

Transportation University

NDTA TRANSCOM Fall Meeting

St. Louis Union Station Hotel
31 Oct – 3 Nov, 2016

American Trucking Associations

www.Trucking.org

How Trucking Works

The trucking industry is far more complex than meets the eye. Less-than-truckload (LTL), Truckload (TL) operations, Transportation Protective Services (TPS), specialized, and their hybrids are all explained in this session. While all modes are vital to shippers, trucking connects all modes to each other, and wins the vast majority of shippers' freight dollars for reasons explained in this session. We also give you the inside knowledge you as shippers need to reduce rates, including expedited rates. The best motor carrier analysts in the industry are available here to answer all your questions.

Instructor(s)	
Bill Wanamaker Executive Director Government Freight Conference (GFC) of the American Trucking Associations	
Warren Hoemann Senior Vice President, Industry Affairs American Trucking Associations	*Trucking, The BIG Picture *Overview / Economics *Connecting freight modes
Joe Filipiak Worldwide Account Manager FedEx Freight ATA GFC Chairman	*LTL Operations *Automated Trans. Request *Transit times, capabilities, and how the right procurement methodologies save YOU the shipper money. *Best mode
Charles Phillips President – Government Division Bennett Motor Express ATA GFC 1 st Vice Chairman	*Truckload (TL) Operations *Specialized carriage *Transportation Protective Services (TPS)

Bill Wanamaker is the Executive Director of ATA's Government Freight Conference. Bill's job is to assist ATA members by enhancing the business climate and productivity between the trucking industry and federal government agencies that pay approximately \$10B each year to the trucking industry for freight services. The scope of this endeavor includes approximately 140 independent federal agencies. It generates significant public policy issues relating to the movement governments' freight from general commodities to cash and security sensitive commodities such as arms, munitions and explosives, and non-hazardous high-security shipments. Bill assists ATA members with business development in the government shipper sector, aids in problem resolution between members and agencies, advocates for more productive contract terms and business rules, and produces daily distribution of relevant information through 12 email groups to ATA members. He is the industry-advocacy voice to agencies, articulating matters that may be too sensitive for a carrier customer to initiate with their government customers.

Warren Hoemann ("Hay-man") is a senior vice president with the American Trucking Associations (ATA), the national voice of the trucking industry. Mr. Hoemann is a 42-year veteran of trucking, whose time has included executive positions in government relations and law, including the California Trucking Association, for a major trucking company and at a research institute. Before coming to ATA, Mr. Hoemann was the Deputy Administrator of the Federal Motor Carrier Safety Administration (FMCSA), U.S. Department of Transportation, from 2003-2006. At ATA he is senior management over the five ATA Councils and the five ATA Conferences – of interest today, the ATA Government Freight Conference. Mr. Hoemann is a Phi Beta Kappa graduate of St. Olaf College in Minnesota and holds a Juris Doctorate from the University of Colorado School of Law.

Joe Filipiak is the Worldwide Account Manager for FedEx Services. In that capacity, Joe is the primary contact for all less-than-truckload (LTL) services to federal and state government agencies. Before his 21 years at FedEx Services, Joe worked for Roadway Global Air for three years where he developed and implemented Roadway's Government program. Joe got his start in commercial truck freight at the Preston Trucking Company. After being hired as an Account Manager, Preston executives increased Joe's responsibilities over his nine-year career there until he was managing all their Government freight programs. On October 3rd, 2016, Joe's trucking industry peers elected him to represent them as Chairman of the Government Freight Conference (GFC) of the American Trucking Associations (ATA), the voice of America's trucking industry. In this role, Joe is the chief spokesman for the motor-carrier sector serving all government agencies, and leads their advocacy objectives for federal agencies and the U.S. Congress. The GFC's primary objectives are oriented to bringing greater levels of efficiency, safety and productivity to be shared by carriers and agency shippers alike. Joe, graduated from Slippery Rock University in 1980 with a BA degree in Business & Marketing. He has been married for 34 years to his wife Cheryl and has one daughter Ashley. Joe & Cheryl are currently enjoying their first grandchild Finley Rose Hawk.



Charles Phillips is President of McDonough, Georgia based Bennett International Logistics LLC, Bennett International Transport LLC and Bennett Government Services Division. Bennett is a woman owned, Women's Enterprise Business Council (WBENC) certified, diversified logistics, distribution and transportation company. The Bennett companies and affiliated Government Division form an international "logistics group". The logistics group provides an array of quality based services that include Logistics Planning and Support, Project Logistics and Supply Chain Solutions to government agencies and private sector companies worldwide. Mr. Phillips is actively involved in a number of key industry associations in both the government enterprise and private sector. He graduated with a B.A. in finance from Delta State University and a M.A. in Strategic Studies from the Army War College.

Your session track-

Participant Desired Experience intermediate

Session POC – Bill Wanamaker, bwanamaker@trucking.org