

ADVANCING **INTERMODAL**

2023 VIRTUAL EDUCATION PROGRAM



IANA

INTERMODAL ASSOCIATION
OF NORTH AMERICA™



3PLs: Connecting the Dots

IANA's Intermodal University Series

Tuesday, January 31, 2023, 2:00 PM



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Housekeeping



- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions by clicking the Q&A icon at the bottom of your screen
- A recording of this webinar, including the slides, will be available in the near future

Today's Presenters



Shelli Austin
President,
InTek Freight & Logistics, Inc.
Chair, IANA Board of Directors



Tim Humbert
Vice President, North American Intermodal
C.H. Robinson
Member, IANA Board of Directors

Intermodal Third-Party Logistics--Connecting the Dots



TIM HUMBERT – HISTORY / BACKGROUND

1999

Graduated from



ILLINOIS STATE
UNIVERSITY

2016

MBA



PURDUE
UNIVERSITY

Krannert School of Management

2000 - Present



C.H. ROBINSON



Roles Held

- Current: Vice President, North America Intermodal
- Previous: Director of Capacity and Procurement, General Manager North America Intermodal, General Manager Truckload Drop Trailer, Manager of Pricing and Analytics

SHELLI AUSTIN – HISTORY / BACKGROUND

1999

Graduated from



2003



PennState

Logistics and Supply Chain Degree

1996 - 2002



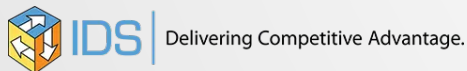
Director of Transportation

2002 – 2003



Director of Logistics

2003 - 2013

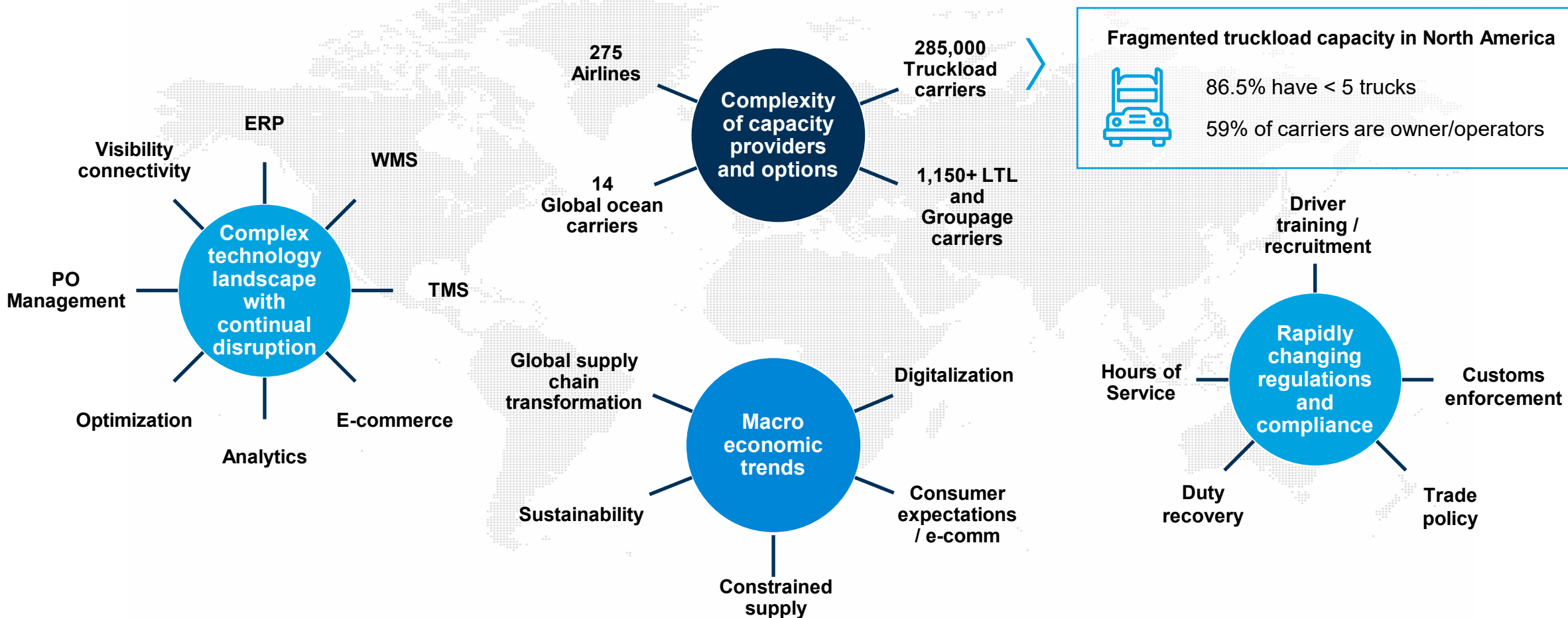


2013 - Current



→ The logistics universe is complex and constantly changing

There are many capacity providers, and the landscape is rapidly changing as a result of tech disruption, increased globalization, and macroeconomic impacts



WHAT ARE 3PLS?

3PL (third-party logistics)

Outsourced logistics services for storing and shipping items:

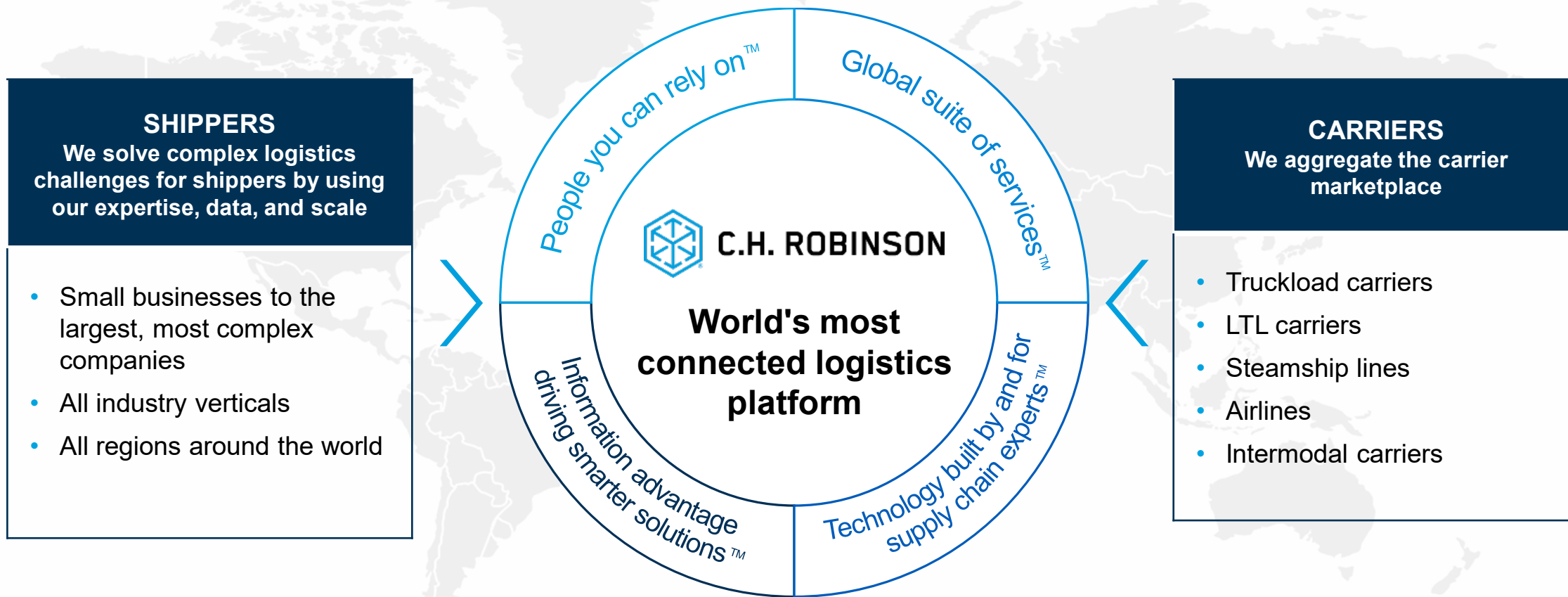
- Procurement
- Transportation
- Warehousing/Transloading/Fulfillment/Crossdock

Single Provider or a Bundling of Multiple Providers

Domestic US * Cross Border * International



→ We simplify a complex logistics ecosystem to bring you tailored solutions



STAKEHOLDERS

Manufacturers

Steamship Lines/Ports

Customs Brokers/Forwarders

Truckers/Rail/Drayage

Warehouses/DCs

Customers/ BCO / Shipper

YOU

CHALLENGES AND OPPORTUNITIES

Obstacles

- Global Challenges
- Weather
- Regulations
- Continual added competition
- Technology and Automation



Opportunities

- Technology and Automation
- New service offerings
- Continued growth opportunities
- Network development
- Be the Hero!

WHAT KIND OF JOBS?

- Management
- Operations
- Customer Service
- Accounting
- Warehousing
- Trucking
- Data Analytics
- Technology
- Sales / Business Development
- Marketing
- Engineering
- Legal



Q&A



Enter your questions using
the Q&A button

More information about IANA

- Business Meeting registration opens soon
- Visit the Upcoming Education page for more on 2023's *Advancing Intermodal* Virtual Education Program

E-mail us @ info@intermodal.org

Visit us @ intermodal.org



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THE CONNECTING FORCE BEHIND INTERMODAL FREIGHT

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