LSO™ (Lone Star Overnight) is the leading regional parcel delivery company throughout the Southwest, headquartered in Austin, Texas. With over 28 years of reliable time-definite delivery service, we provide a broad range of parcel delivery services with our own personalized Texas touch that you simply can't get anywhere else.

LSO has a network of 23 locations, over 700 dedicated men and women that deliver 30,000+ packages per day with a higher degree of reliability. Our Austin, TX based customer service team is passionate about getting your most important packages delivered on time, every time. We deliver next-day Express Service by 8:30 am, 10:30 am, and 3:00 pm, 2nd day Express Service, and offer an E-Commerce and Ground Parcel service that delivers mainly overnight with coverage to 30 million consumers in Texas and Oklahoma.

Our customers tell us there are three simple reasons they trust us with their most important packages instead of FedEx or UPS:

- **Same or better service as FedEx and UPS.** We consistently run at or above 98.5% on-time because we specialize in Texas and Oklahoma. We will never take your package to an out-of-state hub and back.
- **Up to 40% less expensive.** Because we don't have all their overhead to include corporate jets and naming a stadium after ourselves.
- **More flexible and easier to use.** We will flex to your needs and, in many cases, they won't. Doing things your way through fewer policies, rules, bureaucracy, and fine print legalese.



EXECUTIVE STATEMENT

Richard Metzler
President and Chief Executive Officer
As a senior leader with over 25 years of general management and growth leadership, Richard Metzler has extensive experience and accomplishments in the parcel and freight transportation, third-party logistics and e-commerce disciplines. He also has extensive M&A experience on a global basis.

Mr. Metzler has worked extensively with private equity, debt financing, venture capital, and as a senior leader in portfolio companies and advising on individual investments and divestitures.

He has held growth leadership roles such as VP/GM of FedEx Logistics, Chief Executive Officer of APL Logistics, EVP at DHL with three business units totaling nearly $500 million in revenue, Chief Commercial Officer at Greatwide Logistics, and CMO of uShip, an online transportation marketplace. In operating and growth-oriented leadership roles Mr. Metzler through organic growth and acquisitions that has resulted in substantial top and bottom line results.

Mr. Metzler currently serves on the board of directors of Flash Global Logistics, iGPS Logistics, and BOXC and Lone Star Overnight. He is a past President and Chairman of the Transportation Marketing and Sales Association (TMSA). He currently resides in Austin, TX.

HOT COMPANIES FOR SMALL PACKAGE SOLUTIONS
PARCEL 2020-21

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THE 2020-21 HOT COMPANIES