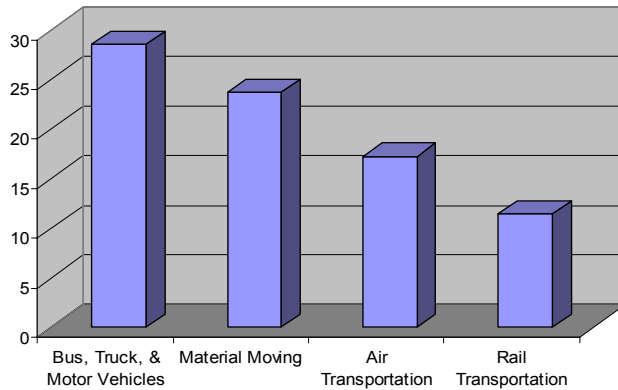
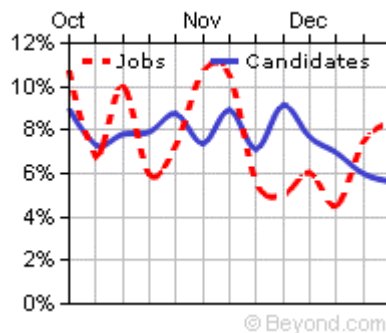


### Top Candidate Sectors – Percentage of Industry Transportation & Logistics



### Transportation & Logistics Employment Trends (Percentage of Network – October 2006 to December 2006)



### Transportation and Logistics Employment Forecast (Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2006-2007)

- Predictions for growth in transportation and warehousing by 2014 forecast the need for 506,000 new jobs, a 11.9% increase.
- The expected increase in demand for truck transportation and storage services is attributable to companies moving toward outsourcing in an effort to focus on core competencies.

### You can effectively reach this market. Here is how we can help.

The Beyond.com Network is comprised of more than 11,000 general, local and niche-industry web sites that together have the power to reach more than **25 million business professional contacts** through its network community, with thousands of new members added each day. A complete listing of the Beyond.com Network sites can be found at: [www.Beyond.com/Network](http://www.Beyond.com/Network).

The Transportation & Logistics Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the transportation professional and corporate organization. In addition to searching for a new job, candidate, or industry-related resource materials, Beyond.com can help create a customized recruitment, marketing or advertising campaign that will effectively reach your company's targeted audience.

Branding and advertising opportunities include:

- Job Posting Packages
- E-Mail Marketing and Sponsorships
- Corporate Branding
- Corporate Spotlights
- Alerts and Keyword Purchases

Network Statistics	
Monthly Visitors	>3 million
Page Views	20 million
Transportation and Logistics Statistics	
Resumes	102K
Job Postings	15K
Channel Sites	34
Contacts	724K

Top 10 Candidate Positions (%)
1. Delivery Services Truck Driver (10.48)
2. Motor Vehicle Operator (6.85)
3. Heavy Truck Driver (5.59)
4. Aircraft Cargo Handler (5.31)
5. Tractor-trailer Truck Driver (5.31)
6. Hand Freight Mover (4.82)
7. Packer (4.61)
8. Industrial Truck Operator (4.54)
9. Freight Inspector (3.49)
10. Airfield Operations Specialist (3.35)

Top 5 Cities with Open Positions
1. Dallas, TX
2. Providence, RI
3. Houston, TX
4. Atlanta, GA
5. San Antonio, TX

# Transportation & Logistics 4QT06 Industry Outlook

## The Beyond.com Network

By using the power of the Beyond.com Network, your company can be as broad or as specific as necessary in its search to target the critical audience to maximize the value of your recruiting, marketing or advertising campaign. You can target national, regional, state, city, specialty or industry-specific areas. Located below are a few listings of top states, key word searches and web sites that should be considered:

Top 10 States for Candidate Registrations (%)
1. California (10.86)
2. Texas (9.09)
3. Florida (7.35)
4. Pennsylvania (6.98)
5. Illinois (6.91)
6. New York (6.04)
7. Georgia (4.53)
8. New Jersey (4.22)
9. North Carolina (3.43)
10. Ohio (3.22)

### Top Transportation and Logistics Key Words Searched by Candidates:

Driver, Railroad Conductor, Warehouse, Truck Driver, Manager, Airline Pilot, Logistics, Airline Staff, Supervisor and Packer

### City Sites

PhillyJobs.com	ManhattanJobs.com	SeattleJobs.com
BaltimoreJobsite.com	PittsburghJobs.com	PhoenixJobs.com
BostonJobsite.com	AlbanyJobsite.com	ChicagoJob.net

### Industry Sites

TransportationManager.net	DeliveryServicesTruckDriver.com	DeliveryDriver.net
HeavyTruckDriver.com	DispatcherJobs.com	AirportJobsite.com
Logisticsline.com	MechanicJobs.com	TransportationManager.net

## Key Transportation & Logistics Demographics

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Transportation and Logistics Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 34.19% of our network candidates have a 2 year college degree or higher, 48% have 10 or more years experience and more than 52% of candidates have chosen the Beyond.com Network within the first 2 weeks of their job search. This translates into a significant opportunity for your company to tap into a highly-talented, knowledgeable and fresh candidate pool.

Experience Level	%
Less than 1 year	5.15
1-3 Years	12.58
3-5 Years	12.68
5-10 Years	21.59
10-15 Years	16.68
15-20 Years	15.50
21+ Years	15.82

Educational Background	%
Post Graduate Degree	5.93
4 Year College Degree	19.27
2 Year College Degree	8.99
Some College	24.74
High School Diploma	41.08

Length of Job Search	%
Just Started	42.48
2 Weeks	9.88
4 Weeks	9.56
6 Weeks	5.75
2 Months	7.23
3 Months	6.73
6 Months	6.19
9 Months	2.15
12 Months	1.74
Over 1 Year	8.29

**Channel Personality Type: ISFJ** (Introvert, Sensor, Feeler, Judger). ISFJ traits include: cautious, gentle, and thoughtful; hesitant until they know people well then affectionate and caring; very literal and aware of the physical world; uncompromising about personal standards and easily offended; diligent and conscientious, organized and decisive. The most important thing to ISFJs is living a stable, predictable life and helping people in real ways.

## Start with Us...

**Beyond.com will help maximize your campaign today. Contact us now at [LPSales@Beyond.com](mailto:LPSales@Beyond.com) or by dialing 1-866-694-5627. Together we will help you Go Beyond!**