RANKS

PERFORMANCE 2 Above Average
Technical 3 Average
SAFETY 3 Average

BETA .80 (1.00 = Market)

FINANCIAL STRENGTH

Price Stability 65
Price Growth Persistence NMF
Earnings Predictability NMF

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SALES PER SH
“CASH FLOW” PER SH
EARNINGS PER SH
DIV’DS DECL’D PER SH
CAP’L SPENDING PER SH
BOOK VALUE PER SH
COMMON SHS OUTST G (MILL)

AVG AN’L P/E RATIO
RELATIVE P/E RATIO
AVG AN’L DIV’D YIELD

SALES (MILL)
OPERATING MARGIN
DEPRECIATION (MILL)
NET PROFIT (MILL)
INCOME TAX RATE
NET PROFIT MARGIN

WORKING CAP’L ($MILL)
LONG-TERM DEBT ($MILL)
SHR. EQUITY ($MILL)
RETURN ON TOTAL CAP’L
RETURN ON SHR. EQUITY
RETAINED TO COM EQ
ALL DIV’DS TO NET PROF

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INDUSTRY: E-Commerce

BUSINESS: Echo Global Logistics, Inc. engages in technology-enabled transportation and supply chain management services, delivered through a proprietary technology platform serving the transportation and logistics needs of its clients. The company’s Web-based platform compiles and analyzes data from its network of over 24,000 transportation providers to serve Echo’s clients’ shipping and freight management needs. Moreover, this technology platform enables the identification and utilization of excess transportation capacity, browsing of competitive rates, and execution of thousands of shipments daily. Its core logistics services include rate negotiation, shipment execution and tracking, carrier management, routing compliance, freight bill audit and payment, and performance management and reporting, including executive dashboard tools. In June 2012, Echo acquired substantially all of the assets of Plum Logistics, LLC. Has 663 employees. C.E.O.: Douglas R. Waggoner. Address: 600 West Chicago Avenue, Suite 725, Chicago, IL 60654. Tel.: 800-354-7993. Internet: http://www.echo.com.

W.T.

July 20, 2012

TOTAL SHAREHOLDER RETURN

Dividends plus appreciation as of 6/30/2012

3 Mos.  M  1 Yr.  3 Yrs.  5 Yrs.
18.39% 18.02% 7.38% -- --