

Peter Quinton
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Career Profile

Multi-Modal Surface Transportation Sales & Operations Management: Refrigerated and Dry Van Motor Carrier, Class One Railroad Carrier, Ocean Steamship Container, Railroad Intermodal Marketing, (IMC), industry experience. Direct customer facing contact: temperature controlled, forest products, pulp & paper, agricultural, manufactured, and bulk commodities in the eleven Western States and Western Canada. Pricing & contract negotiation with carriers/shippers. Respond to Request for Proposals (RFP). Excellent oral & written communication. Accurate forecasting and budgeting of future business volume, revenue and margin. Determine & communicate key market trends and issues and develop strategies to address. Detailed account plans & market analysis for senior management. Group presentations. Willing to travel extensively. US Citizen.

Objective

Commercial or operational logistics opportunity.

Experience

Gulick Freight Service Logistics:

Sales & Marketing Manager, Vancouver, WA:

Nov 2010 – Jan 2012

Develop an **intermodal** and **class one rail carload** marketing strategy for a regional refrigerated non-asset based motor carrier logistics subsidiary. Also included high, wide & heavy mobile machinery rail carrier options for heavy haul flatbed customers. Plans to develop a rail served refrigerated transload site were shelved during December 2011. **Identified** and **responded** to numerous dry and temperature controlled over the highway (truckload) **national & regional bids & RFP's**. Developed familiarity with TransCore's CRM customer data base system and Rate-Index (over-the-highway pricing software).

Smartway Express, Inc.

VP Sales, Portland, OR

May 2010 – Nov 2010

Direct customer facing contact with national refrigerated food accounts for a mid range, asset based, Central California motor carrier. Renegotiation of contracts and pricing proposals. Focus on retention of customer base and new business development.

Railex, LLc.

Transportation Manager, Burbank, WA:

Aug 2008 – May 2010

Expand Motor Carrier base in the Yakima Valley, San Joaquin Valley, Idaho and Columbia Basin (WA, OR, ID, CA, BC) markets. Negotiate motor carrier pricing and accessorial tariffs with: refrigerated, dry van and LTL motor carriers for a **refrigerated unit train, boxcar railroad transload operation**. Developed back haul opportunities and partnerships to reduce cost. Develop Crystal TMS reporting to **identify elements of carrier cost** and reduced multi-million dollar motor carrier transportation spend for **annual budgeting**. Reduce cost via improved partial cube/weight, modal shift, and back haul opportunities. Manage internal dispatch / brokerage group with weekly volume of 240 truckloads. Assist staff with motor carrier and railroad carrier documentation: invoicing, BOL, POD, carrier packet approval and credit approval. Developed a LTL – LCL (less than rail carload) system for case wine shippers drastically reducing cost. Integrated US West coast refrigerated ocean container cargo and refrigerated railroad carload unit train service.

Staveley Services North America

Regional Sales Manager, Portland, OR:

Oct 2006 – Aug 2007

Develop new business and retain active: mining, power generation accounts. Offer full range of analytical industrial testing (oil, fuel, Hydraulic, coolant) for mobile and stationary machinery. Brought on board Pacific Corp-Bridger Coal, Puget Sound Energy, Ash Grove Cement. Developed an extensive data base of US Western mining & energy related firms and contacts. Direct sales contact of: coal, soda ash (Trona), and boron producers. Renewed and improved relationships with key oil company contacts: Chevron, ConocoPhillips.

Columbia Basin Railroad**Director, Business Development, Vancouver, WA****Oct 2005 – Oct 2006**

Business development for short line railroad shipper accounts in the Pacific Northwest Region. Develop dry bulk flowable and liquid bulk commodities from railcar to motor carrier transloads. Develop new business and coordinate plant site selection (industrial development) and rail site design with rail contractors and local PUC. Present industrial site design using GIS overlay mapping. Research potential for big box retail cold storage facility. Identify and solicit back haul markets. Monthly presentations to local county government rail advisory board, general public and governmental agencies and business groups. Significantly improve inbound carload volume. Presented internal plan offering switch services of BNSF Vancouver, WA Yards.

**Assistant Vice President, Sales & Marketing – Pacific Northwest
Hub Group Inc.****Jan 1994 – Feb 2005**

Duties include: logistical business development and maintenance of regional & Fortune 500 intermodal rail shipper accounts: Bright Wood Corp, Jeld-Wen Forest Products, Kraft-Nabisco, Purina Mills, NW Aluminum, ESCO Corp, Gunderson Inc, Andersen Windows. Assist shippers with modal options: intermodal railroad container, highway trailer van, LTL, carload. Pricing & margin authority. Promote website & webportal. Promote online tender, trace, reporting, and collections. Train & assist new Sales Reps. Forecast yearly revenue, volume and margin targets. Pricing and margin authority.

**PNW Sales Manager
Kerr Steamship Co.****Portland, OR****Jan 1990 - June 1993****(Agents for: K-Line, CGM French Line, Saf Bank, UASC, CCNI)**

Direct sales contact with: ocean container shippers, container & bulk marine terminals, freight forwarders, motor drayage carriers, off dock container yards, U.S. West Coast ports and stevedores, Preparation of Columbia River Marketing Plan (lower river ports of: Portland, Kalama, Longview, Olympia, Vancouver, WA.). Supervision of container pricing & documentation staff. Pricing & BOL documentation, resolution. Conversant with INCO Trade Terms. Coordinate bulk vessel operations and ship calls at Pacific Northwest Ports. Deal with crew, US Customs, Immigrations, Stevedores and union representatives.

**Account Executive
CSX Transportation****Lake Oswego, OR****Nov 1987 – June 1989**

Managed & increased **\$42 million Fortune 500 Class One Railroad shipper portfolio** in the Pacific Northwest and Western Canada. Contract negotiation and in-depth market plan preparation for senior management. Accounts included: Canadian Forest Products (CANFOR), Boise Cascade, Potash Corp., JR Simplot, Ore-Ida Potatoes Lamb Weston, Longview Fibre, and Canadian Occidental Petroleum.

Southern Pacific Transportation Company**Jun 1981 - Apr 1987**

- **Fleet Manager:** San Francisco, CA: Manage the deployment of railcars for an entire division. Deployment of empty cars and logistical support for U.S. Military DODX fleet.
- **Locomotive Training:** Cerritos, CA: Simulator and practical training Altamont Pass, CA., for strike duty.
- **Equipment Planning Manager,** San Francisco, CA: preparation of yearly Car Use Plan, backhaul optimization programs to select most desirable empty foreign or system rail cars. Financial analysis of specific car types & corridors based on revenue cost ratio analysis (RCR, LRVC). Work with Product Management groups (pricing officers) to develop corridor specific pricing proposals. Identify and price back haul opportunities based on percent of empty return economics. Capital projects involved the lease/sales of rolling stock and used locomotives.
- **Sales Representative,** Orange County, CA. Carload sales: retain and grow Anaheim to San Diego territory.
- **General Claims Agent,** Los Angeles, CA, Investigation and settlement of railroad accidents involving: derailments, crossings, employee on the job injury, third party accidents and crime related incidents.
- **Track laborer:** Coos Bay, OR: Track Laborer, (gandydancer) and welder, as an undergraduate.

Education & Certification:**Portland State University, Portland Oregon, B.S. Economics**

Karrass Negotiation Seminar, Baltimore, MD

North American Wholesale Lumber Assoc seminar certificate

PSS Sales Leadership-Coaching Seminar – 40 hours

CDL: Valid Commercial Drivers License – Class A CDL, Oregon.

Affiliations

PNWARS – Pacific Northwest Association of Rail Shippers, conference attendee
IANA, – Intermodal Association of North America past corp. membership
NINA: Northwest Industrial Neighborhood Association, Portland, OR., member
National Industrial Transportation League: past corp. membership
Northwest Food Processors Assn. (NWFPA), Portland, OR., conference attendee.
Transportation Club of Tacoma, Tacoma, WA, member
Longview Transportation Club, Longview, WA (past President, 1998)
National Industrial Transportation League: past corp. membership

Info Systems

IBM 400: TMS, Data warehouse
TMS: Transportation Management System, Crystal Reports
Business Development Data Bases: Electronic Blue Book, Manta.com,
Microsoft: Excel, Word. Utilize PowerPoint for presentations.

References upon request.