



Innovative Distribution Solutions for Military & Commercial Shippers

Company Fact Sheet

The Howland Group at a Glance

For more than 20 years, The Howland Group, Inc. (THG) has served the dynamic and fast-growing global distribution industry, including domestic and international markets in the port, rail, intermodal, ocean carrier and ship building sectors. THG develops commercial and military consulting, project management and enterprise-building strategies and solutions aimed to foster public/private partnerships, new business opportunities, strategic alliances, mergers and acquisitions, logistics and security advancements, innovative technologies, community and economic development, public policy and new government initiatives. The firm's collaborative enterprise business model is based upon the concept that the might of many is more effective than capitalizing on any single strength.

Company Overview

- GSA Schedule Contract No. GS-33F-0021U—Transportation, Delivery and Relocation Solutions (TDRS), Schedule 48, Special Item Number (SIN) 411-3; Central Contractor Registration (CCR) vendor
- Women's Business Enterprise, certified through the Pennsylvania Bureau of Minority & Women Business Opportunities and the Delaware Office of Minority & Women Business Enterprise; certified Disadvantaged Business Enterprise Small Business by the U.S. Department of Transportation
- Built key relationships with numerous local, state and federal agencies and clients, including: U.S. Transportation Command (USTRANSCOM); U.S. Maritime Administration (MARAD); Army Materiel Command (AMC); Military Surface Deployment & Distribution Command (SDDC); U.S. Department of Homeland Security (DHS); the Institute for Defense Analyses (IDA); the Transportation Research Board (TRB); the Delaware River Maritime Enterprise Council (DRMEC); the Pennsylvania Department of Community & Economic Development (PADCED); the Pennsylvania Department of Transportation (PennDOT); the Philadelphia Regional Port Authority (PRPA); the Delaware Valley Regional Planning Commission (DVRPC); and the Pennsylvania State Police (PSP), among others.

Business Segments

- The Howland Group, Inc.
- The Howland Group Management, LLC
- The Howland Group Enterprise, LLC
- The Howland Group Communications, LLC

Services

- Business Strategy Development
- Strategic Planning & Decision Making
- Competitive Intelligence
- Coalition Building
- Virtual Team Development
- Project Management
- Communications
- Knowledge-Based Research
- Business Management
- Program/Project Development

Management Team

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Current Projects

DRMEC™

THG manages and provides business strategy for the Delaware River Maritime Enterprise Council (DRMEC) and its partners. THG played an integral role in the Port of Philadelphia's 2005 designation as a strategic seaport, and continues to work to advance the Port of Philadelphia's commercial and military interests.

RAPID System™

Since 2002, THG has been the risk bearing commercial partner in a cooperative agreement among DRMEC, the Commonwealth of Pennsylvania and the U.S. Maritime Administration (MARAD). The purpose of this agreement is to develop and deploy RAPID (Regional Agile Port Intermodal Distribution) System™ - a global, rapid and secure, end-to-end surface distribution solution to support military and commercial customers. Such agreements allow the U.S. government to evaluate and demonstrate potential new products and solutions. In less than three years, the Howland Group evolved RAPID System from concept to demonstration and from proof of concept to a DOD beta test site for global surface distribution transformation that supports U.S. warfighters.

Ben Franklin Corridor

THG is working on designation of the Ben Franklin Corridor as a corridor of regional and national significance. The corridor is an end-to-end, rapid and secure freight way that connects the Port of Philadelphia with critical military depots, commercial distribution hubs and other strategic ports along the East and Gulf Coasts. Designation of the corridor will result in a more integrated distribution network and provide for faster and more secure movement of critical supply chains through major markets in the Northeast and Mid-West.

Maritime Domain Awareness (MDA) Center

In 2007, DRMEC partnered with the Pennsylvania State Police (PSP), the Governor's Office of PennPORTS, the Pennsylvania Emergency Management Agency (PEMA), the Pennsylvania Office of Homeland Security, the Pennsylvania Wing of the Civil Air Patrol (CAP), the Philadelphia Regional Port Authority (PRPA), and other public sector departments and organizations on a regional initiative to enhance security in the Delaware River and Bay Area. THG's involvement in this initiative pertains to DRMEC's involvement in the development of a Maritime Domain Awareness (MDA) Center – a neutral and secure, virtual information-sharing portal that will receive real-time security information from Pennsylvania state-owned general cargo facility operators, private petro-chemical facility security personnel, as well as other regional stakeholders and state agencies. This initiative will lead to a regional network in the Delaware River and Bay area with timely and heightened situational awareness, as well as improved security over critical infrastructure and key resources.

Delaware River Dredging

THG was instrumental in the creation of the Dredge Now Coalition - a coalition comprised of public and private organizations in various industries that support the deepening of the Delaware River to improve the sustainability of Philadelphia's industrial port and waterfront communities. In May 2007, Governor Ed Rendell announced an agreement between Pennsylvania and New Jersey, which will allow for dredging of the Delaware River from 40 to 45 feet. The entire project comprises more than 100 miles of waterway. The project is expected to be completed by approximately 2010 and is anticipated to have a significant impact on Philadelphia and the Delaware River Valley Region.

Past Project Highlights

- In response to ocean carrier port rationalization strategies that decreased service and increased international shipment costs, on behalf of a trade association, THG managed a project to explore the potential of creating a shippers association. The goal of the shippers association was to represent small and mid-sized shippers trading between the U.S. and Northern Europe.
- On behalf of the Pennsylvania General Assembly, THG managed a project to develop a situation assessment and advocate the needs of the Commonwealth's port, rail and intermodal systems.
- THG managed a project team of legal, financial, industry and economic advisors to acquire a failing railroad, which involved extensive due diligence and analysis of economic, legal, financial and business conditions. The project resulted in the successful acquisition of the railroad by a Class I North American firm that invested in new services and facilities.
- On behalf of public port interests, local terminal railway and shippers, THG managed a project to develop a community strategy to maintain and expand competitive rail service during the CSX/NS acquisition of Conrail merger.
- THG was U.S. representative to one of the world's leading builders of high-value cruise ships. The firm assisted in building a project team of financial, accounting, legal, engineering and industry experts to develop a business plan aimed at reestablishing high-value domestic shipbuilding. THG also successfully managed communications with the project team, labor leaders, employees, suppliers, vendors, government officials, employees and other stakeholders. The project was supported by the President of the United States, members of Congress and numerous state and local officials.