakneck speed from one packing list or RFQ to another each filled with a variety of cargo types to get the next complex machine from point “A” to point “B” in the most efficient and cost-effective manner possible. Manufacturers and fabricators throughout the world try to sell their wares to a broad range of clients using an array of overseas and/or domestic sources to gather pricing on each portion of the multimodal transportation chain in an attempt to arrive at just the right number to add to their equipment sale price that will win the deal. It’s a fast-paced, high-stakes wager made hundreds of times per week to make sure you have every link in that chain handled with the best quality quotations from your best, most-trusted and responsive transportation vendors.

To save time, some companies will try to use “one-stop shopping” wanting all of the cargo to be quoted by a single asset-based company regardless of their competency in the hopes they can quickly get a decent number to plug into a project estimate today with little or no notice to the vendor for a machine that won’t be produced and delivered for a year or more from now. While that’s a common solution, those companies may be doing themselves a huge disservice by getting a quick, but unqualified proposal from a heavy transportation and/or rigging company that cannot provide all of the necessary services in-house forcing them outside of their primary area of expertise.



Earlier this year, country music artist Joe Nichols found that his new release “**Size Matters (Someday)**” was in his words “a big ole hit”. While Mr. Nichols might be talking about something entirely different from project cargo transportation, the concept that *size makes a difference* is absolutely

true! No one company can be a one-stop shop because each one has its own set of core competencies. As such, these companies have to utilize third-party contractors to supplement their offering. The problem is that when a project award is made based on that type of offer, control is lost (loose at minimum) and yet another middleman is added to the mix in addition to the customer getting an inflated price for that sub-subcontracted work. Writing and awarding a single contract might appear attractive, but problems can and often do arise once the cargo is ready to ship under these circumstances.

Focus has proven to be a key to success for Perkins Specialized Transportation Contracting over recent years. We focus only on the largest components whenever we review bid opportunities to ensure that we present our “best foot forward”, a competitive price on the specific items on which we are expert and most competent to handle. Perkins has a long and rich history in the transportation industry that began way back in 1947. Since that time, the company has moved all manner of cargo over the road using legal and specialized highway transporters. While PSTC would have no problems in effectively managing the receipt and delivery of a packing list full of cargo to be moved by the Perkins team alongside a myriad of other companies, that is not our focus, not our core competency!

## ***We move over-sized, over-weight cargo—period!***

“Well, what does that exactly mean”, you might ask. It’s a fair and oft asked question. Perkins Specialized Transportation Contracting, Inc. narrowly focuses on moving cargo throughout North America that is too big for a dimensional clearance from rail carriers and/or exceeds the hauling capacity of a typical, and increasingly common, 19-axle highway transporter. “Oversize” just like the newsletter describes! When a PSTC representative looks at a project cargo transportation opportunity, rest assured that the items that we’ll chase will be carefully selected and expertly executed if placed into our care. We will have already considered regulatory issues like “Alternate Means of Conveyance” statutes that many states enforce that require barge and rail alternatives be exhausted before they issue highway hauling permits. Perkins will have already considered maximum load heights and gross vehicle weight limitations in the states and/or provinces that the load must travel through to reach its destination. Because of PSTC’s single-minded focus on dimensional & heavy highway transport, we often already have a frequently run high and wide corridor in mind to move your load across the USA and a pretty good idea of what its going to take to get your biggest moves moved. Our modern and carefully specified heavy-haul equipment is operated by experienced, well-trained professionals and technically supported by PSTC’s excellent maintenance staff, permit specialists and its engineering department. As a huge benefit to you, Perkins can typically move your cargo quicker than any other company in the nation with an impressive safety record and zero-loss run to back it up.

***So you see, for Perkins, Size Really Does Matter! It should matter to you, too!***



# Perkins' New Operations Center in Northfield, MN

During a very hectic June, Perkins Specialized moved its headquarters from the previously pastoral setting that it occupied for many years just outside Farmington, MN to a new light-industrial complex in nearby Northfield, just 14 miles to the south.



Neil Perkins bought this 48,600 sq. ft. office and warehouse facility with a vision to create a more professional environment for his corporate staff and a first-class Operations Center that can be replicated in strategic locations around the USA when the time is right.



After a formal groundbreaking ceremony with family, bankers, and local leaders of the City of Northfield, Mr. Perkins asked some of our office staff to grab a shovel and join in the fun to celebrate the start of construction on a 9,000 sq. ft. expansion for our new Equipment Assembly Bay that will include a wash bay and overhead cranes to be used in the assembly/disassembly/handling of Perkins highway equipment.

When completed, every piece of Perkins equipment including our heavy-duty, specially equipped pull, push and support tractors, hydraulic and conventional suspension modular trailers, escort vehicles, and other gear will be inside this modern, well-organized maintenance and storage facility.



*The Perkins team cordially invites our friends, customers and vendors to join us in celebrating the opening of our new 58,000 sq. ft. Operations Center at 1800 Riverview Drive in Northfield, MN during an Open House on Friday, October 27, 2006. E-mail reminders about this occasion will be sent out during October. Should you plan to travel to Northfield, we would be happy to assist you in anyway!*

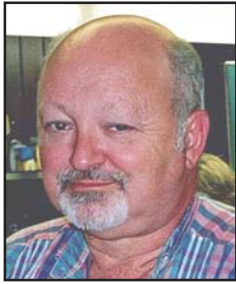


*"Execution Matters Most*

*because results are better than any excuse or alibi ever given"*

*Neil Perkins, President*

## In Fond Memory of Don Nolan, Jr.



Over the past two years, Don Nolan, Jr. had become a key part of Perkins' success in his role as Vice President of Marketing & Contracting. Coming to our company with over 30 years of experience in heavy industrial construction, a wealth of contacts and specific knowledge about heavy transportation and rigging, Don Nolan put his sharp mind and tireless work ethic to the task of showing the world what Perkins Specialized Transportation Contracting is all about and to find new project transportation opportunities for us. To the great sorrow of us all, our friend and co-worker passed from this world on May 26, 2006.

Ever the strategic planner, MBA-trained Don Nolan had already made recommendations to me in a timely e-mail message concerning officer succession only weeks before his demise. While heartily endorsing the hiring of experienced transportation veterans Curt Boyden as

PSTC's new Operations Manager along with Justin Brevik as Training & Safety Manager, Don assured me that he'd be able to handle the sales, marketing and contracting activities in case something should happen to me. Don then added in that April 19<sup>th</sup> message about himself that "if something should happen to me, your job is simple- just hire Ron Donahoo to fill in for me." I followed my late friend's advice and hired all three of these men.

Curt Boyden comes to PSTC with 22 years of transportation experience including 17 years of hauling and managing super-heavy and over-dimensional loads across North America. Curt brings a wealth of valuable information about our industry and will be focused on further developing our cadre of operators & drivers and establishing operational policy for our growing company as Operations Manager.

Justin Brevik, with 14 years of experience in transportation including 9 years in Training & Maintenance for a large national trucking company, returns to Perkins where he started his career with 5 years as a member of hauling crews and as an escort. Welcome back, Justin!

Ron Donahoo, Don's long-time friend and right hand for over 6 years with two successful heavy rigging companies, brings over 20 years of transportation experience in sales, marketing and project management roles is our new Vice President of Marketing & Contracting. As our lead for new sales opportunities, Ron can be reached by phone or fax at 507-301-0701 and e-mail at rdonahoo@heavyhaul.com.

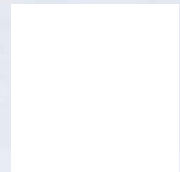
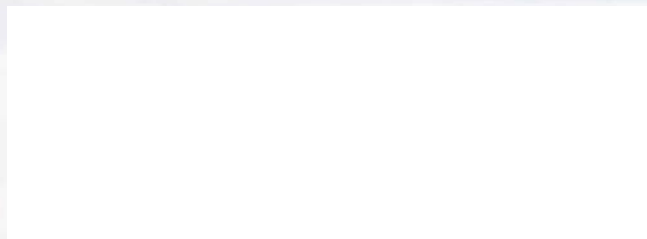


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*...when execution matters most*