



New Century's headquarters are conveniently located between Route 295 and the New Jersey Turnpike at Exit 5.

## Shipping that Goes the Extra Mile

**F**or a relatively young company, New Century Transportation has put on a lot of mileage—in terms of growth, that is. Founded in 2000 by transportation entrepreneur Harry Muhlschlegel, New Century is anticipated to reach \$150 million in revenues by fiscal year 2005, up from \$7 million its first year and \$57 million in 2003.

This is not the first time Muhlschlegel and his team have built a major regional transportation company in the challenging northeast. His prior firm was grown to several hundred million, took it public, and then he “retired” for about six months before the genesis of New Century. Under Muhlschlegel’s vision, New Century made the early decision to expand from hauling only full truckloads into LTL or less-than-truckload services. Muhlschlegel’s strategy proved to be a prudent one, and that type of entrepreneurial decision-making that focuses on the needs of the customer has come to define New Century’s business strategy—and spur its growth.

“The biggest plus for us would be our diversification of services,” says Muhlschlegel. “We’re able to provide services that run the gamut of truckload, LTL and dedicated, including refrigerated and temperature maintenance services with our fleet of over 600 refrigerated and heated trailers. It’s unusual to find a transportation company that has such an array of services available in one operation. We seek out customers that require our specialty services, and then provide them creative solutions within a one-stop shop atmosphere. All of our employees from drivers to sales to operations, and even administration are empowered and encouraged to spoil the customer and constantly improve our service solutions to them.”

New Century’s expertise in heated and refrigerated transportation services has appeal to specific industries, in particular pharmaceutical and chemical manufacturers. New Century’s drivers are 100% hazardous material endorsed and approved, stresses Jim Molinari, president. The company has also built a niche servicing the floral industry during peak petal holidays like Mother’s Day. “We deliver a lot of fresh cut flowers, as we move over 100 loads a week from Florida and California during the holidays,” notes Molinari.

Muhlschlegel also adds, “It is important to note that with our fleet and abundance of excellent drivers with hazmat endorsements, and equipment meeting the federal Environmental Protection Agency requirements, New Century is positioned to further our market penetration. Many fleets are going out of business, and up to half of the already short supply of drivers are reported to be not seeking to renew their hazmat endorsements due to more stringent post 9 /11 requirements. This will certainly be problematic for many shippers.”

All of these exciting market opportunities will help New Century continue its five-year legacy of growth. “Our goal over the next five years is to become the dominant specialty transportation solution in selected premium LTL /TL markets (like heated and refrigerated) that uses its expertise and assets to partner with industries such as chemical, pharmaceutical, food, floral and certain general commodities,” says Brian Fitzpatrick, CFO. “These kinds of partnerships will fuel quality long term sustainable growth for New Century over the foreseeable future.” ■

## New Century Transportation, Inc.

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**Number of Employees:** 1,000

**Top Executives:** Harry Muhlschlegel, Chairman and CEO; James J. Molinari, President; Brian J. Fitzpatrick, CFO

**Product or Service:** Regional and Interregional Direct Loaded LTL and TL carrier with heated, refrigerated, expedited, guaranteed service, and hazmat transport.

**Year Founded:** 2000

**NEW CENTURY**  
TRANSPORTATION, INC.®