



MEDIA KIT

Making Your World Run Smoother



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OVERVIEW . . . Page 2

LEADERSHIP . . . Page 3

IN DEPTH . . . Page 4

HISTORY . . . Page 5

HONORS . . . Page 6

LOGO . . . Page 7



Intermodal | Trucking | Import & Export | Warehousing | Logistics Services

PACER OVERVIEW

CONTACT	MEDIA CONTACT: Erin Bijas Account Supervisor, Public Relations Princeton Partners (609) 452-8500 x118; 732-895-0792 (mobile) ebijas@princetonpartners.com	INVESTOR CONTACT: Steve Markosky Vice President, Financial Planning & Analysis and Investor Relations Pacer International, Inc. (614) 923-1703 steve.markosky@pacer.com
	NAME INTERNET NASDAQ HEADQUARTERS	Pacer International, Inc. (Pacer) www.pacer.com PACR 6805 Perimeter Drive Dublin, OH 43016 Phone: 888-722-7404
SERVICES	Transportation and logistics services including intermodal, truck brokerage, trucking, international ocean shipping and freight forwarding, warehousing, and supply chain management.	
CUSTOMERS	DIRECT	Fortune 500 and multi-national corporations including manufacturers, retail merchants, wholesale distributors, importers, and exporters.
	INTERMEDIARIES	Freight intermediaries, intermodal marketing companies, third-party logistics providers, automotive logistics providers, trucking companies, and freight brokers.
FINANCIAL	MARKET SHARE	<ul style="list-style-type: none"> • Over 20% of all domestic intermodal container moves in the U.S. • Largest single intermodal container service provider between the U.S. and Mexico
	REVENUE IMPACT	\$1.50 billion, 2010 \$1 billion of rail transportation purchased annually
OPERATIONS	OFFICES	U.S. (48 states), Canada, and Mexico (all major commercial centers), Germany, U.K., and agents in 100+ countries.
	RESOURCES	<ul style="list-style-type: none"> • Access to 60,000 miles of network rail routes • More than 80 rail ramps in North America • Operations in 26 major commercial centers • Intermodal equipment fleet: more than 18,000+ double-stack containers plus additional access to over 100,000+ big and small boxes. • Highway network: Access to 7,000 truck carriers
	PERSONNEL	EMPLOYEES Approximately 1000+ employees AGENTS 100 DRIVERS Contract: 1,055 (930 drayage, 125 warehousing)

PACER LEADERSHIP

CORPORATE	Dan W. Avramovich*	<i>Chairman, CEO, and President</i>
	Michael A. Burns*	<i>Chief Commercial Officer</i>
	Mike J. Clark*	<i>EVP, Capacity Planning</i>
	John J. Hafferty*	<i>EVP and CFO</i>
	Michael F. Killea*	<i>EVP, International Logistics, General Counsel & Chief Legal Officer</i>
	James E. Ward*	<i>EVP and CIO</i>
	Michael D. Gordon	<i>VP and Corporate Controller</i>
	Steve Markosky	<i>VP, Financial Planning & Analysis and Investor Relations</i>
	John R. Oliver	<i>VP, Corporate Strategy & Development</i>
	Paul V. Smith	<i>VP, Network Profitability and Management</i>
	Lisa O. Taylor	<i>VP, Assistant General Counsel and Secretary</i>
	Florian Kete	<i>VP, Human Resources</i>
INTERMODAL	F. Randy Overton	<i>VP, Customer Service</i>
	Val T. Noel*	<i>EVP, Field Operations</i>
	F. Franklin Sutherland*	<i>EVP, Network Services</i>
LOGISTICS	Dan L. Gardner*	<i>CEO, International Business</i>
	Kent E. Prokop	<i>President, Pacer Distribution Services, Inc.</i>
* Denotes Executive Officers		
BOARD OF DIRECTORS	Dan W. Avramovich*	<i>Chairman, CEO, and President</i>
	Dennis A. Chantland	<i>Director</i>
	J. Douglass Coates	<i>Director</i>
	P. Michael Giftos	<i>Director</i>
	Robert J. Grassi	<i>Director</i>
	Robert S. Rennard	<i>Director</i>
	Robert F. Starzel	<i>Director</i>

PACER IN DEPTH

SERVICES

Pacer International, Inc. is a leading asset-light transportation and global logistics services provider. Our strategy is to focus on making our customer's world run smoother. By coordinating our capabilities with our customers' transportation network needs, we create efficiency and value for shippers and deliver world-class customer service. As one of the premier intermodal transportation providers in North America, our intermodal segment represents approximately 75% of our total revenues. As a complement to our intermodal network, we also provide an array of logistics solutions including global international freight forwarding and non-vessel-operating common carrier ("NVOCC") services, highway brokerage, warehousing and distribution, and supply chain management services. Pacer's customers include numerous Fortune 500 companies (manufacturers, retailers, importers, etc.) and multi-national companies.

Through our contractual arrangements with our underlying rail carriers, we have access to more than 60,000 miles of network rail routes. To support these operations we manage one of the largest domestic intermodal fleets in North America with more than 16,000 Pacer controlled containers, and access to an additional 100,000+ big and small boxes.

STRATEGY

Our competitive advantages include:

- our ability to seamlessly operate one of the largest intermodal networks in North America;
- our control and management of one of the largest private intermodal equipment fleets in North America which allows us to allocate capacity to and among our customers for their shipping requirements;
- our ability to provide competitive rates and economies of scale to our customers;
- a comprehensive portfolio of transportation and logistics services;
- our opportunity to cross-sell services to existing and potential customers;
- our asset-light model that provides the flexibility to tailor services to our customers' needs in rapidly changing freight markets;
- the ability to provide reliable and consistent services;
- our expertise in cross border intermodal services, in particular Mexico, where we have people, infrastructure and assets; and
- our strong relationships with our underlying transportation asset providers that enable us to obtain scale pricing and the exceptional service delivery required in today's marketplace.

Through our management processes and information systems we create efficiencies and operational excellence in the delivery of our services. As a result, we gain an important competitive advantage, including freight procurement leverage, and an opportunity to pass volume rate savings and economies of scale to our customers. Our increased control allows us to provide more reliable and consistent services.

The breadth of our intermodal and logistics services allows us to rapidly expand customer relationships and provide flexible service customization to respond to our customers' changing needs. This also helps us generate growth internally by purchasing services from our own operating units, and enhancing our position with respect to process control, cost, and service quality.

PERFORMANCE Total Revenue:	\$ 1502.8
2010 (millions) Income from Operations (Loss):	\$ (8.1)
Net Income (Loss):	\$ (.9)*

For additional financial information visit www.pacer.com and click on the Investors link.

PACER HISTORY

- 1984 With Don Orris as senior executive in charge of domestic and intermodal marketing for global container operator American President Lines (APL), the company develops the first cost-effective double-stack rail network service. During the next decade, this service led a revolution in the movement of goods within the United States.
- 1997 Pacer International, Inc. is founded by Don Orris, Chairman and CEO, for the acquisition and merger of small-to-medium sized companies in transportation, third party logistics, intermodal marketing, drayage and ocean transportation—eventually some 14 in all—resulting in the launch of one of the most comprehensive transportation service companies in the industry.
- 1999 Pacer acquires APL Stacktrain and operates the new business unit as Pacer Stacktrain.
- 2001 Pacer consolidates its transportation and logistics brokerage services in its subsidiary Pacer Global Logistics. This unit was renamed Pacer Transportation Solutions in 2008 to better reflect the wide range of transportation services provided to customers.
- 2002 Pacer becomes a public company (NASDAQ: PACR).
- 2006 Michael E. Uremovich is appointed Chairman and CEO.
- 2008 Pacer's intermodal network doubles in size with the addition of BNSF service routes, providing customers with increased choices and service options. Pacer begins expansion of its truck brokerage and highway services units, delivering additional capacity and door-to-door options for customers. A company-wide initiative is implemented to bring the Pacer enterprise together under one unified brand and one integrated website making it easier for customers to do business with Pacer.
- 2009 Pacer finalizes its new arrangement with Union Pacific Railroad and continues the transformation from a primary focus on wholesale customer channel to direct customer channel.
- 2009 Daniel W. Avramovich is appointed Chairman and CEO.

PACER AWARDS

2010

Pacer

"Supplier of the Year"

Tyco International, Inc.

2009, 2011

Pacer

"Quest for Quality" gold medal
Logistics Management Magazine

2008

Pacer Transportation Solutions, Inc.

"Intermodal Carrier of the Year"

ConAgra Foods, Inc.

2008

Pacer International, Inc.

"Top 50 Freight Transportation Firms"

Transport Topics Magazine

2007, 2006, and 2005

Pacer International, Inc.

"Best 400 Big Companies in America"

Forbes Magazine

2007

Pacer Distribution Services

"100 Great Supply Chain Partners"

Global Logistics & Supply Chain Strategies Magazine

2007

Pacer Global Logistics

"Top 100 Third-Party Logistics Providers"

Inbound Logistics Magazine

2009, 2006, 2005, 2004, and 1999

Pacer Stacktrain

"Quest for Quality" gold medal

Logistics Management Magazine

2006

Pacer International, Inc.

"Supply Chain Provider of the Year"

J.C. Penney Company, Inc.

PACER LOGO USAGE



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[Pacer Logo Use Request](#)



[Standards Manual](#)

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