

Transportation Rate Procurement

CSCMP – Twin Cities Roundtable

Based on Iowa State University research, this session will present findings that may influence your transportation rate procurement strategy. Data on over 700,000 transportation moves were used to populate a regression model developed to test the relationship between procurement rate age and transportation rates. After controlling for factors such as economic conditions and spatial relationships, the results show the relationship between procurement age and transportation rates. Leave with insights: how fast rates age, how much does an aging route guide cost you and as rates age, do we see more substitution in routing guides?

Date: January 19, 2012 – (7:30 AM – 9:45 AM)
Location: Ramada Plaza
1330 Industrial Blvd. N.E.
Minneapolis, MN 55422

Panelist – Bobby Martens P.h.D

Assistant Professor of Supply Chain Management in the College of Business at Iowa State University. He earned his Ph.D. from the Purdue University in 2006 and MS and BS degrees in Agricultural Economics from North Dakota State University. His primary research interests are supply chain network design, transportation and supply chain risk. His current work evaluates supply chain design in the bio-economy and transportation rate age. In the area of supply chain risk, he recently published a paper evaluating the antecedents of supply chain security and another on bulk grain traceability. He teaches and coordinates the department's introduction to supply chain management courses and the senior-level transportation course. Prior to earning his Ph.D., Martens worked as an account manager at Schneider Logistics. Bobby can be reached at IA State University at: 515-294-5007 or martens1@iastate.edu



Panelist – Kevin McCarthy

Director of Consulting Services at C.H. Robinson Worldwide, Inc. Kevin has over 25 years of experience in the logistics industry working for a service provider, a small food manufacturer (shipper), and a large retailer (Target Stores). Kevin has both an MBA from the University of Minnesota Carlson School of Business with an emphasis in Management Information Systems and an undergraduate business degree with an emphasis in Marketing. Kevin speaks on a regular basis at industry events and has written numerous white papers including Deriving Strategic Advantage from Truckload Procurement for CSCMP Explores. Kevin is also a frequent contributor to C.H. Robinson's Managed TMS[®] Blog and Transportfolio[®].



Moderator – Steve Raetz

Director of Supply Chain integration at C.H. Robinson Worldwide, Inc. Steve has 22 years of supply chain expertise and currently provides research and recommendation leadership toward the evolution of C.H. Robinson's supply chain value proposition supporting client sales and relationship strategies. Previously he has lead a team of professionals from multiple disciplines who provide logistics operations strategy consulting, business process transformation and integration, solution design and relationship strategy to Robinson's internal branch offices and directly to clients. Previous experience included General Manager of Minneapolis National Accounts, where he managed a team of 60 account managers focused on some of Robinson's largest complex accounts. Steve also served as the S.E. Regional Transportation Manager for the Quaker Oats Co. Steve has a BS degree in Mathematics and Teaching from Minnesota State University, Mankato.

