

upon current operations and systems rather than investing in new assets,” said Gregg M. Steinberg, President of IPA.

The SBRB Transportation Industry study also indicated that 47% of the respondents believe the economy will improve during the next 12 months and that nearly 56% believe their revenues will increase during the same period. Transportation companies intend to increase hiring. The survey results showed that nearly 49% will add employees with almost 28% maintaining current staff levels.

The Small Business Research Board ascertains and reports the opinions of small business owners and managers on a wide variety of topics related to their own businesses as well as national and international issues that may impact their operations. The SBRB conducts these studies for the benefit of small business owners and managers. The SBRB also provides opportunities for third parties to gain real time insight into the attitudes of small businesses nationwide through the independently conducted research.

The latest information about the Small Business Research Board can be found at www.ipasbrb.com.

International Profit Associates, Inc. (IPA) is the largest privately-held provider of management consulting services to small and medium-size businesses in North America. IPA and its more than 1,800 professionals offer a wide range of proven and innovative methodologies to help businesses grow and prosper regardless of the economic cycle. IPA either provides directly or through its affiliated companies a comprehensive array of business advisory services, tax and estate planning services or merger, acquisition and other financial advisory services in the United States and Canada. More information about IPA can be found at www.ipa-iba.com.

**SBRB COMPARISONS:
ALL US SMALL BUSINESSES vs. TRANSPORTATION
Second Quarter 2007**

**SBRB Leading Business Issues
All US Small Businesses**

1. Taxes
2. General economic conditions
3. Cost of energy / fuel
4. Other
5. Health care costs

**SBRB Leading Business Issues
Transportation Industry**

1. Cost of energy / fuel
2. Health care costs
3. General economic conditions
4. Cost of materials (tied 4)
Finding quality employees

SBRB Transportation Industry Q2 2007 Opinions, Forecast

Outlook for the general economy is for the next 12 months

| | |
|-----|-----------|
| 47% | Better |
| 26% | Worse |
| 28% | No Change |

Revenue expectations for the next 12 months

| | |
|-------|---------------------------|
| 32.5% | Increase of 10% or more |
| 23.3% | Increase of less than 10% |
| 28% | Will be about the same |
| 16.2% | Decrease less than 10% |
| 0% | Decrease of 10% or more |

Expectations for hiring new employees during next 12 months

| | |
|-------|--------------------|
| 48.9% | Increase hiring |
| 11.6% | Decrease workforce |
| 27.9% | Remain the same |
| 11.6% | Unsure |

Plan to expand your business during next 12 to 24 months

| | |
|-----|-----|
| 33% | Yes |
| 67% | No |

If planning expansion, will

| | |
|-------|---------------------------------------|
| 33% | Expand at current locations |
| 21% | Add locations |
| 17% | Enhance customer service capabilities |
| 8.33% | Provide more services |
| 8.33% | Add new products |
| 8.33% | Other |
| 4% | Acquisition |

Can best improve productivity by:

1. Improvements to existing automated
2. Improved staff training
3. Adding more automation or technology
4. Adding more staff
5. Implementing or enhancing employee incentive programs

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For more information about this poll, results of previous studies or other matters related to the SBRB, please contact Raymond D. Minkus, (847) 441-4192.