**Equity Analysis Guide: Echo Global Logistic* (ECHO)**

<table>
<thead>
<tr>
<th>Company</th>
<th>Ticker</th>
<th>Sector</th>
<th>Industry</th>
<th>Quality</th>
<th>PAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Echo Global Logistic*</td>
<td>ECHO</td>
<td>Industrials</td>
<td>Air Transport (Freight)</td>
<td>78.8</td>
<td>18.4%</td>
</tr>
</tbody>
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<tr>
<th>Current Price (08/14)</th>
<th>$18.75</th>
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<tr>
<td>CAPS Rating (Rate this stock on CAPS)</td>
<td>🌾 🌾 🌾 🌾</td>
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**Expected Income Statement**

- **Current Sales**: 695.5
- **Sales Growth Forecast**: 23.0%
- **Net Profit Margin**: 2.0%
- **Projected Shares Outstanding**: 22.50
- **EPS - Five year Forecast**: $1.74
- **Average P/E Ratio**: 25.0
- **Projected Average Price**: $43.56
- **Price Appreciation (Annualized)**: 18.4%
- **Annual Dividend Yield**: 0.0%
- **Projected Annual Return**: 18.4%

**Quality**

- **Financial Strength**: 95  23.8%
- **EPS Stability**: 99  24.8%
- **Industry Sales Growth Rate**: 7.0%  25.0%
- **Industry Net Profit Margin**: 4.8%  5.2%
- **Calculated Quality Rating**: 78.8

**Fool CAPS**

- **Total Players**
  - 40 Outperforms
  - 9 Underperforms
- **All-Stars (15)**
  - 13 Outperforms (87%)
  - 2 Underperforms

**Fundamental Data Updated: 06/29/2012**

**Quality Legend:**
- **Blue**: Excellent with quality greater than 65.
- **Green**: Good with quality between 55 and 65.
- **Neutral**: Average or below average with quality between 35 and 55.
- **Red**: Poor with quality less than 35.

**PAR Legend:**
- **Green**: PAR is within the target range of MIPAR +5-10%, currently 14.1%-19.1%
- **Yellow**: PAR is above the target range of MIPAR +10%, currently 19.1%
- **PAR**: Projected Annual Return
- **MIPAR**: The Manifest Investing Median PAR of all stocks in the database.

**Company Name Legend:**