



# TIA Logistics Weekly

Helping Ethical 3PLs Grow the Success of Their Business

November 16, 2006

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### Robert Voltmann Gives Thought Provoking Speech at TIA's Fall Meeting

#### *The New ICC is Infrastructure, Capacity, Competitiveness*

TIA President and CEO Robert Voltmann delivered the following speech during the opening session at TIA's 2006 Fall Meeting on November 13, 2006:

Good morning. I am Bob Voltmann, president and CEO of the Transportation Intermediaries Association.

On behalf of TIA and its 1100 members, the only 3PLs in the industry willing to sign and abide by a strict code of ethics, I extend our warmest welcome to Ft. Lauderdale! Thank you NITL and IANA for allowing TIA to be part of this meeting. And, I thank those of you who have sponsored parts of this meeting!

Not very long ago, high on our collective agenda was the ICC -- the Interstate Commerce Commission. Today as we gather, we have a new ICC to be concerned about -- Infrastructure, Capacity, Competitiveness.

Our economy is premised on a strong and seamless logistics system. Our infrastructure, however, is not being maintained. The most recent highway bill ignored infrastructure maintenance. As users of the system, we know how important it is. We cannot let Congress or the White House ignore transportation infrastructure again.

Not only do we need to maintain our infrastructure, we need to expand our capacity to move freight! Our economy is growing, yet our capacity to move goods is shrinking.

The final "C" is for Competitiveness. This is the greatest time to be alive. We live in a flattening world fully embracing our market system. And what a world of opportunity. China has 160 cities

with more than 1 million people. India has more than than 300 million people in its middle class.

As we move into this brave new world, however, we need to become more competitive. Competitiveness does not mean driving the other guy's cost to rock bottom. Competitiveness means each company in the supply chain working collaboratively to reduce process costs. Working together, we can do it!

TIA is working to help reduce process costs. We have introduced model contracts that offer fair and balanced protections. We introduced our

(Cont. P 2)

## Stand Out in Your Field, GET CERTIFIED!

The Certified Transportation Broker (CTB) Program was developed by TIA to increase the professionalism and integrity of property brokerage through a rigorous certification program. Based on both academic scholarship and practical experience, the CTB program provides brokers professional recognition, marketing advantages, and career advancement.

The next exam is on **Saturday December 9, 2006**. It is a four hour multiple choice exam covering: Basic Business Practices; Logistics, Transportation, and Carrier Management; and Broker Regulations, Operations and Practices. You must pass all three sections in order to earn your CTB designation.

The next Home Study Course begins on **December 18, 2006**.

It is offered in preparation for the CTB exam. It is an intensive 3- month education program that utilizes various texts, and materials along with homework assignments to provide the candidate a structured review process.

Questions? Contact Tia Johnson at 703.299.5701 or [johnson@tianet.org](mailto:johnson@tianet.org)

(Voltmann speech continued from P. 1)

Watchdog service to protect you from fraud. We introduced credit management tools to protect against loss. By April, we will further reduce risk by Guaranteeing our members' payments to carriers. We will also launch a new 3PL search engine to help you find the right 3PL to meet your needs.

TIA, NITL, and IANA are strong dynamic organizations. Our members are the leaders of the freight transportation industry. To our members, welcome! If you are not a member, why not? We are committed to your success. Together, we can master this new ICC and continue to grow!

### TIA's 2006 Fall Meeting Well Attended



TIA's concurrent educational sessions drew crowds during the recent 2006 Fall Meeting in Fort Lauderdale, Florida. Pictured above are attendees at Supply Chain Performance Metrics.

Some of the presentations from TIA's 2006 Fall Meeting will soon be posted on TIA's website at [www.tianet.org](http://www.tianet.org). To be sure that you don't miss out on TIA's next outstanding educational event, mark your calendar NOW and plan to attend TIA's 29th Annual Convention and Trade Show, April 19-21, 2007 in Orlando, Florida. More information will be included in future issues of this newsletter.

### DTCI Protest Update

Below is an update on the DTCI Protest based on the November 6 and 7 hearings in the GAO courtroom in Washington D.C.:

The presiding GAO official told DoD that they needed to do more to convince him that the limitation on competition was warranted, but also said that the Protest had to show him that the unbundled alternative might work.

The hearing examiner stated that DTCI is definitely a bundled procurement. He acknowledges that Transcom did not give the unbundled alternative or the effect on competition much, if any, consideration at the time they planned the procurement. He is not

convinced the benefits Transcom has alleged in fact justify the bundling, but if GAO rules against Transcom he wants to make sure they are not killing the program because, in fact, the benefits of DTCI cannot feasibly or practically be obtained without requiring the coordinator (instead of the Government) to hold the transportation contracts with the carriers. Thus, now that the hearing is over it is still possible that the Protest will win, or at least obtain an order from GAO directing Transcom to go back and give further study to ways of accomplishing the program objectives without bundling the coordination and transportation services into a single contract. However, GAO will still have to be convinced by the Protest's final comments, filed with GAO on November 11th, that none of the obstacles alleged by the government to unbundling the procurement are insurmountable.

Last Tuesday's elections will also have an impact on the Protest. Democrats have already stated that they will look closely at Rumsfeld era contracting and outsourcing! And with Democrats in charge, we can expect a more specific review of DTCI. Even the Republicans indicated that they would hold a hearing on DTCI, which is why they first called on GAO to study the issue.

Additional support has been requested from members of the Protest to help save their DoD business. Remittance forms are available through TIA. If you are interested in contributing further to this important initiative, send an email to [douglas@tianet.org](mailto:douglas@tianet.org).

## Calendar

**December 4, 2006**

Marketing Transportation Brokerage Services

**December 9, 2006**

CTB Exam

**December 18, 2006**

CTB Home Study Course Begins

**January 8, 2007**

Hazardous Materials Transport

**January 22, 2007**

Temperature Control Transport

**January 29, 2007**

Partnership Selling in the Supply Chain

## Diesel Fuel Prices for Monday, 11/13/06

US Average	\$2.552
East Coast	\$2.530
New England	\$2.616
Central Atlantic	\$2.643
Lower Atlantic	\$2.473
Midwest	\$2.562
Gulf Coast	\$2.470
Rocky Mountain	\$2.623
West Coast	\$2.673
California	\$2.677

## TIA Member News

**Smart Lines, LLC**, Oklahoma City, Okla., has announced the recent appointment of Teresa Winyinger as a Carrier Development Specialist. Ms. Winyinger has many years of industry experience and will be responsible for carrier relations. Smart Lines, LLC is a non-asset based logistics company providing transportation management and brokerage services to shippers and carriers nationwide.

**Breck Logistics, Inc.** Evansville, Ind., has recently hired Karen Bray as the Chicago Area Manager. Bray graduated from the University of Dayton with a BA degree in International Studies. She was most recently manager for Pier One Imports' \$1.5 million operation in Downers Grove, Ill. Her new responsibilities at Breck Logistics, Inc. include managing clients' logistics from production to the sales shelf. Bray will be opening Breck Logistics' new office location in Chicago Ill. Breck Logistics, Inc. is excited about the opportunity to serve its current and future customers' needs for inbound/outbound freight shipments in the Chicago area. For further information contact Breck Logistics, Inc. at (800) 264-0326.

**Kamble Company Transportation Services, Inc.**, Phoenix, Ariz., recently unveiled two additional full-length articles in their nine-part mentoring series, "Transporting Fresh Produce," a national ad campaign that began on July 7, 2006. "We have a vested interest in teaching proper loading and transit skills to carriers and we take that responsibility seriously," said Byron K. Lee, Kamble Co. President and CEO. The two most recent full-length articles are now available for view and/or download online at [www.kambleco.com](http://www.kambleco.com). Article three, "On the Road to Success", addresses the responsibilities of the reefer driver after loading and while on the road to its destination. While article four, "Garbage In/Garbage Out (Part 2)" clearly defines the risks, rights and

responsibilities of the driver during the unloading process. The fifth article or part five of the series entitled, "Does Your Reefer Have a Pulse?" will debut in January, 2007 and will take a thorough look at the equipment used in transporting refrigerated freight from a unique medical diagnosis perspective. All nine articles are scheduled for completion by May 2007 and all will be available at [www.kambleco.com](http://www.kambleco.com). For further information call 602-995-6000.

**Sunset Transportation**, St. Louis, Mo., has volunteered for the third year in a row to organize the logistics for the country's largest one day food drive, Saturday, November 18, 2006. Sunset Transportation became involved in the "Scouting for Food" three years ago when the U.S. Army who used to handle the endeavor for the Boy Scouts was deployed to Iraq. "when one of my employees, Mike Govoni, an active member in the Boy Scouts community came to me three years ago because the Boy Scouts needed help transporting the food for the drive, I was more than happy to help the community and country in a time of need," says Jim Williams, CEO of Sunset Transportation. "But now, it's just a part of what we do every year as a company." For more information contact Lindsey Williams, (314) 756-8553, [lwiliams@sunsettrans.com](mailto:lwiliams@sunsettrans.com).

(More Member News on p. 4)



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# TIA Member News

(Continued from p. 3)

**Descartes Systems Group**, Atlanta, Ga., has announced that they will be hosting a webcast series to educate truck carriers and freight forwarders on the recently announced United States Customs and Border Protection's (CBP) mandatory Automated Commercial Environment (ACE) e-Manifest initiative. This initiative requires truck carriers and freight forwarders to provide CBP with electronic shipment, carrier and other information through ACE Prior to the truck entering the United States. Trucks entering the United States through all ports of entry in the states of Washington, Arizona and selected ports in North Dakota will be required to transmit the advance information through ACE effective January 25, 2007. ACE will be phased in at the remaining ports of entry as quickly as 90 days after notice is printed in the Federal Register. On October 23rd, CBP indicated that all the ports in Michigan, Texas, California, New Mexico and New York will be phased in next. Descartes will hold webcasts to educate and provide suggested preparation steps to comply with the e-Manifest initiative on November 21st and December 5th. Customers can sign up by visiting Descartes' website at [www.descartes.com](http://www.descartes.com) or calling 678-247-0427. For further information contact Heather Russell, (679) 247-0472.

**Pacer International**, Concord, Calif., has announced that two units of the company have taken home prestigious gold medals for service excellence in the Quest for Quality competitions run annually by Logistics Management magazine. For the third consecutive year, Pacer Stacktrain, Pacer's wholesale intermodal services unit, has won a gold medal in the "Rail/Intermodal Services" category. And Pacer Transport, the specialized trucking services provider, also achieved a gold medal, joining the top ranks of "Truckload" providers for the first time. According to Tom Shurstad, president of Pacer International, the Pacer Stacktrain unit achieved the highest weighted score of all double-stack providers in the intermodal category. He also said the Stacktrain unit's growth this year has been a key driver of overall Pacer growth. John Hickerson, chief executive officer of Pacer Transport, credited his employees and the unit's contracted owner-operator drivers with earning the confidence of customers. For further information contact: Steve Potash, [sjpotash@potashco.com](mailto:sjpotash@potashco.com).

**Pacer International**, Concord, Calif., has announced that Michael E. Uremovich has been appointed chairman and chief executive officer. He succeeds Don Orris, who will continue to serve as member of the board and in a senior executive capacity through March 31, 2007, to facilitate a smooth transition. Uremovich has served as Pacer International's vice chairman since October 2003, focusing primarily on corporate strategy, external affairs and a variety of commercial activities, as well as having had direct operating responsibility for the company's International, Supply Chain Services, and Warehousing and Distribution business units. Prior to joining Pacer, Uremovich was a partner in the San Francisco-based consulting firm, Manalytics International. Prior to that, he served in senior marketing positions for Southern Pacific Railroad; APL, Ltd. and Lee Way Motor Freight. For further information contact Steve Potash, [sjpotash@potashco.com](mailto:sjpotash@potashco.com).

**Smith Transfer Co., Inc.** Evansville, Ind., is proud to announce the opening of their new Driver Dispatch and Safety Training Center. The new facility provides Smith Transfer the opportunity to use the latest technology to provide driver safety training. The grand opening is being marked with a ribbon cutting ceremony on Friday, November 17, 2006 at 1:00 pm. For further information call (800) 991-1196.



Logistics Weekly is a publication of the Transportation Intermediaries Association. Please contact Peggy Douglas at [douglas@tianet.org](mailto:douglas@tianet.org) or 703.299.5709 with publication ideas or questions.

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**TIA would like to thank the following companies for their generous support of the 2006 Fall Meeting!**

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