Hello.

I wanted to thank all of our speakers, sponsors and attendees. This industry is continually changing and I hope to help you keep on top of things. **We will have our next Mixer on July 18.** We will also be having a "**FREIGHT CHECK**" October 3. It will be a half day meeting focusing on Ocean, Air, Domestic and Customs. It will be followed by a mixer...details to follow.

I hope we can keep **GROWING, LEARNING and INSPIRING** each other!

For your reference, this will be on the website:  
[www.servinglogistics.com](http://www.servinglogistics.com)

Enjoy!

Thanks and best regards,

*Beth Rannebarger*
CLC 2018 Conference Review

Here a couple of takeaways from the conference.

Tim Kight-Keynote Speaker
Focus 3 founder. Without a doubt a fabulous speaker. Everyone commented on him and look forward to his book, R Factor which he is currently writing. I will let everyone know when it is available.

Local Updates from Government-
-City of Columbus, Quinten L. Harris JD. MPA Deputy Director of Jobs and Economic Development
-DriveOhio, Andrew Bremer, Managing Director of Local Affairs for DriveOhio
Shared with us different ways we are impacted with the government and some updates. They want to hear your voice.

Port of NY/NJ
- Andrew Sharo, Maritime Cargo Sales Manager, Provided insightful information on carriers that call on the port of NY/NJ such as the below information.
Trucks, Trains and Transportation

**Alliance Shippers** - Rick Plieninger, Regional Vice President - Moderator
**Pappas Trucking** - Perry Pappas, President
**CSX** - Nicole Moyer, Terminal Manager

*Who isn’t affected and how can you manage? They each had great information on the different perspectives. ** noted as 1 of the favorite panels

Legal Review, Updates and Issues -
- **Benesch Law** - Marc Blubaugh, Co-Chair of the Transportation and Logistics Practice Group

Gave us great examples of legal cases and how we can learn to avoid them. Don’t be next year’s example. Be proactive so you can protect your company and job!

How the Pacific Northwest Serves North America... Ohio, Alaska, Canada
- **NWSA** - Sue Coffey, Business Development BCO
- **BNSF** - Rusty Looney, Dir of Int. Marketing
- **SBS** - Mike O’Malley, VP Western Region

Great statistics and information.
US Customs CEE's and In-bond Trucking
-US Customs- Ted Thomas, Port Director
Daniel G Boerio, Supervisory Import Specialist

3:15-4:00 Tech Corner- “The future, is it really crypt(o)ic?”
-totes>>ISOTONER- James Thatcher Import Export Manager
**Noted as one of the favorite speakers!

How can cryptocurrencies add features?

- Fair Ocean Freight: Identify agreed slot space on vessels for no-show and rolling situations.
- Tokens could be used directly with B2B or other tracking applications for automatic payment or payment triggers when a container/airfreight physically passes an INCOterm point.
- Payment to all parties under a crypto coin could be transparent, imparting more information about who gets paid exactly what for each service provided.

What are the possibilities… today, tomorrow or in twenty years?
Human Resources: Diversification, Education and Recruiting

**noted as a great well-rounded panel with surprising information**

Leverage HR-Sapna Welsh, Partner

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**Gender Representation in the Corporate Pipeline in 2017**

<table>
<thead>
<tr>
<th>Entry Level</th>
<th>Manager</th>
<th>Sr. Manager/Director</th>
<th>VP</th>
<th>SVP</th>
<th>C-Suite</th>
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</thead>
<tbody>
<tr>
<td>Male</td>
<td>42%</td>
<td>63%</td>
<td>66%</td>
<td>71%</td>
<td>78%</td>
</tr>
<tr>
<td>Female</td>
<td>48%</td>
<td>37%</td>
<td>34%</td>
<td>29%</td>
<td>22%</td>
</tr>
</tbody>
</table>

OSU- Steve Denunzio, Senior Lecturer & Director- Master of Business Logistics Engineering Program

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**A Whole New Game**

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Vaco- Edward Chadd, Partner

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**Employee Retention**

- In an Indeed survey conducted by The Polling Company, 85% of employers agreed that highly skilled, in-demand workers are now the ones keeping an eye out for new employment opportunities.

- In a study of over 1000 workers performed by BambooHR, 31 percent reported having quit a job within the first six months.

- The cost of replacing highly-trained employees and executives can easily exceed double their annual salary!
Impact and Review

**Team Worldwide - Robert Imbriani, EVP**

Gave us multiple examples of Ecommerce and parts

**Farrow - Kerry Rasmussen, CCS**

I was surprised by the transits in Canada. Kerry gave us a lot of useful information to help open our eyes.

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**Port of LGB - Updates and Improvements**

**Port of Long Beach -** Dr. Noel Hacegaba, Managing Director and COO
Port of Virginia warehouse/truck/port information

Port of Virginia- Cary Hagen, VP of BCO Sales Distribution-

New growth and opportunities listed.

Timken- Jeff Kamerer, Sr. SC Logistics Planning Analyst
A customer’s perspective

World Distribution Services- Jackie Csiszar VP

Connecting the ports and facilities.
Air Panel:
**Abercrombie & Fitch**: SJ Chapman - Moderator

**Columbus Regional Airport Authority**: David Whitaker, COO

*Connecting Ohio to the World Through Premier Air Cargo Hubs in Europe, Asia, and the Middle East*

- 16 scheduled weekly international 747 & 777 freighter frequencies on 5 premier carriers, including scheduled seasonals + a significant amount of ad hoc and charters, upwards of 20 international flights a week in total.
- When combined with FedEx and UPS, Rickenbacker is served by 5 of the top 10 air cargo carriers in the world, including the top 4 as measured by freight-ton miles flown.

**Team Worldwide**: Robert Imbriani, EVP - Brian Heaney, President of RCS Logistics

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**Air Freight Facts**

Contrary to what most people may think the use of air freight has grown steadily over the past 3 to 5 years. The rate of growth has averaged over 6% with anticipated future growth of 7 to 8%.

On a global basis in 2016 there was an average of 27,000 flights a day carrying 1.2 million packages, weighing over 55,000 tons.
Port of Georgia and US Drayage Updates

**IMC Companies**- Donna Lemm, Executive Vice President of National Sales at IMC Companies

*The Driver Shortage:
More than just the ELD Mandate:
Growth in Tonnage, Weather, Chassis, Inefficient Industry Practices....................

- 50,000 more drivers are needed to serve the intermodal needs in the United States (ATA)
- Trucks according to IANA are at 100% utilization
- Import tonnage grew over 5% in 2017 and forecasted at another 4.5% this quarter
- Export tonnage grew nearly 2%, many Ag products gearing up.
- Massive storms in 2017 shattered supply chains starting in late summer and the domino effect never caught up
- Electronic Logging took an estimated 8% of driver capacity out of an already tight market
- The industry has taken drivers for granted and there are abuses in wait time, drivers are leaving!
- Chassis problems are adding to the driver wait time
- **BOTTOM LINE: RISING COST FOR THE SHIPPER**

Port of Georgia- Chris Logan, Senior Director Trade Development BCO

-Video

**Big Lots**- Jameson Parker, Global Logistics

Our role as a Shipper

1. Seek to understand your markets and challenges
   - Talk to your truckers - it's a partnership, not simply a transaction
   - Ensure drivers want to deliver to your facility – be a "Shipper of Choice"

2. Hold steamship lines accountable:
   - They own relationships with terminals/rails and they have to hear the voice of their customer
   - Evaluate and use available data: allocate appropriately

3. Develop direct relationships with terminals, ports, chassis providers, or others involved in the transaction – it truly is a Supply Chain with multiple links that must fit together
Systems: Billing, EDI, Terminal
*Ascena Retail* - Justin Reynolds, Director of Inbound Logistics
Andrew Boblit, Manager, Logistics Projects

*Acutitive Solutions* - Phil Marlowe, President

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**Global TMS. It's everything we do.**

**Air Booking Portal**

- Two components of “visibility”
  - “Where’s my stuff?”
  - “Can I impact how it gets routed/shipped?”
- Electronic Tendering closes the pre-departure data “Black Hole”
  - Booking/Receipt data capture (@ SKU level detail)
  - Notification to providers up to 5 days before booking
  - PO data to FFs reduces cost to serve and improves downstream data quality

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**Port of LA - Review of the GE Port Optimizer Portal**

*Marcel van Dijk*, Cargo Marketing Manager

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**Pilot Overview: Port of Los Angeles & GE**

- Collaborative partnership with Port of Los Angeles
- **Port Information Portal / Port Optimizer**
  - Dynamic window into port and cargo information
  - Operational insights for improved planning
  - Advance information; 10+ days faster access to integrated data
  - Actionable, right information, right people
- **Pilot Scope (6 months dev, 2 months usage)**
  - 3 Terminal
  - 2 Vessel Operators (Maersk, MSC)
  - 10 BCOs, 3 Trucking Operators

**Goal**: Increase supply chain performance
  - Visibility
  - Predictability and reliability
  - Throughput
Government and Review of International Compliance Here and There

Sandler Travis and Rosenberg-Daryl Moore, VP of Customs Audits & Partnership Programs

HOW GLOBAL TRADE LEGISLATION IMPACTS A U.S. IMPORTER

Per one U.S. Importer’s Trade Compliance team, “it is our due diligence to be aware of current events, not just on those which may affect our specific commodity. Actions taken by the United States and other governments create ripple effects which can in turn create major ramifications for Trade Compliance and the Supply Chain.”

NAFTA RENEGOTIATIONS

NAFTA Renegotiations may affect an Importer’s ability to trade with Mexico and Canada.

BREXIT

The UK’s decision to leave the EU may create a new Customs territory to import into.

TPP

With the United States pulling out of the TPP, Importers have lost out on potential duty savings.

Thanks again to our Sponsors!!
**Tidbits.....**

**Corny Joke Corner**

1. What do you call fake Spaghetti?

2. What do you call birds that stick together?

3. What do Sea Monsters eat?

Answers in Calendar

“Darkness cannot drive out darkness; only light can do that. Hate cannot drive out hate; only love do that.

If you can’t fly then run, if you can’t run then walk, if you can’t walk then crawl, but whatever you do you have to keep moving forward.

Free at last, Free at last. Thank God almighty we are free at last.”

~Martin Luther King

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**CALENDAR**

**July 1:** Canada Day

**July 4:** USA Independence

**July 18:** Race Day Mixer - By Serving Logistics

Answer to Joke 1: an Im-pasta

**September 3:** Labor Day

**October 1-7:** National Golden Week-China

Answer to Joke 2: Vel-Crow

**October 3:** Freight Check meeting/mixer by Serving Logistics

Answer to Joke 3: Fish and Ships

**November 22:** Thanksgiving day