

GOLDMAN SACHS

GLOBAL INDUSTRIALS CONFERENCE

2008



NOVEMBER 5TH, 2008



DISCLOSURE STATEMENT

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on Werner Enterprises' current plans and are not guarantees of future performance, and are subject to risk and uncertainties that could cause actual results and company plans and objectives to differ materially from those expressed in the forward-looking statements. Such risks and uncertainties are discussed in the Company's Annual Report on Form 10-K filed with the SEC.



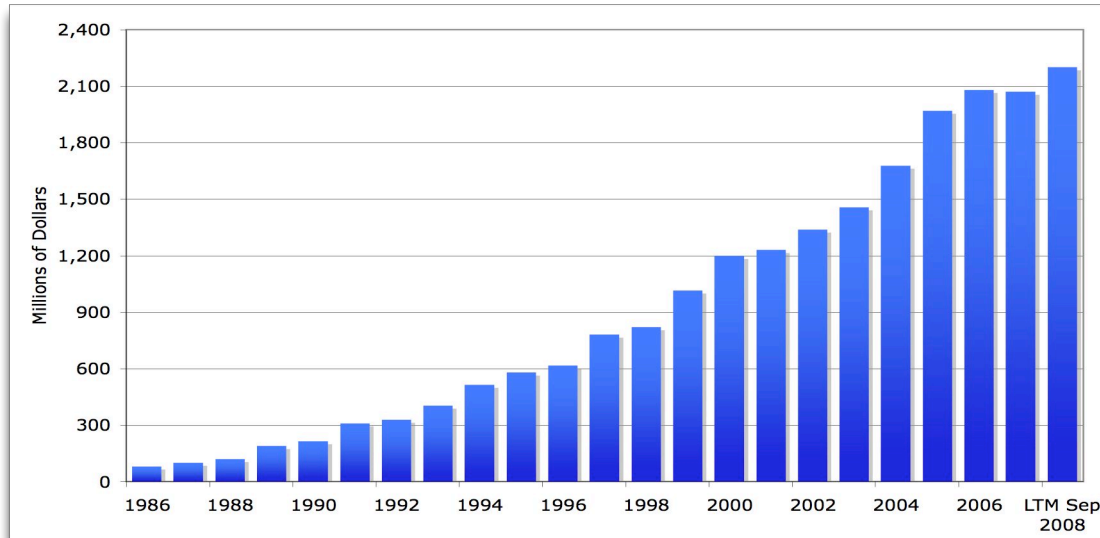
WERNER ENTERPRISES PROFILE

- Premium provider of Truckload Transportation and Logistics services
- Operating offices throughout North America and Asia
- Founded in 1956 by Chairman C.L. Werner
- 8,040 trucks, 24,140 trailers, 8,000 Alliance Partners in Truckload, Intermodal, LTL, Ocean and Air services
- LTM Revenue: \$2.2B
- LTM Net Income: \$65M
- World Headquarters: Omaha, Nebraska
- NASDAQ: WERN



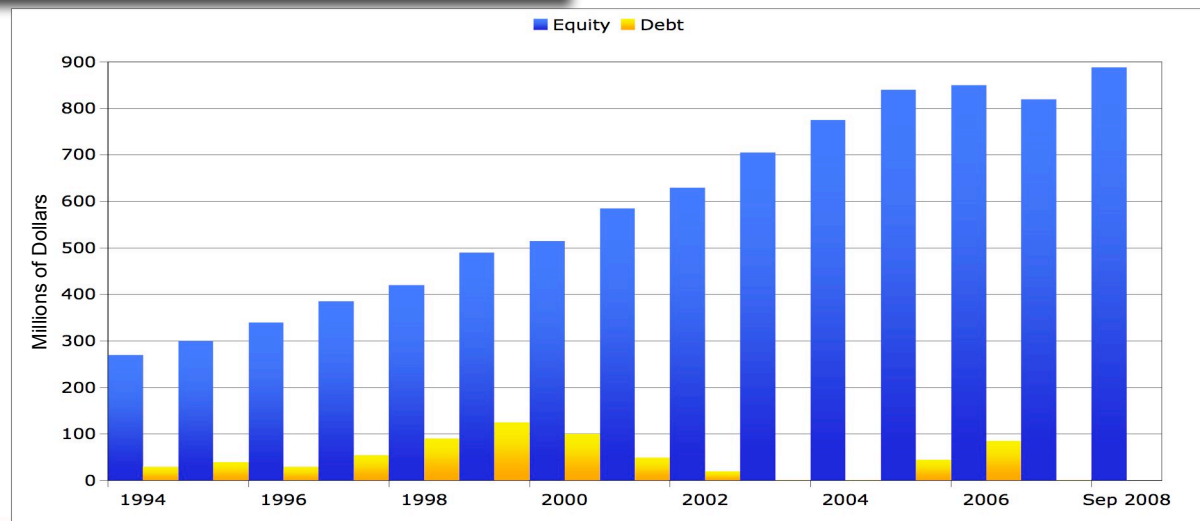
WERNER ENTERPRISES

CONSISTENTLY GROWING & FINANCIALLY STABLE



AVERAGE ANNUAL REVENUE GROWTH 18%

DEBT TO EQUITY

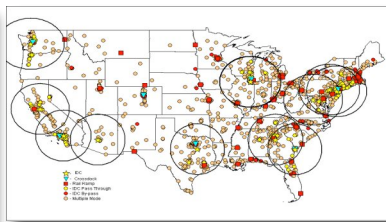
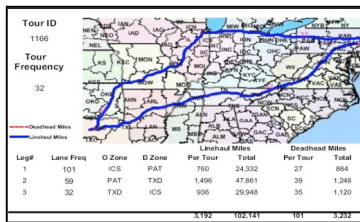




WERNER ENTERPRISES COMPREHENSIVE SOLUTIONS

Freight **MANAGEMENT**

Werner's Freight Management Services offer complete 3PL supply chain solutions across all shipping modes and geographies, from network design through implementation.



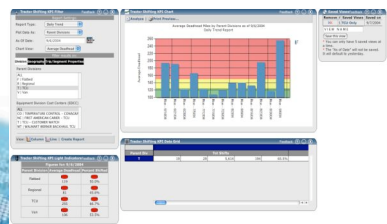
Freight **MOVEMENT**

With a network of 8,000 trucks, 8,000 alliance carriers and ocean, air and rail providers, Werner offers unsurpassed delivery solutions worldwide.

- Van Division
- Expedited
- Dedicated
- Flatbed & Temp
- Brokerage
- Intermodal
- Air Freight
- Ocean
- LTL

Technological **ADVANTAGES**

Challenging current transportation models with proprietary software solutions to architect the most optimal supply chain solutions. Our tools provide our users with instant visibility across the supply cycle and geographies.



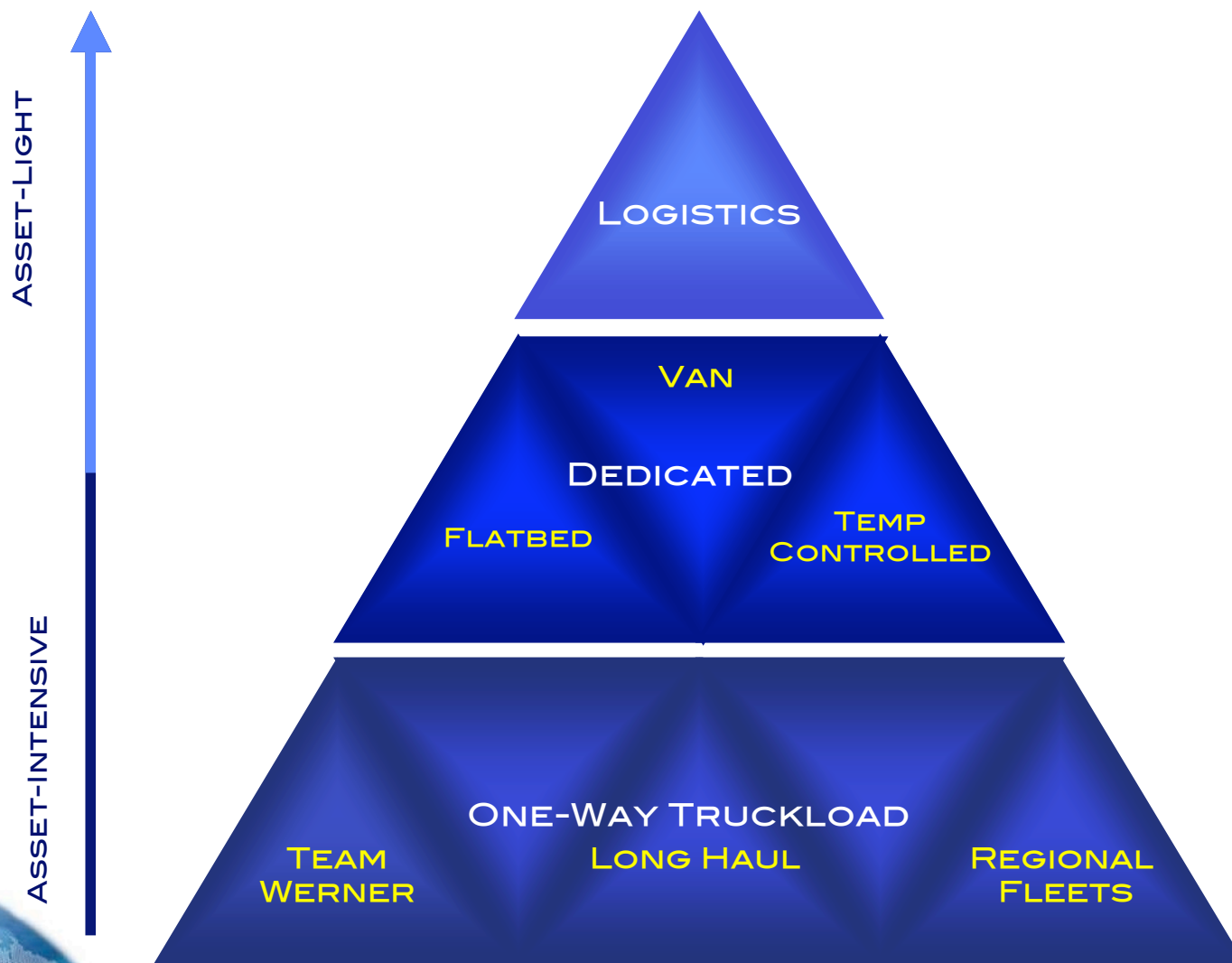
Global **IMPLEMENTATION**

As our customers continue to expand their operations internationally, they are looking for a global logistics partner. Werner is uniquely positioned to present and provide door-to-door services for companies of all sizes and industries as they compete in today's global marketplace.



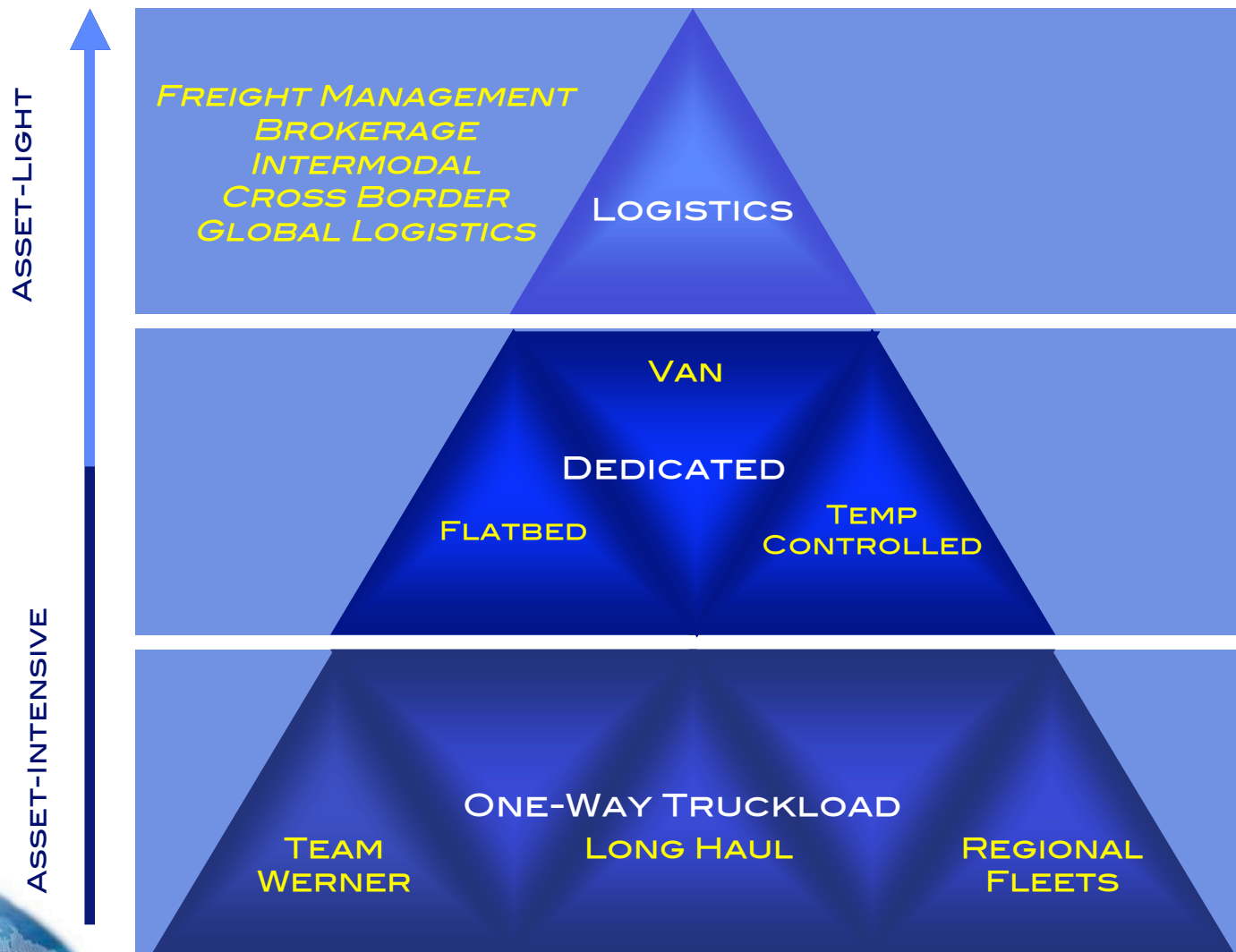


CURRENT COMPANY PROFILE





FUTURE COMPANY PROFILE





ONE-WAY TRUCKLOAD

43% of Revenue

ONE-WAY TRUCKLOAD

MEDIUM TO LONG-HAUL

- Medium to Long-Haul (1,050 mile LOH)
- Proactively reduced Van solo driver fleet 30% to 2,000 trucks in last 18 months

REGIONAL

- 5 Geographic Markets (W,SW,SE,MW,NE) with 1,350 trucks
- Regional fleets average 400 to 500 mile LOH
- High service requirements, better freight market, increased driver home time, increased complexity due to more trips per truck per day

TEAM WERNER

- Strength of Werner Trainer/Student Driver Program (1,450 mile LOH)
- 900 trucks that average 800 to 1,000 miles per day
- Excellent Werner on-time service record and reputation for time sensitive shipments



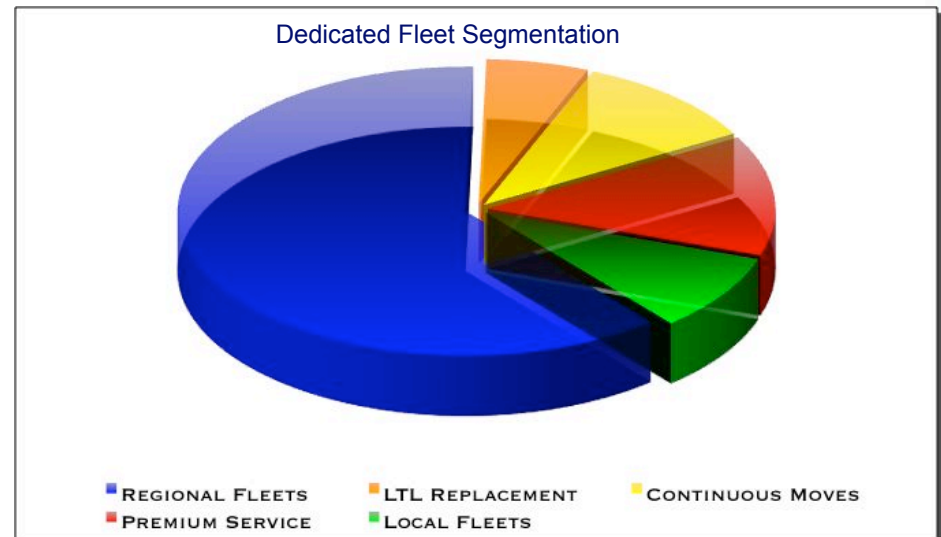
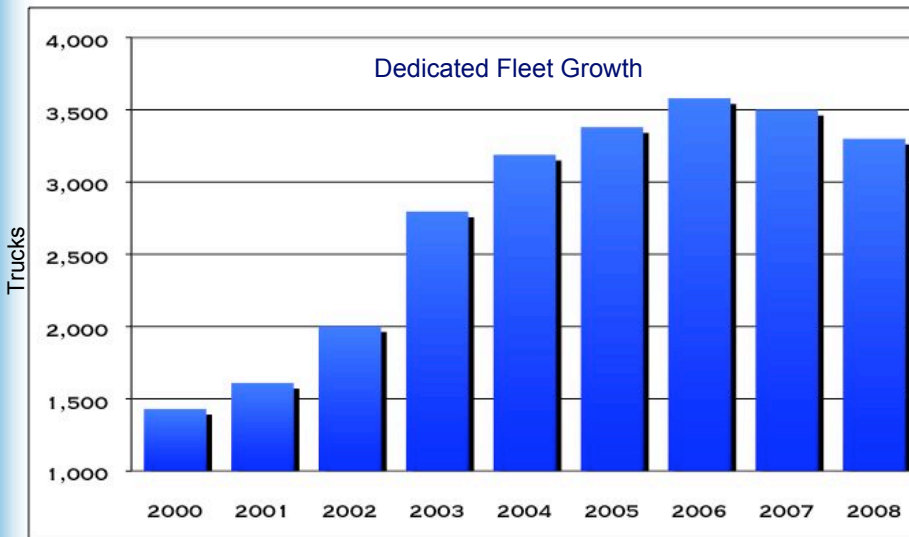


DEDICATED

37% of Revenues



Werner's Dedicated division began in 1992 with a private fleet conversion. Today, Werner operates over 120 fleets, comprised of 3,300 tractors. These fleets range from 1 truck to over 600 trucks and the equipment in these fleets range include dry vans, temperature controlled, flatbeds, curtain side trailers and high-cube drop deck vans.



The third largest Dedicated provider in North America with the density across many businesses to add substantial value for our customers.



CROSS BORDER SERVICES

7% of Revenues



- Mexico launched in 1999
- Partnerships with over 40 Mexican carriers
- One of the 3 largest U.S. / Mexico carriers
- Crossing nearly 400 loads per day across 10 port cities
- Approaching \$175M of annual revenue



- Canada launched in 2001
- Service to and from all 10 Provinces
- Local, Canadian-based expertise
- Canadian Drivers



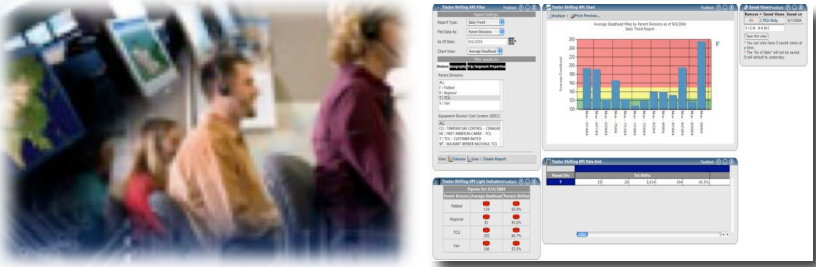
LOGISTICS SERVICES

13% of Revenues



FREIGHT MANAGEMENT

Total supply chain management using Werner's proprietary TMS system.



INTERMODAL

Launched in 1Q04, Werner partners with all Class 1 railroads to move freight via trailers, containers and steamship boxes.



BROKERAGE

Launched in 1Q04, Werner has 10 offices throughout North America generating annual revenues at a run rate of \$160M.



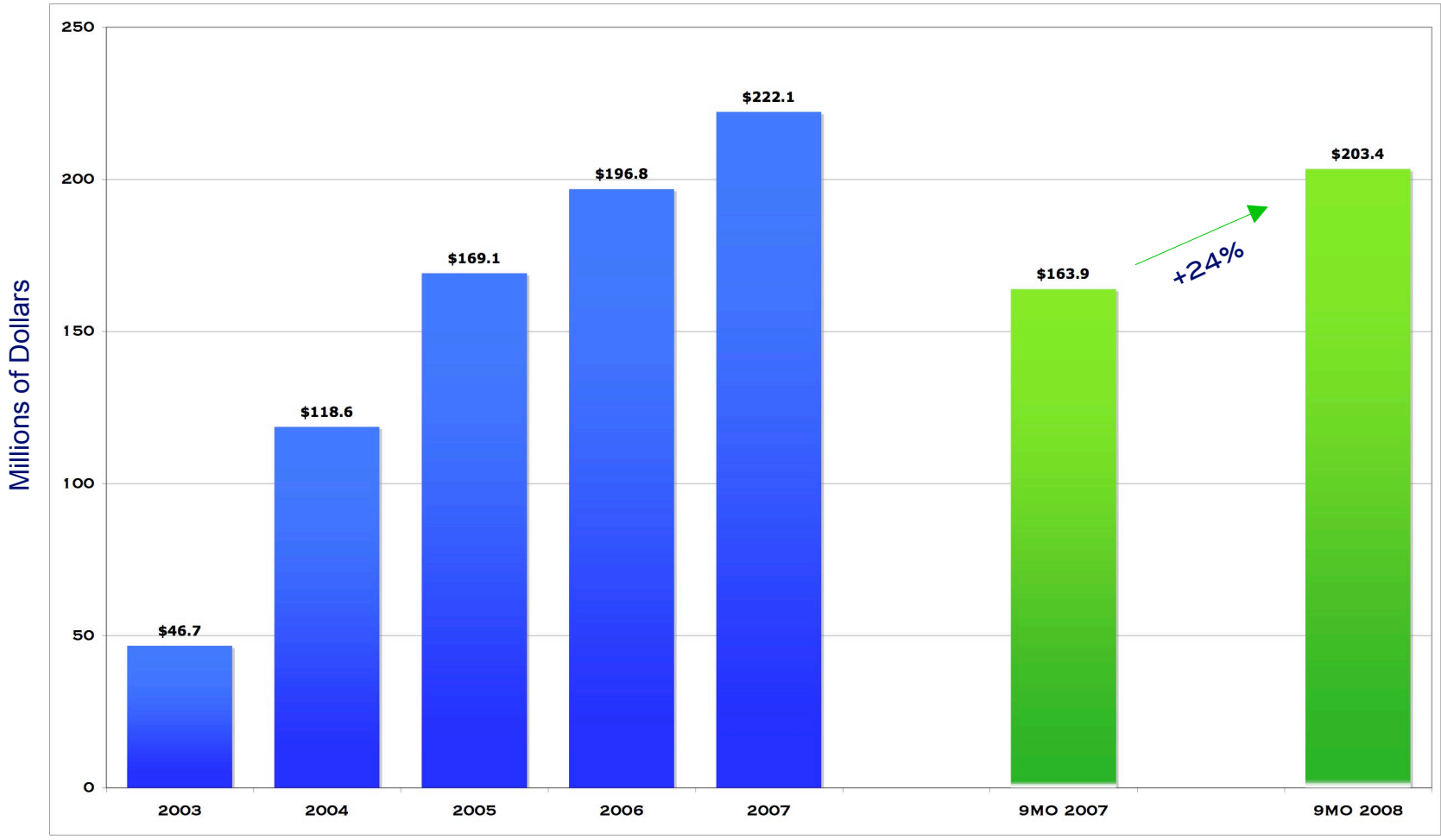
WERNER GLOBAL LOGISTICS

Launched in 3Q06, Werner is a licensed NVOCC, Freight Forwarder and Customs Broker. Offices in the U.S., Mexico and Asia.





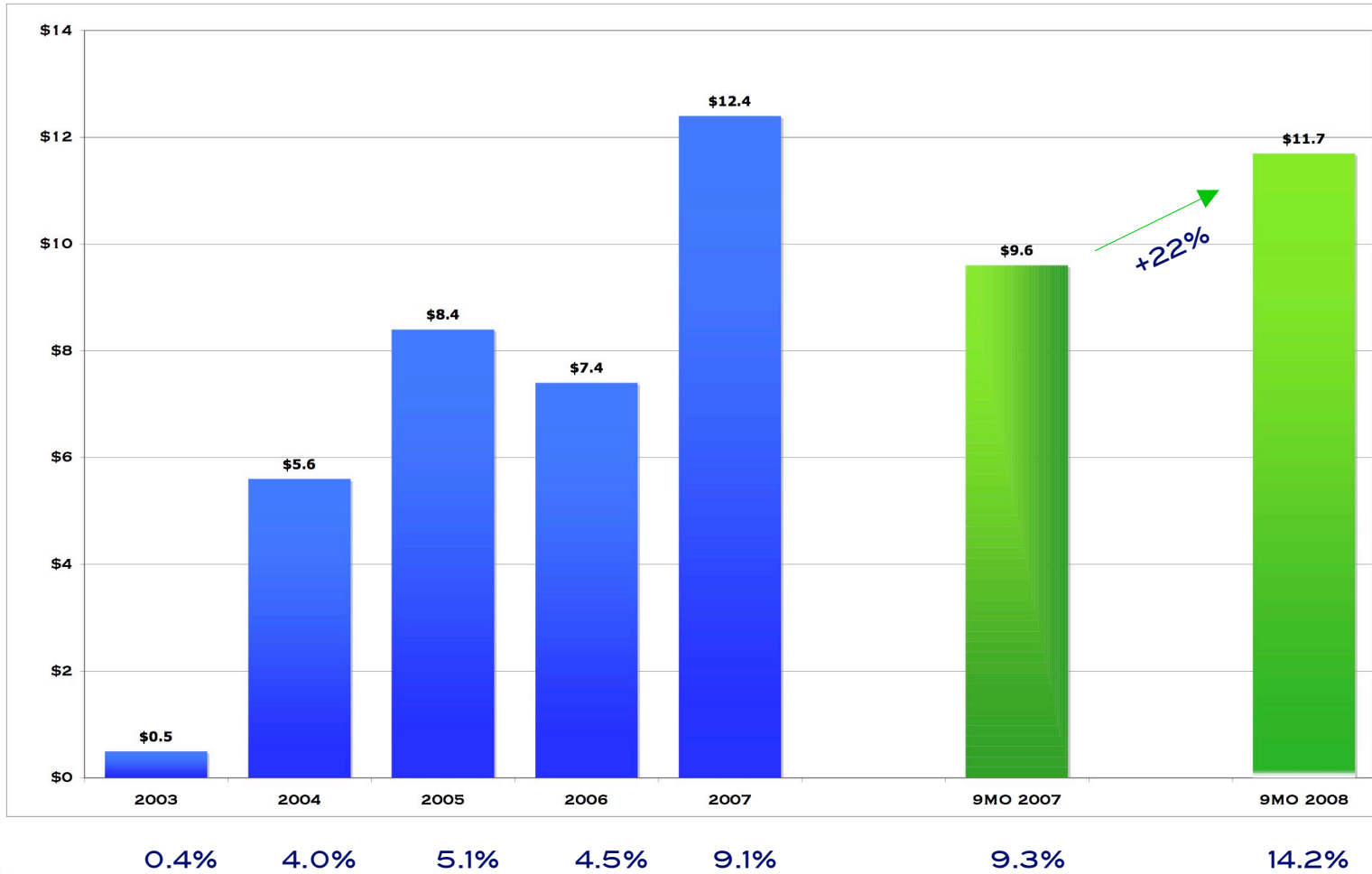
LOGISTICS REVENUES



Prior period amounts have been adjusted on a pro-forma basis to exclude revenue from a customer contract change effective 7/07.



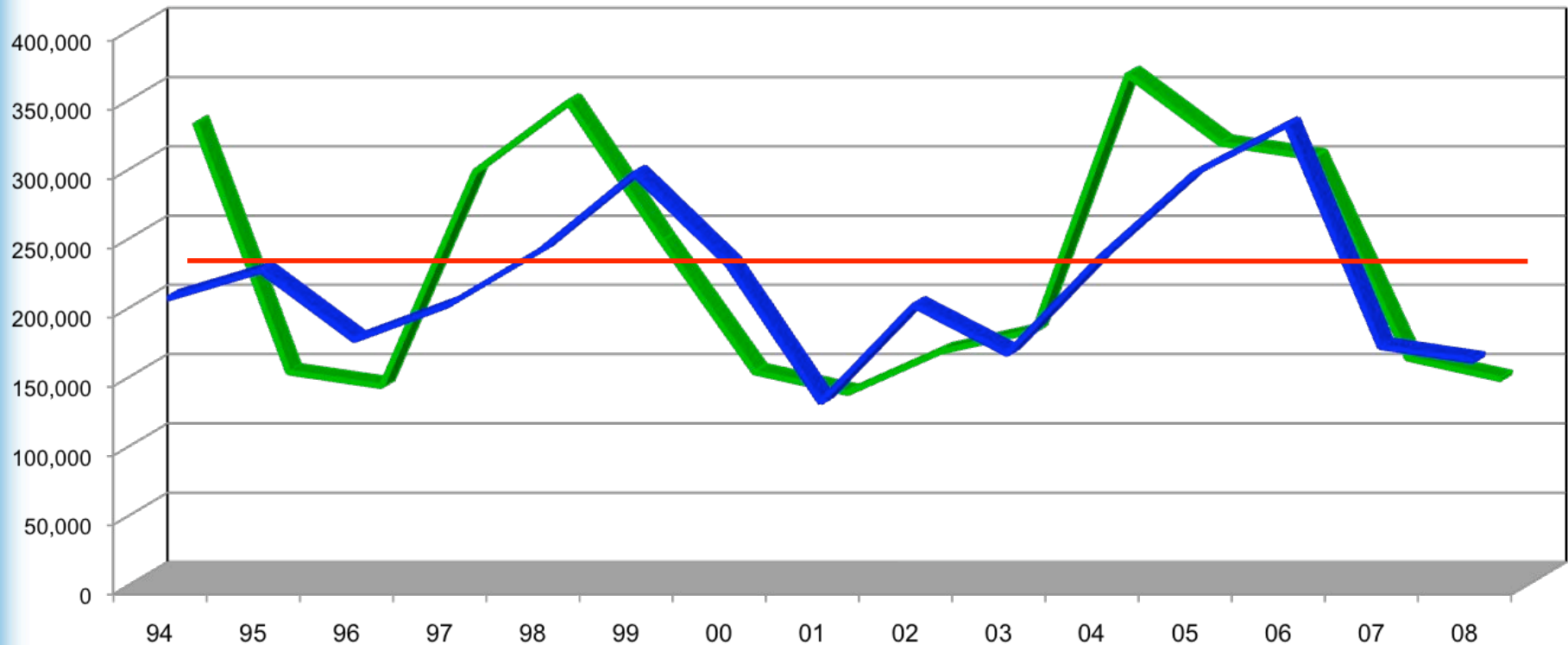
LOGISTICS OPERATING INCOME



* PERCENT OF TOTAL COMPANY OPERATING INCOME



CLASS 8 TRUCK ENVIRONMENT ORDERS AND BUILDS



Orders



Builds

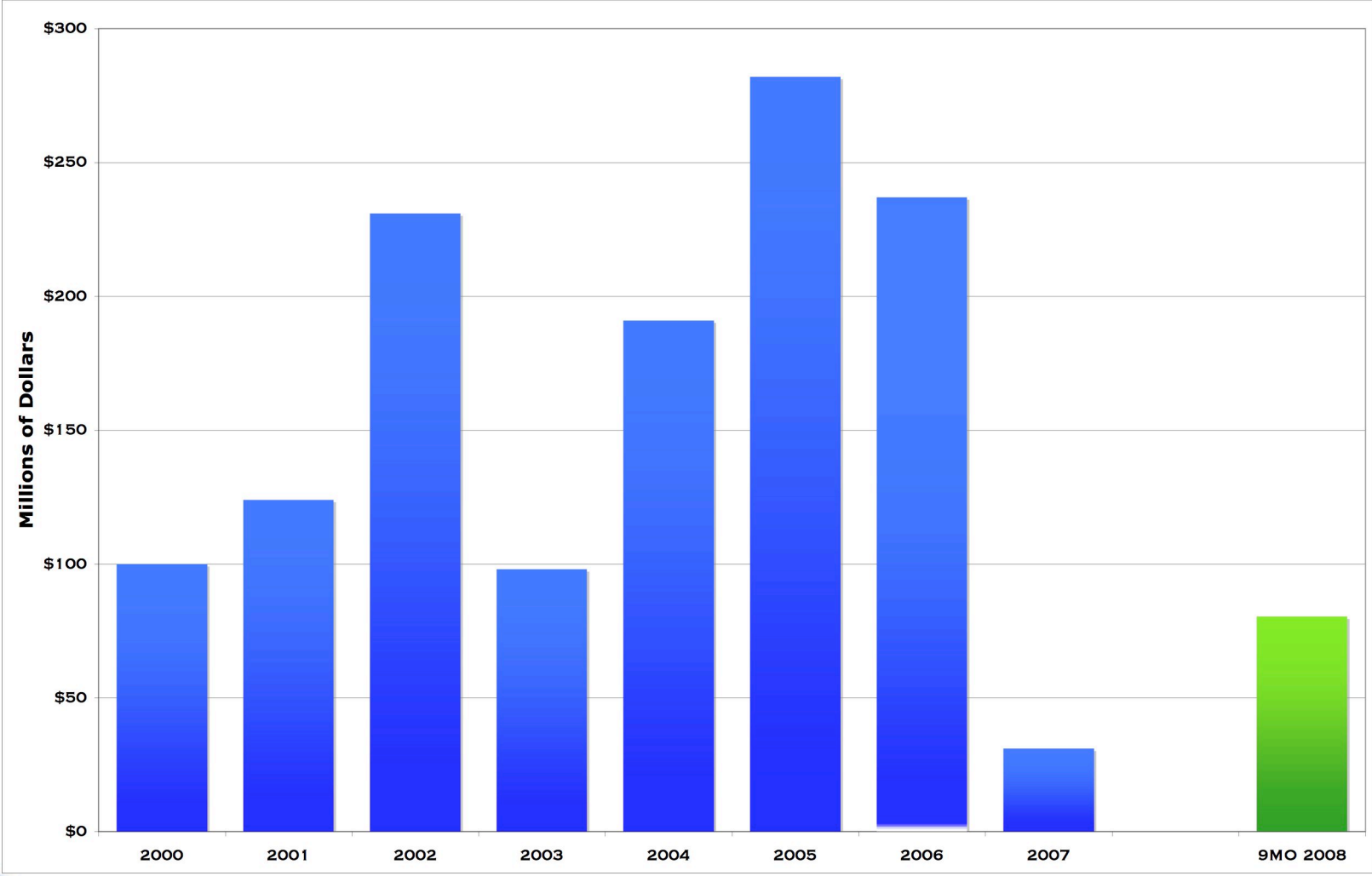


Estimated Normal Replacement Level – 230,000 trucks/yr

170,000 more trucks than normal were built in 2005 and 2006 – 5% to 6% increase in supply. Excess supply is reversing with huge decline in class 8 truck builds. Do not expect industry pre-buy in 2009.

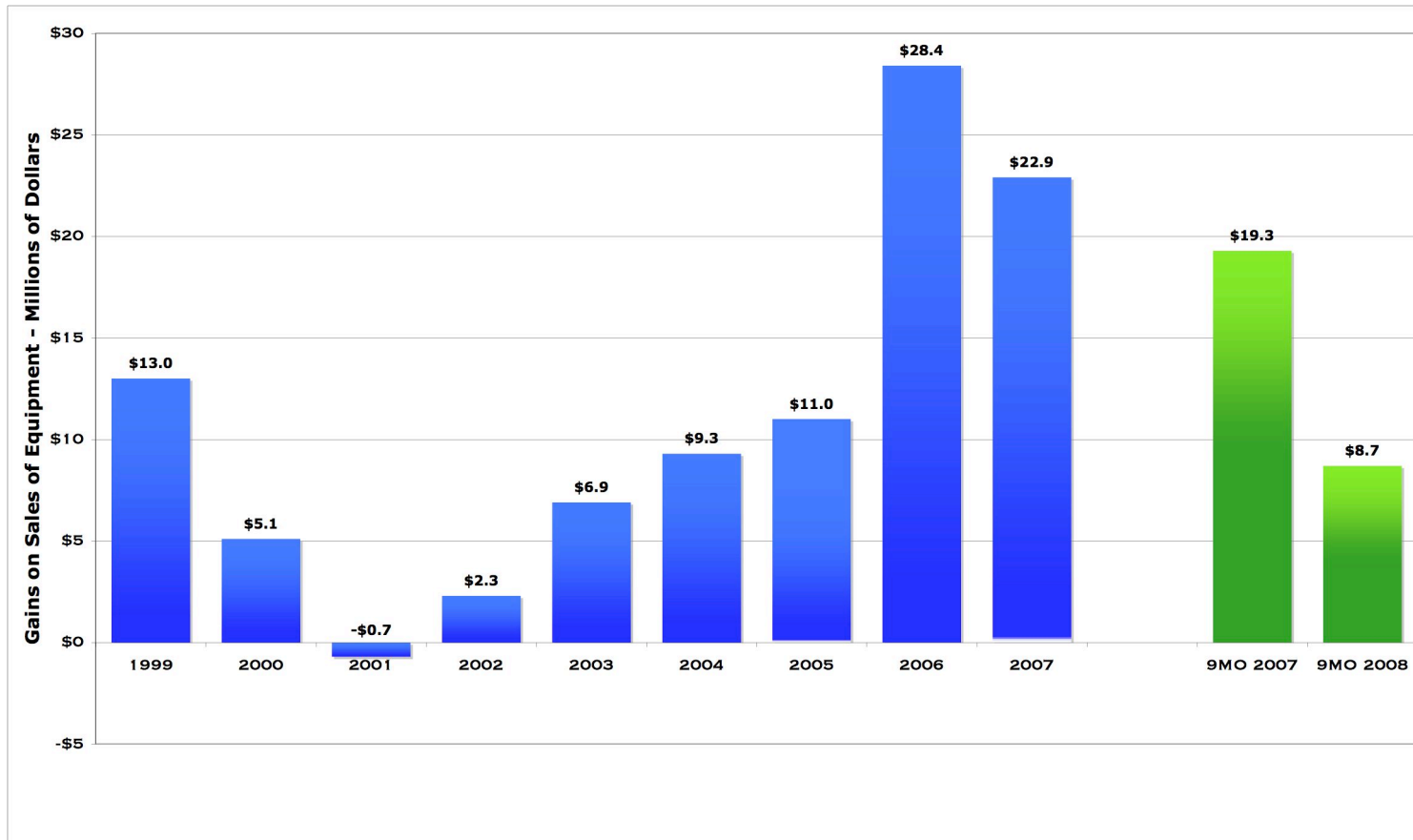


CAPITAL EXPENDITURES – NET





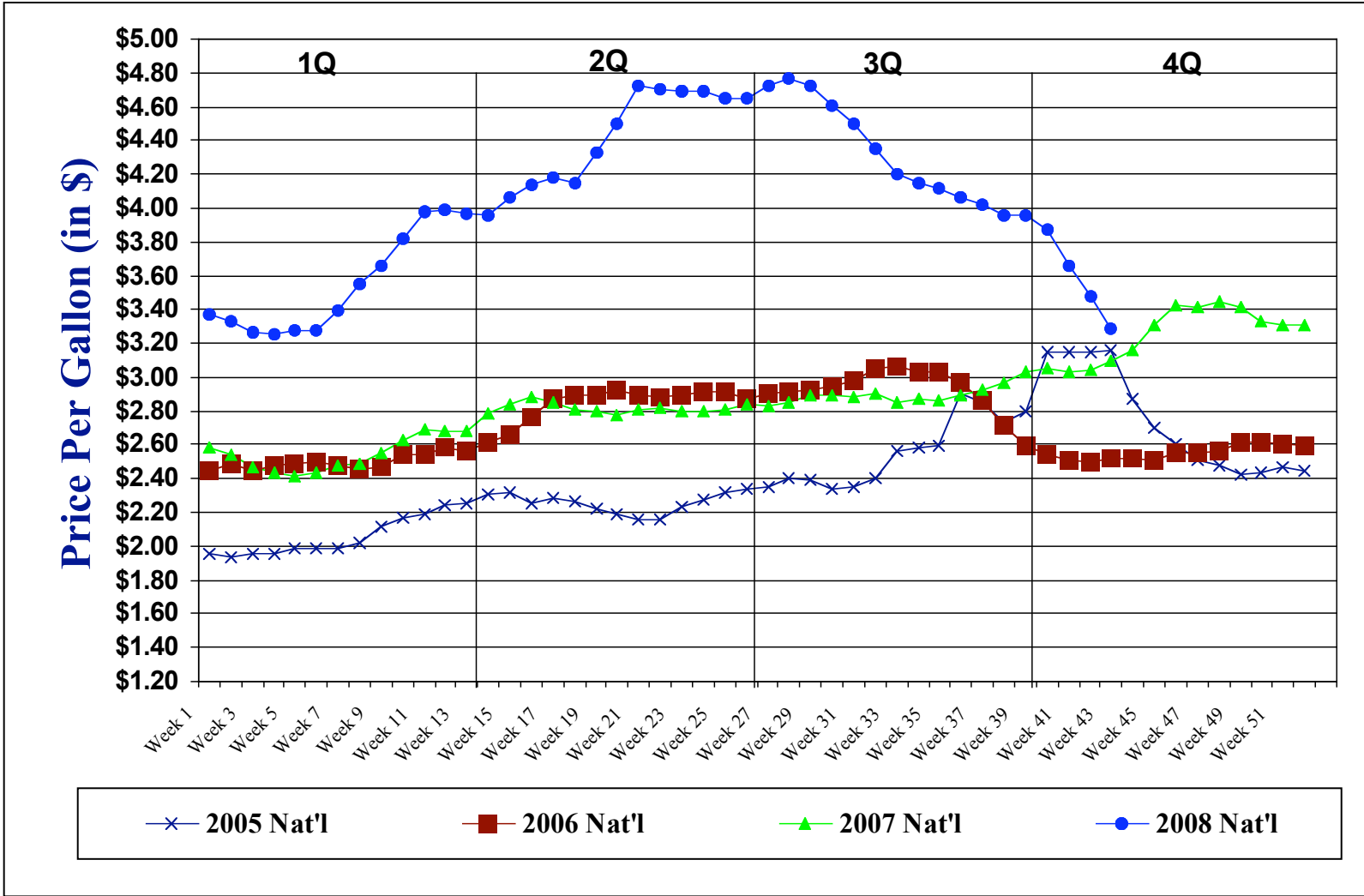
RETAIL SALES NETWORK



- Softer truck market conditions in 2008 due to reduced buyer demand and increased used truck supply (high fuel prices, carrier failures, fleet reductions). Overseas market helping used truck demand.
- Gains on sales are reflected as a reduction of “Other Operating Expenses”.



FUEL PRICE TRENDS



* Dept. of Energy (DOE) fuel price survey of truck stops used by shippers/carriers for billing fuel surcharges. Fuel price includes fuel taxes.



Green Initiatives

Werner Enterprises is a SmartWaySM Transport partner, which is a collaboration between the EPA and the freight industry to increase energy efficiency and reduce air pollution. Werner has earned a Shipper Index Factor score (SIF) of 1.25, the highest possible.

- **Fuel efficiency initiatives:**

- Aerodynamic Trucks
- Auxiliary Power Units (APUs)
- Proactive management of truck idling and out-of-route miles



- **Company-wide recycling programs:**

- 8,000 trucks and 13,000 employees committed to saving the environment
- Programs that recycle: oil, tires, paper and aluminum

Efforts saved 2.6 million gallons of diesel fuel in 3Q08



MAXIMUM MPH SPEED

	DATE	OLD	NEW
	3/08	70 MPH	66 MPH
	1Q08	68 MPH 66 MPH	66 MPH 63 MPH
	1Q08	65 MPH	62-63 MPH
	3/08	65 MPH	62 MPH
	5/08	65 MPH	62 MPH
	6/08	65 MPH	62 MPH
	1Q08	65 MPH	60 MPH

idle < 40%
idle > 40%

except teams

- ### ISSUES
- Driver pay cut
 - Extended transit times
 - Increased risk of drivers running over hours
 - Widens speed gap between trucks and four-wheelers (safety issue?)

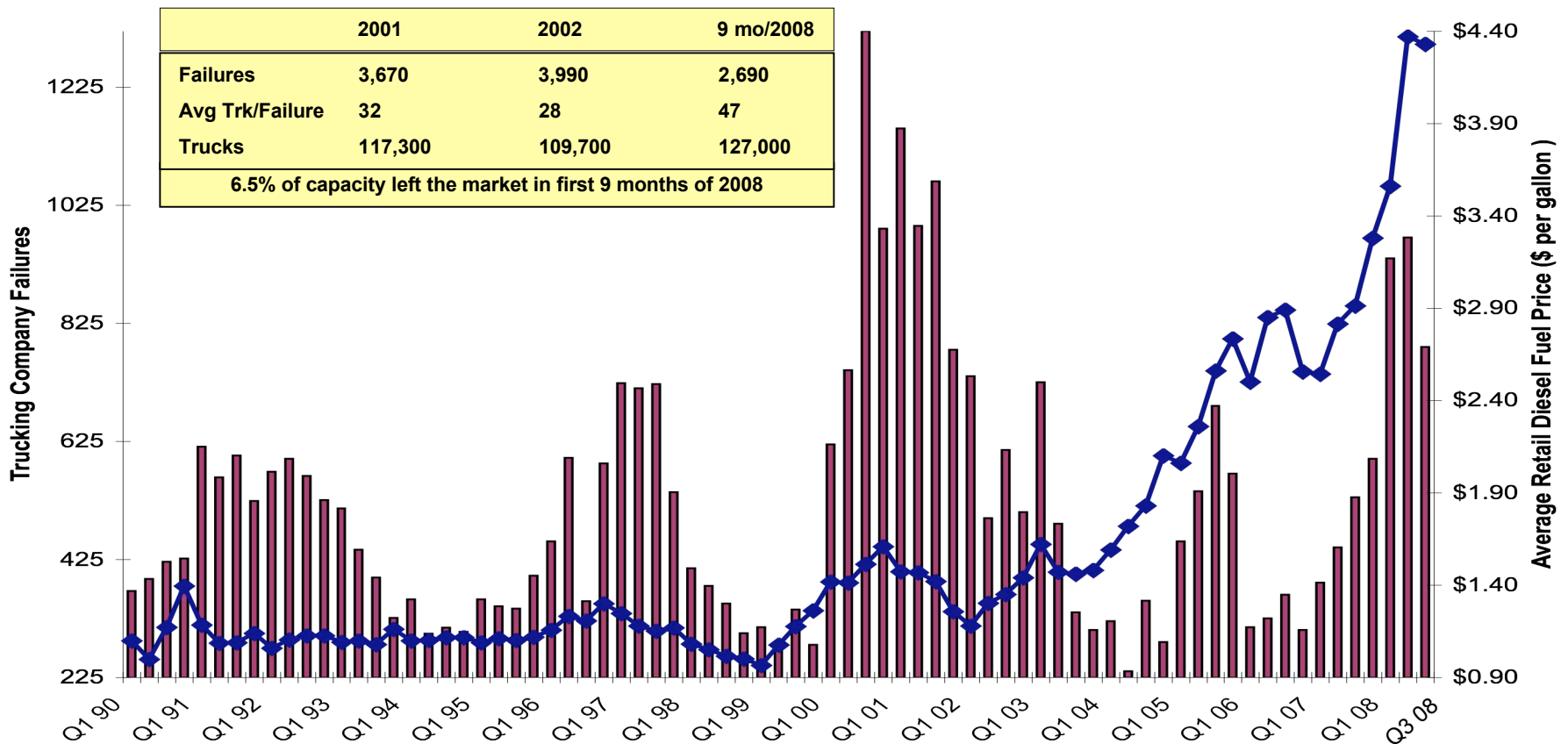


Has maintained a maximum speed of 65 MPH





TOTAL TRUCKING FAILURES (ON A QUARTERLY BASIS) VS. AVERAGE RETAIL DIESEL FUEL PRICE (INCLUDING TAXES)

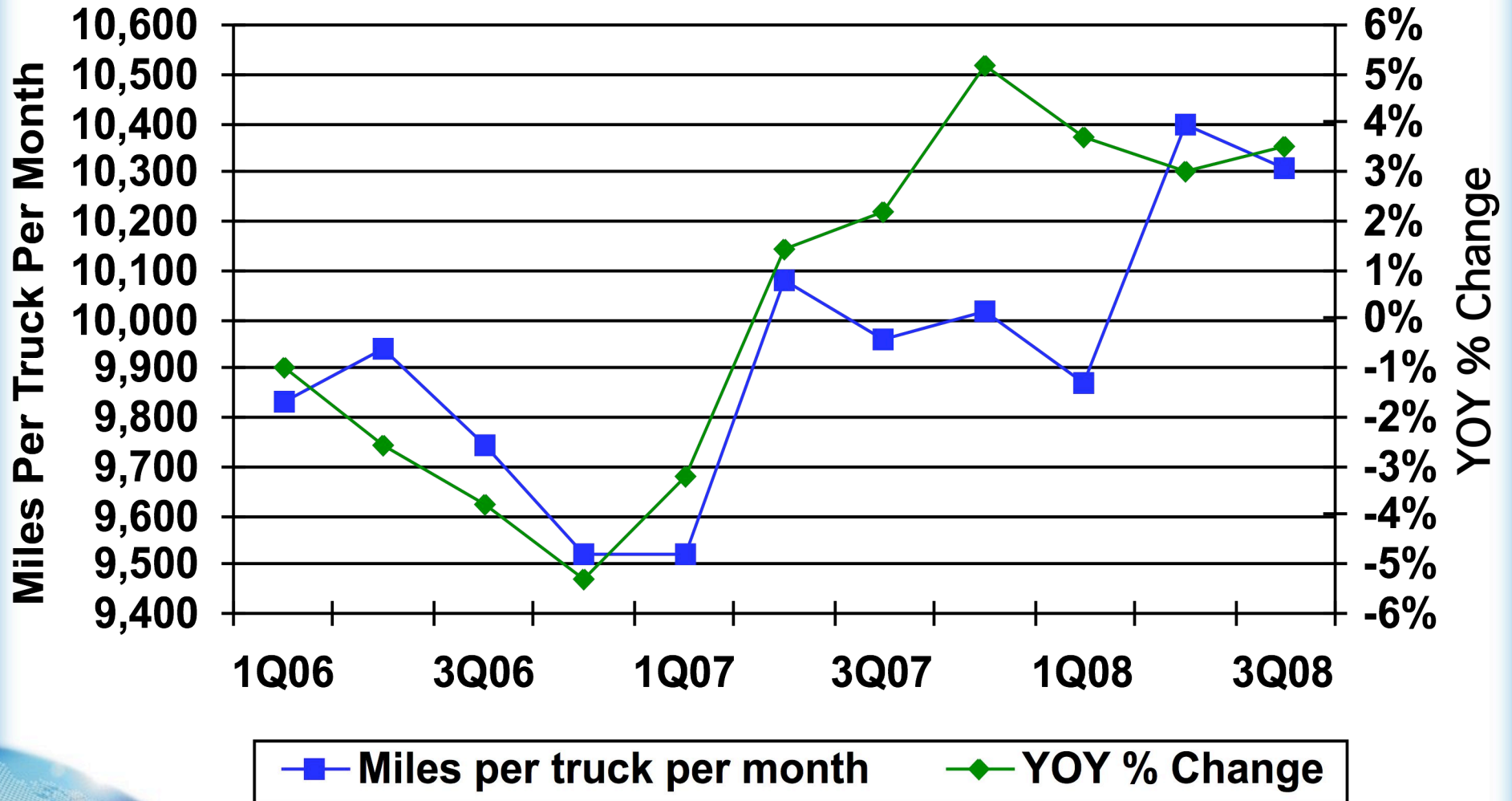


"The first three quarters of 2008 have already established a new record for the amount of capacity pulled from production within a single year - never have more trucks been pulled off the road in a shorter period of time than the first three quarters of this year."

Source: Avondale Partners



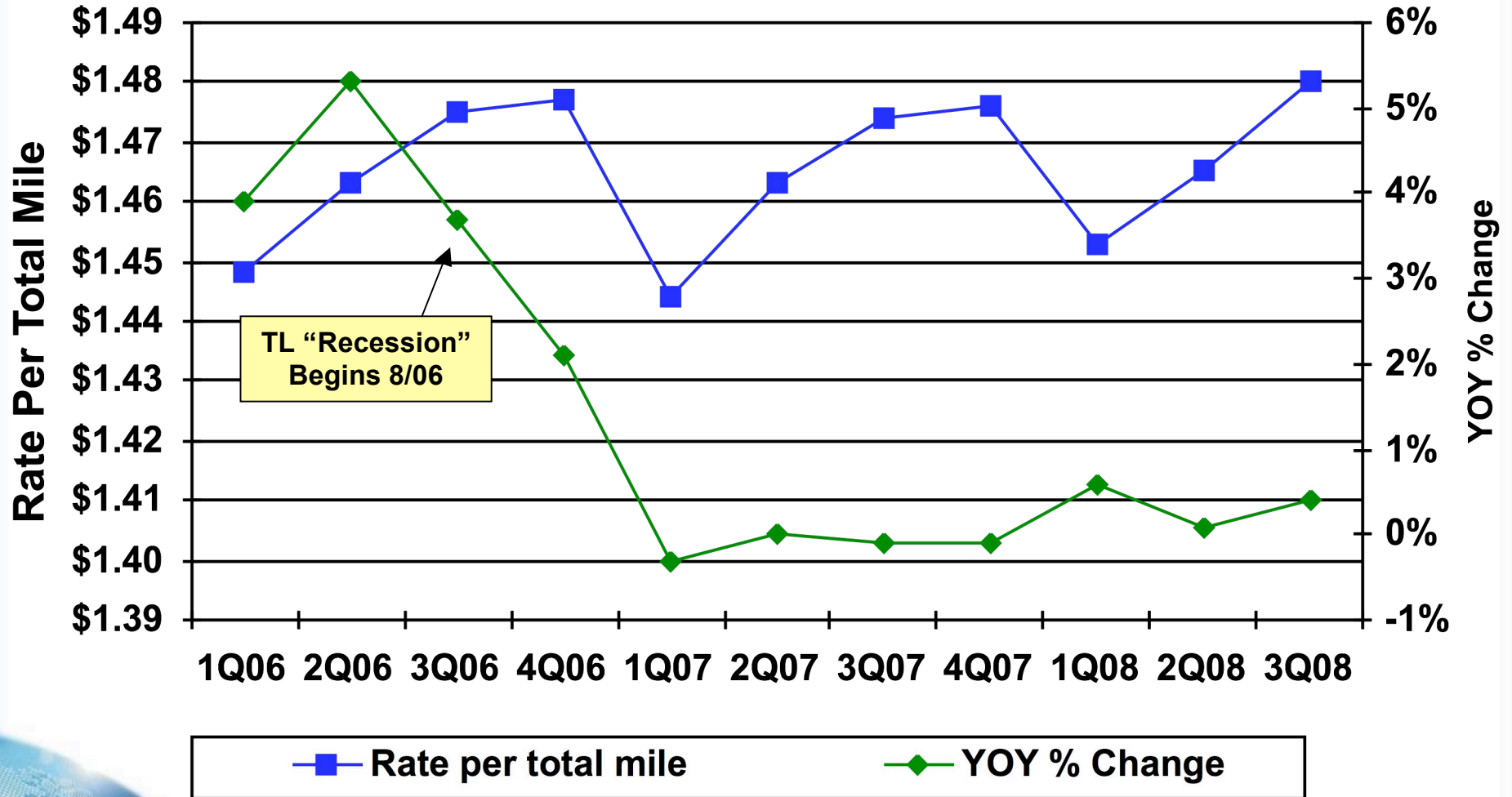
PRODUCTIVITY INCREASE





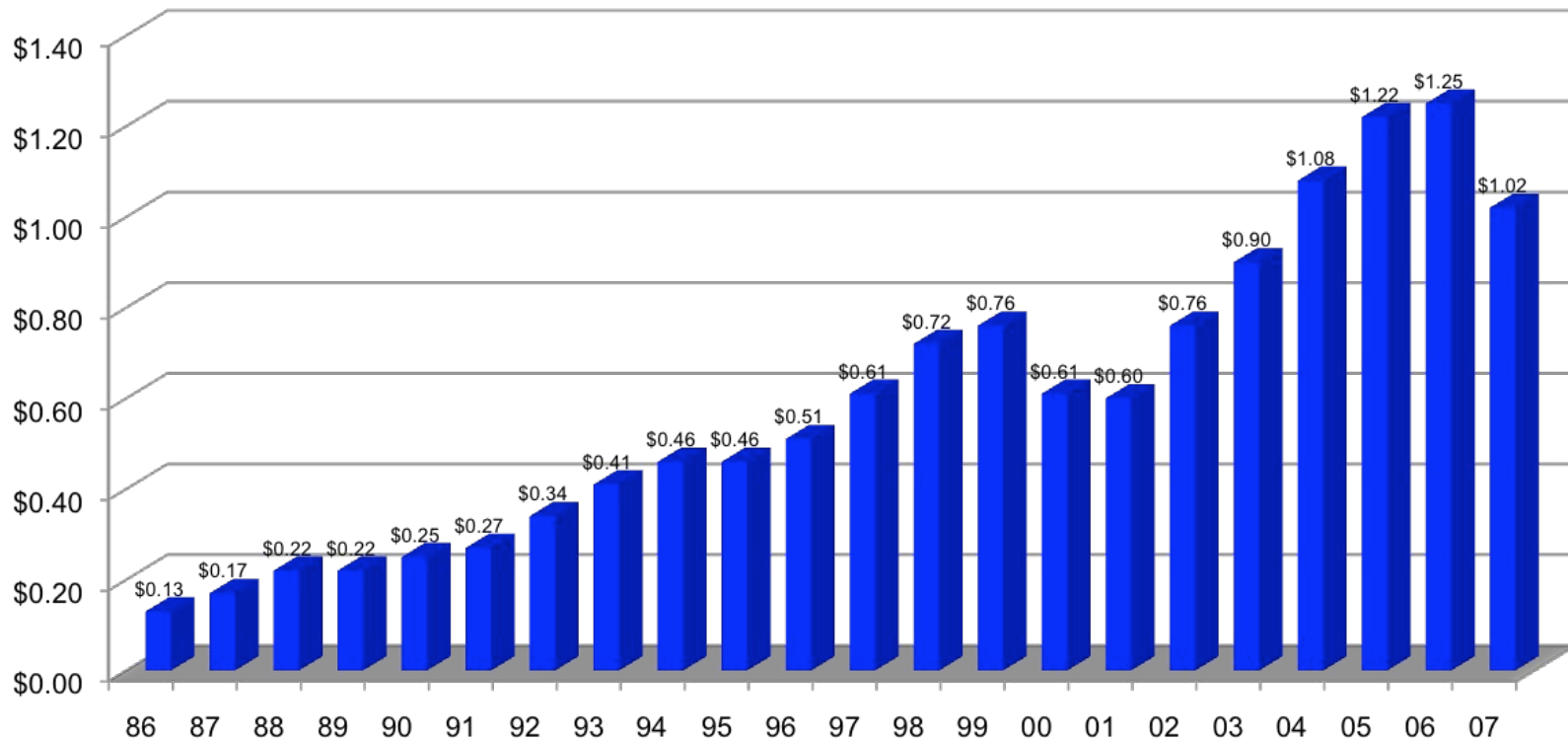
QUARTERLY RATE PER MILE

STABILIZED IN A CHALLENGING MARKET





EPS GROWTH



10 % AVERAGE ANNUAL EPS GROWTH

BASIC EPS FOR '92 AND PRIOR YEARS. DILUTED EPS '93 TO CURRENT.



THE STRENGTH OF WERNER

- Profitability improvement – early adapter to freight market challenges with fleet reduction
- Rapidly growing logistics service offerings
- Experienced management team (officers average 17 years at Werner)
- Strong balance sheet and cash flow
- Diversification of Truckload, Dedicated, Logistics and International service offerings
- Sophisticated and leading-edge technology

we are
WERNER
The Leader in Freight Transportation Innovation

