



# NEWSLETTER

## TRANSPORTATION CLUB OF TACOMA PROMOTING PERSONAL AND PROFESSIONAL GROWTH WITHIN THE TRANSPORTATION AND LOCAL COMMUNITY SINCE 1926



Volume No. 10-11

November 2011

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### *Steve Schellenberg, IMS Worldwide to speak at November Luncheon*

Mr. Steve Schellenberg, Vice President of Business Development, IMS (International Management Services) Worldwide, Inc. has been involved in logistics, manufacturing, distribution and transportation for over twenty years. His experience includes managing all aspects of automotive supply chains, global distribution and Third-Party Logistics. He has extensive experience in the North American Free Trade Agreement trading regions and has managed air cargo, freight forwarding and air charter operations.

For the past ten years, Mr. Schellenberg has conducted assessments of global supply chains and has performed evaluations related to supply chain security enhancements, supply chain custody and emerging Radio Frequency Identification systems to identify container location, status and condition.

Mr. Schellenberg has held the following positions of responsibility in the past:

- ◆ Chair of the Free Trade Alliance Logistics Task Force in San Antonio, Texas, leading the city's effort in the creation of an air cargo marketing and business development strategy for Kelly Air Force Base following the U.S. Base Closure Act
- ◆ President of the San Antonio Transportation Association
- ◆ Program Chair for the Annual Conference for the International Cargo Security Council
- ◆ Member of the Commercial Operations Advisory Committee Advisory sub-group for Advance Manifest requirements, U.S. Customs and Border Protection
- ◆ Logistics consultant during Phase II and Phase III of the Transportation Security Administration's Operation Safe Commerce: a maritime security initiative managed by the Seattle/Tacoma Load Center
- ◆ Track Leader/Chair, Council of Supply Chain Management Professionals, Annual Conference, 2009 Discussion Forums

Mr. Schellenberg has conducted significant port and infrastructure assessments related to logistics and industrial development opportunities and value; he also recently completed a comprehensive review of the Chinese Automobile Industry and has significant insights into their readiness to export vehicles to the U.S. market. Mr. Schellenberg has also authored numerous reports on how logistics and supply chain reconfigurations create industrial development value and opportunity.



*Steve Schellenberg*

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**Puyallup, WA 98372**

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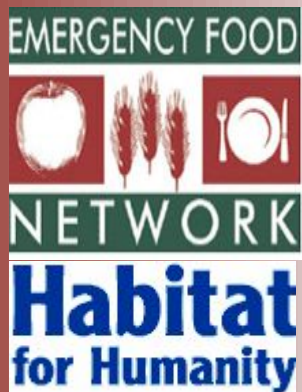
**Website:**  
**www.transportationcluboftacoma.org**

**President**  
 Lori Kincannon

**1st Vice President**  
 Larry Madison

**2nd Vice President**  
 Mark Miller

**Executive Director**  
 Gary Gieser





Schedule of Events

11/14 Monthly TCT Luncheon at CI Shenanigans

11/17 Board Meeting

12/12 TCT EFN Holiday Luncheon at Tacoma Yacht Club

12/15 Board Meeting

1/9 Monthly TCT Luncheon at CI Shenanigans

1/12 Board Meeting

**New members joining us in October!**

- Josh Banks Tacoma Rail
- Karl Halliday Tacoma Rail
- Dan Hill Mitco Logistics
- Marc Robertson Tacoma Rail
- Don Rogers Mr. Sales Associates
- Mark San Souci Department of Defense

*November 2011*

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14 TCT Luncheon	15	16	17 Board Meeting	18	19
20	21	22	23	24	25	26
27	28	29	30			

*December 2011*

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12 TCT Luncheon	13	14	15 Board Meeting	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31



**WINNER**  
**2007-2011**  
 Voted Best Newsletter by  
 Transportation Clubs International



Check the monthly bugle on the last page for upcoming events

## October 2011 Luncheon



LTC John A. Redinger II addressed the October luncheon attendees.



If you are not interested in being a board member but would like to volunteer for any upcoming events, contact a current board member or email [tctacoma@comcast.net](mailto:tctacoma@comcast.net)

### 2012 Board Of Directors

Are you wanting to get more involved in the Transportation Club of Tacoma?

We are looking for individuals that are:

- Willing to commit to up to 3 years on the board
- Willing to assume responsibility for at least one major activity of the board (for example Spring Open, Scholarship Committee)
- Commit to attending at least 80% of the monthly meetings (held every month on the Thursday after the monthly meeting)
- Be of good standing as a member of the club

If interested submit one page which should include your bio and why you should be on the board of directors. Send to [tctacoma@comcast.net](mailto:tctacoma@comcast.net) no later than



## HOLIDAY LUNCHEON 2011 WILL BE AT THE TACOMA YACHT CLUB DECEMBER 12, 2011

All proceeds from the silent and live auction as well as the food drive go to the Emergency Food Network (EFN). More information to follow. If you are interested in volunteering or donating raffle items please let us know.

### *Transportation Club Membership reaches the 400!!*

In recognition of our two members that tied as being our 400th members to join the club in 2011, David Graybill and Dan Hill received a free lunch and are highlighted in this month's newsletter. Congratulations David and Dan!!

#### David W Graybill

David served as the President and CEO of the Tacoma-Pierce County Chamber from 1983 - 2010. Previously, he served chambers and industrial development corporations in Nebraska, Colorado and Iowa. Following his retirement from the Chamber, he has volunteered extensively for civic and business organizations and offers expertise in community and economic development, public policy and non-profit organization management through Graybill Consulting. David's education and training include a B.A. in Journalism from the University of Iowa and a M.A. in Management and Leadership from City University; completion of the Academy of Organizational Management, University of Notre Dame, the Basic Industrial Development course, University of Arizona; and the Industrial Development Institute, University of Oklahoma. He also completed the Executive Leadership and Entrepreneurial Leadership courses for the Center for Creative Leadership at Greensboro, North Carolina. He has received many awards such as "Distinguished Citizen Award" from the Air Mobility Command of the U.S. Air Force, Business Leadership Award from the University of Washington Tacoma, and was the first recipient of the University of Puget Sound Business Leadership "Phil Barr Quality Mentor Award". He is currently involved with the Tacoma Rotary No. 8, United Way of Tacoma-Pierce County, World Trade Center Tacoma and chairs the Pierce Community Board of Regence BlueShield.

#### DAN HILL

Dan Hill, Mitco Limited's Director of Domestic Transportation, oversees transportation and sales activities at their Sumner, WA. facility. As a privately-held warehouse, distribution and transload provider- Mitco has been serving Customers in the Pacific Northwest and Southern California since 1988. Born in Renton and raised in SeaTac, Dan began his transportation career in 1978. Starting as a driver and later dispatcher, he worked his way up through both operations and sales. Dan has held management positions in sales, operations and administration with companies like Farwest Freight (20 years); Independent Dispatch Inc.; and Puget Sound International. He served several years as manager of FSA a non-profit shipper's cooperative, was a long-time board member and past President of the Greater Seattle Traffic Manager's Association and served on the board of directors for the Washington Trucking Associations' Intermodal Conference.

Mitco will soon move to a new and larger location in Auburn, WA. that is strategically located between both local ports. Mitco provides transportation, purchase order and data management from Asia to all major inland U.S. points, offering integrated logistics and lower cost solutions with a high degree of visibility.



**NEED A JOB OR  
LOOKING TO FILL  
A JOB? CHECK  
OUT OUR WEB-  
SITE TO REVIEW  
RESUMES AND  
JOB OPENINGS**

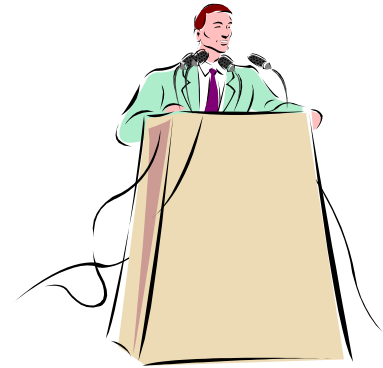
http://  
www.transportationcluboftaco  
ma.org/news-hot-topics/  
networking/

We're on the web!  
www.transportationcluboftacoma.org

## UPCOMING SPEAKERS

Each year we continue to set the bar high for great speakers. 2011 has been no different. Our goal is to bring you influential decision-making speakers representing shippers and transportation companies throughout North America.

**Don't miss out on this terrific opportunity to network with other members of the Club and hear each of our guest speakers bring their own perspective on the world of transportation.**



- \* November 14, Steve Schellenberg, Integrated Management Systems
- \* December 12, Holiday EFN Luncheon-new location this year-Tacoma Yacht Club
- \* January 9, Marilyn Strickland, Mayor of Tacoma
- \* February 13, John Wolfe, Port of Tacoma

## - REASON FOR MEMBERSHIP -

The Club's Board of Directors promise to continually look for ways to improve your experience with the Club and the greater Transportation community. We have increased our membership in 2011 to over 400 members! Don't hesitate to join the best transportation club in the country. **Sign up now!**



# 2011 - 2012 MEMBERSHIP FORM

15008 88th Street E  
Puyallup, WA 98372  
  
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Fax: 253-799-8518  
E-mail: tctacoma@comcast.net

**SPECIAL END-OF-YEAR \$75 RATE FOR MEMBERSHIP FOR THE REST OF 2011 AND ALL OF 2012 - ONLY \$75**

Name _____	Title _____
Company _____	
Business/Mailing Address _____	
City/State _____	Zip _____
Business Phone _____	Fax _____
Cell Phone _____	
E-Mail Address _____	
Recommended By: _____	Date _____

**Method of Payment**

- Check  
 Visa  
 MasterCard

Name on Card: \_\_\_\_\_  
 Credit Card # \_\_\_\_\_  
 Exp. date \_\_\_\_\_  
 Signature \_\_\_\_\_

**Board of Directors**

**Executive Committee**

**President** - Lori Kincannon,  
McKinney Trailer Rentals  
**1st Vice President** - Larry Madison,  
Mode Transportation  
**2nd Vice President** - Mark Miller,  
Ports America  
**Treasurer** - Vincent Santiago - VETrans LLC  
**Immediate Past President** – Patricia  
Hutchinson—Yusen Logistics Americas  
**Executive Director**- Gary Gieser,  
MacMillan-Piper, Inc.

**Board of Directors**

**Ron Asahara** - Tacoma Community Col-  
lege, Retired  
**Dan Fay** - Horizon Lines  
**Bonnie Geise** - Seafreeze /City Ice  
**Dave Hester** - Landstar / Retired  
**Jeff Jagosh** - CB Richard Ellis  
**Kathy Long** - MacMillan-Piper, Inc.  
**Mark MacLeod** - Best Ways  
Transportation  
**Bee Meas** - Totem Ocean Trailer  
Express  
**Anne Munoz** - Washington State  
Department of Licensing  
**Art Scheunemann** - Northwest Container  
Services  
**Frank Thall** - Carlile Transportation  
Systems  
**Jack Woods** - Port of Tacoma



Do you know someone  
who would enjoy  
being part of our Club?  
Invite them to join us! Just  
have them e-mail  
Executive Director  
Gary Gieser  
at  
TCTacoma@comcast.net

**OUR  
PARTNERS IN  
THE LOCAL  
COMMUNITY**



**Habitat  
for Humanity**



**NOVEMBER MEETING**

**Meeting Date:** November 14, 2011  
**Time:** 11:30 - Check-in /Networking  
1200 - Lunch and Program  
**Location:** CI Shenanigans  
**Cost:** \$20.00 with RSVP by 11/11/2011 ; \$25 without RSVP and/or after that date.  
 Raffle: 6 tickets for \$5.00  
**THIS LUNCHEON IS PREPAID ONLY**

**NOTE:** The Transportation Club must pay for all luncheon reservations. If you do not cancel and attendance falls below the conservative number we've RSVP'D to the restaurant, **your card will be billed. Thank you for supporting the Club!**

**TCT  
15008 88th Street E.  
Puyallup, WA 98372**

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**Tel = 253-445-3933  
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Method of Payment

- Check
- Visa
- MasterCard

Name on Card: \_\_\_\_\_

Credit Card # \_\_\_\_\_

Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

MEMBER NAME & COMPANY \_\_\_\_\_

GUEST #1 NAME & COMPANY \_\_\_\_\_

GUEST #2 NAME & COMPANY \_\_\_\_\_

GUEST #3 NAME & COMPANY \_\_\_\_\_

SCHOLARSHIP: \$ \_\_\_\_\_

TOTAL PAYMENT CHARGED: \$ \_\_\_\_\_



## Transportation Clubs International

Transportation Clubs International ("TCI") is a professional association consisting of transportation clubs, associations, companies and individuals in the United States, Canada, and Mexico.

TCI member clubs are populated by recognized experts in transportation, logistics and supply chain management involving freight and people.

TCI and its predecessor, Associated Traffic Clubs, dates to the early 1900's.

Rich in tradition but committed to changing with the times, TCI has earned a reputation as the preeminent transportation industry organization.

### Follow TCI on Facebook, Twitter

Learn more about and follow TCI at these sites:

Facebook: [facebook.com/TransportationClubsInternational](https://www.facebook.com/TransportationClubsInternational)

Twitter: [twitter.com/TransClubsIntl](https://twitter.com/TransClubsIntl)

LinkedIn



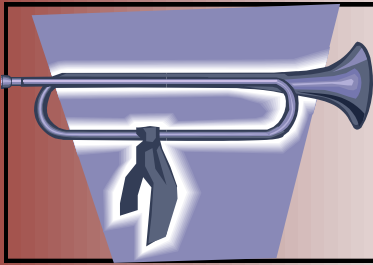
### 2011 PERSON OF THE YEAR

The 2011 Person of the Year will be recognized at our December Luncheon. If you are interested in nominating someone for this prestigious award, please send your nomination in no later than November 14.

#### CRITERIA

- Very active in the support of The Transportation Club of Tacoma
- Local and/or national recognition in the field of Transportation
- Shows activity in community service projects
- Overall contribution to the transportation and logistics of the region
- Of good character and moral outstanding values

Please send no more than one page on why your nominee should receive the award - Remember that this award cannot be received twice.



## News and Updates

### Capacity Planning

The business strategy for companies distributing products within the supply chain usually includes capacity planning within the DC or warehouse, though the methodology may differ. In order to optimize the goods flow and to ensure the shortest driving distances within the building, it is critical to calculate the capacity planning to design the most effective layout.

Typically there are numerous configurations of the products and pallet types, and it is necessary to compare the storing locations as noted in the forecasts to prevent situations where the business unit faces storage issues and risks that would reduce operational efficiency. The logistical set-up creates the flow steering strategy for balanced flows on both sides of the warehouse minimizing the transport distance and horizontal movements for put-away and replenishment complementing the strategy with multi-cycle assignments. There are several calculation models used for the capacity assessment which is measured in physical pallet locations. An example is shown below:

Capacity

Building pallet type	A			B		
	x	y	z	x	y	z
No. of pallet places	5,000	3,500	6,000	8,000	5,500	3,800
m <sup>3</sup> /pallet	0.75	1.15	0.50	0.75	1.45	0.40
Capacity in m <sup>3</sup>	3,750	4,025	3,000	6,000	7,975	1,520

Total

26,270 m<sup>3</sup>

### Upcoming Events

Monday, November 14 11:30am - 1:00pm  
 Transportation Club of Tacoma Luncheon  
 Steve Schellenberg, Integrated Management Systems  
 CI Shenanigans, Tacoma  
 Cost: \$20 prepaid, or \$25 at the door

Monday, November 21 7:30am - 1:30pm  
 Washington Trade Conference  
 Westin Hotel, Seattle  
 Cost: \$125 (\$95 for WCIT and Seattle Chamber  
 Members before November 18 registration  
 Deadline; fee includes breakfast and lunch

Monday, December 12 11:30am - 1:30pm  
 Tacoma Yacht Club Holiday / EFN Luncheon  
 Transportation Club of Tacoma Luncheon  
 Cost: \$30