

Careers in Transportation and Logistics Management

*Discover the dynamic job market
for logisticians*

Today's Objectives

- Current state of the industry
- Career opportunities
- Employer's perspectives and expectations

Speaker Profile



Dr. Oliver Hedgepeth

Program Director
Transportation and Logistics Management
American Public University

- Conducted RFID research since 2005
- Published *RFID Metrics* in 2007
- Professor of Logistics for University of Alaska for nine years
- Employed as Civilian Operations Research Analyst at the Department of Defense for 28 years

Speaker Profile



Phil Ratcliff

Vice President of Strategic Resources
Panther Expedited Services

- Corporate project manager and quality system manager
- Oversees HR, including recruiting and employee development
- Began his career at Panther 15 years ago as one of the company's first frontline truck dispatchers

Speaker Profile



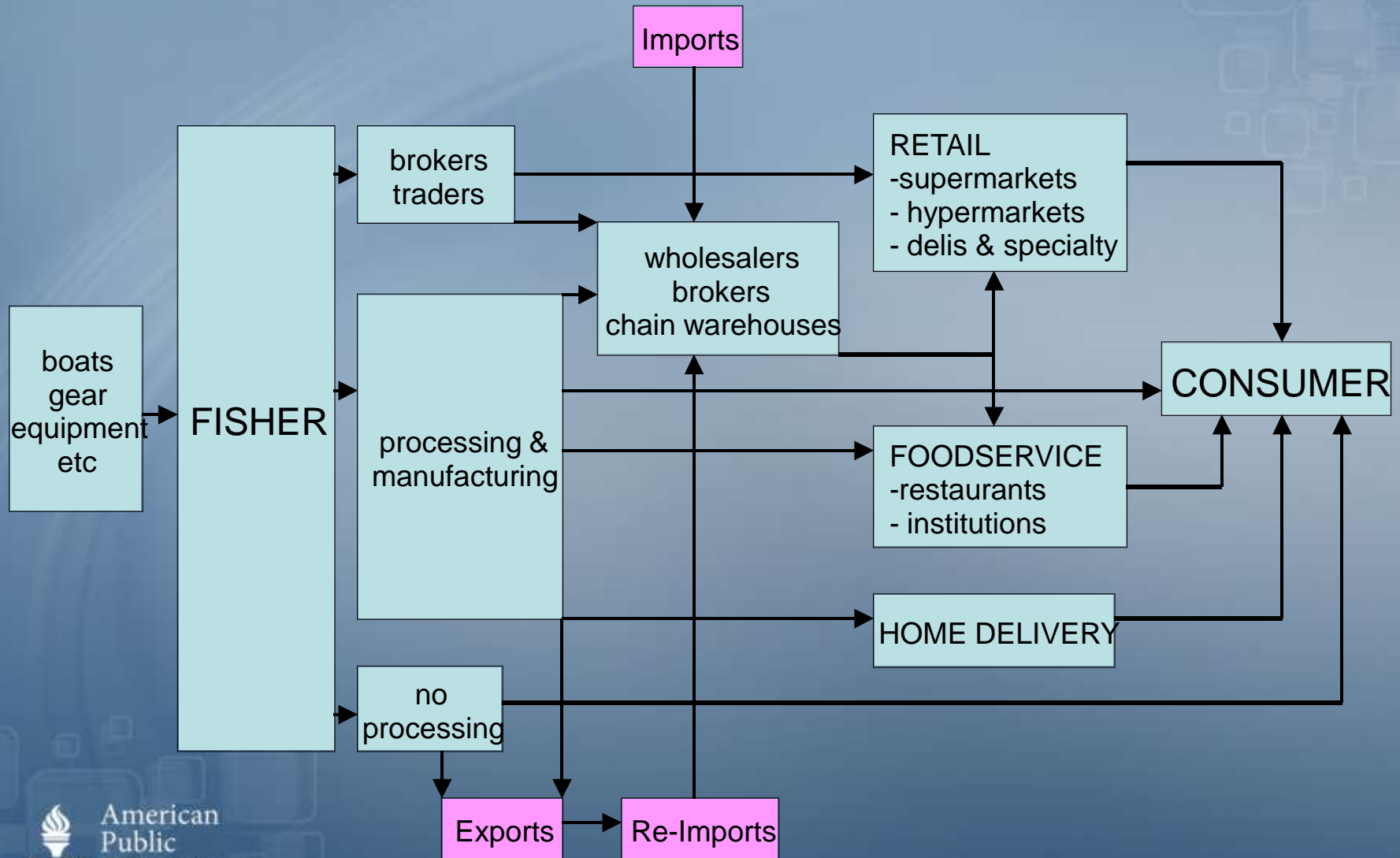
Irvin Varkonyi

Adjunct Professor of Transportation and Logistics
Management

American Public University

- Career professional in global air cargo and express distribution services including KLM Royal Dutch Airlines, Martinair Holland, and Emery Worldwide
- Published articles in Defense Transportation Journal, Institute of Supply Management and Cargo Security
- CSCP (Certified Supply Chain Professional) and P.Log (Professional Logistician)

Wild Seafood Supply Chain



New-Age Refrigerated Containers



TEDSBOX

Container Ship



TOTEM Ocean Express Container Ship
Port of Anchorage, Alaska

What is RFID?



Alien Passive RFID Tag

What is RFID?

The importance of RFID tags today



- RFID tag data read without line of sight
- RFID tags can eliminate human error in manual tracking systems
- RFID technology started a big push with Walmart and DOD

Panther Overview



Panther Headquarters
Seville, Ohio

Founded in 1992, Panther is the largest, independent provider of premium logistics services. With on-demand, single source solutions, Panther offers dedicated door-to-door service to and from any location in the world.

Through a combination of state-of-the-art technology, unsurpassed customer service, and a drive for continuous improvement, Panther has developed a reputation for providing industry-leading, on-time performance.

Domestic and International Services

Ground Expedite

From cargo vans to 53' temp-controlled tractor trailers, satellite-tracked exclusive use trucks with 90 minute response time for direct services anywhere in North America.



Ocean Freight

From almost any origin, destination or carrier, we can provide streamlined freight forwarding to book your cargo, arrange for pickup and delivery, and manage documentation.



Air Freight

Comprehensive, door-to-door solutions with a global network of over 4,000 air carriers and ground service providers, for unparalleled access and buying power.



Logistics

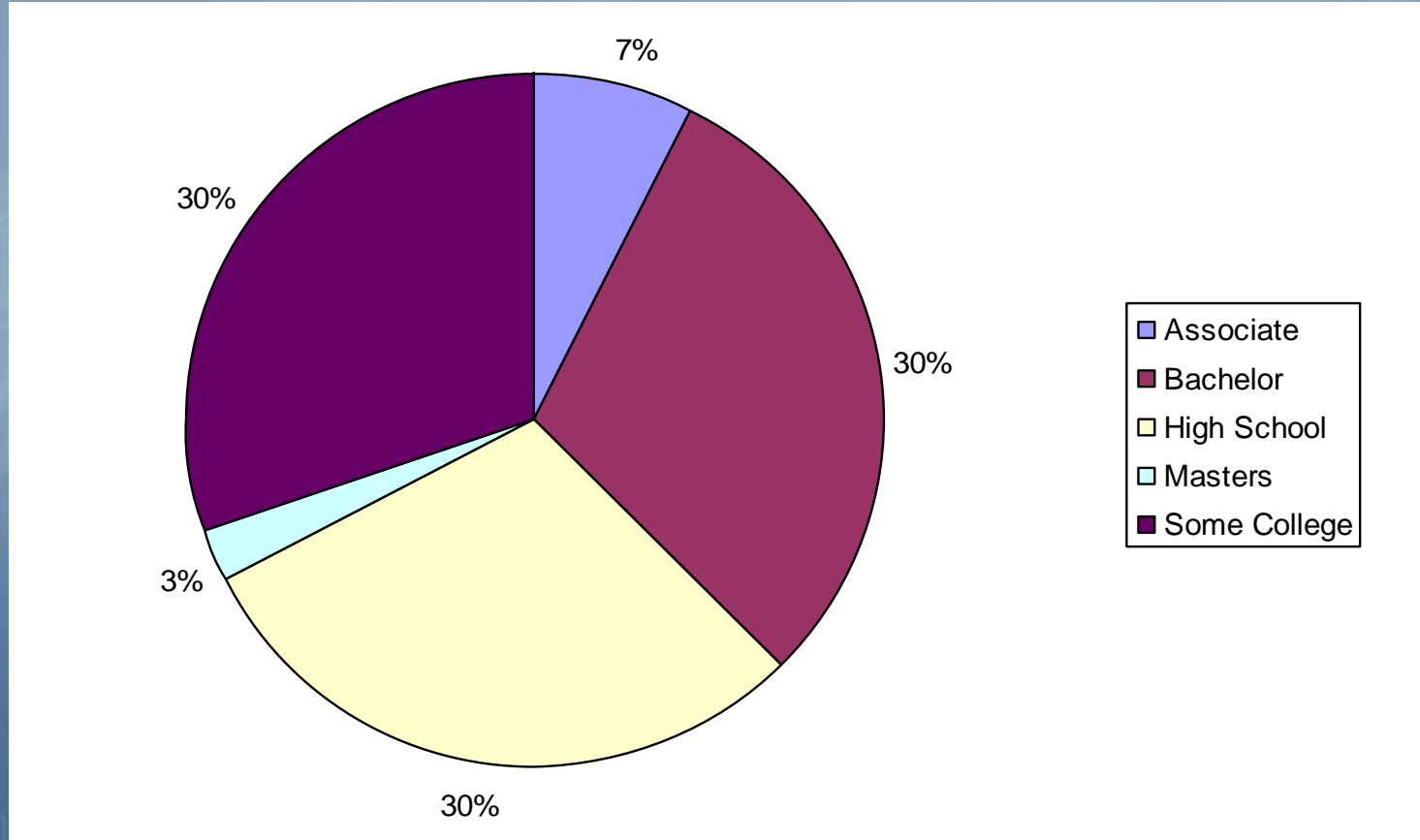
Complete supply-chain and transportation solutions, including value-add services such as pick-and-pack, labeling, freight sequencing and reverse logistics.



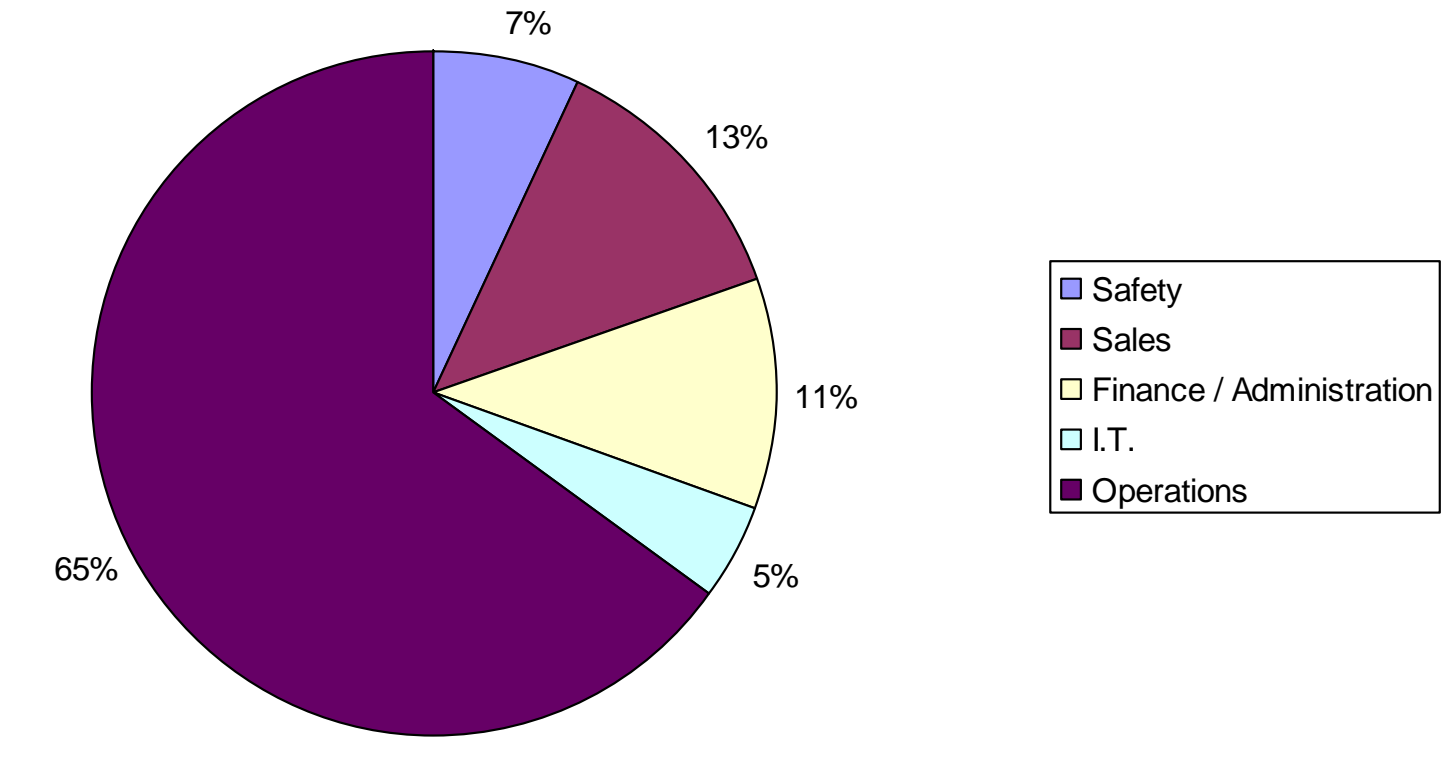
Training & Capabilities

- Panther increasingly recruits college graduates.
 - Panther looks for logistics, communications, and business majors.
- Panther values industry experience as much as education.
 - Logistics
 - Driver Management
 - Customer Service
 - Logistics Call Center Management
 - Sales & Marketing
- Must pass Wonderlic cognitive and productivity tests.

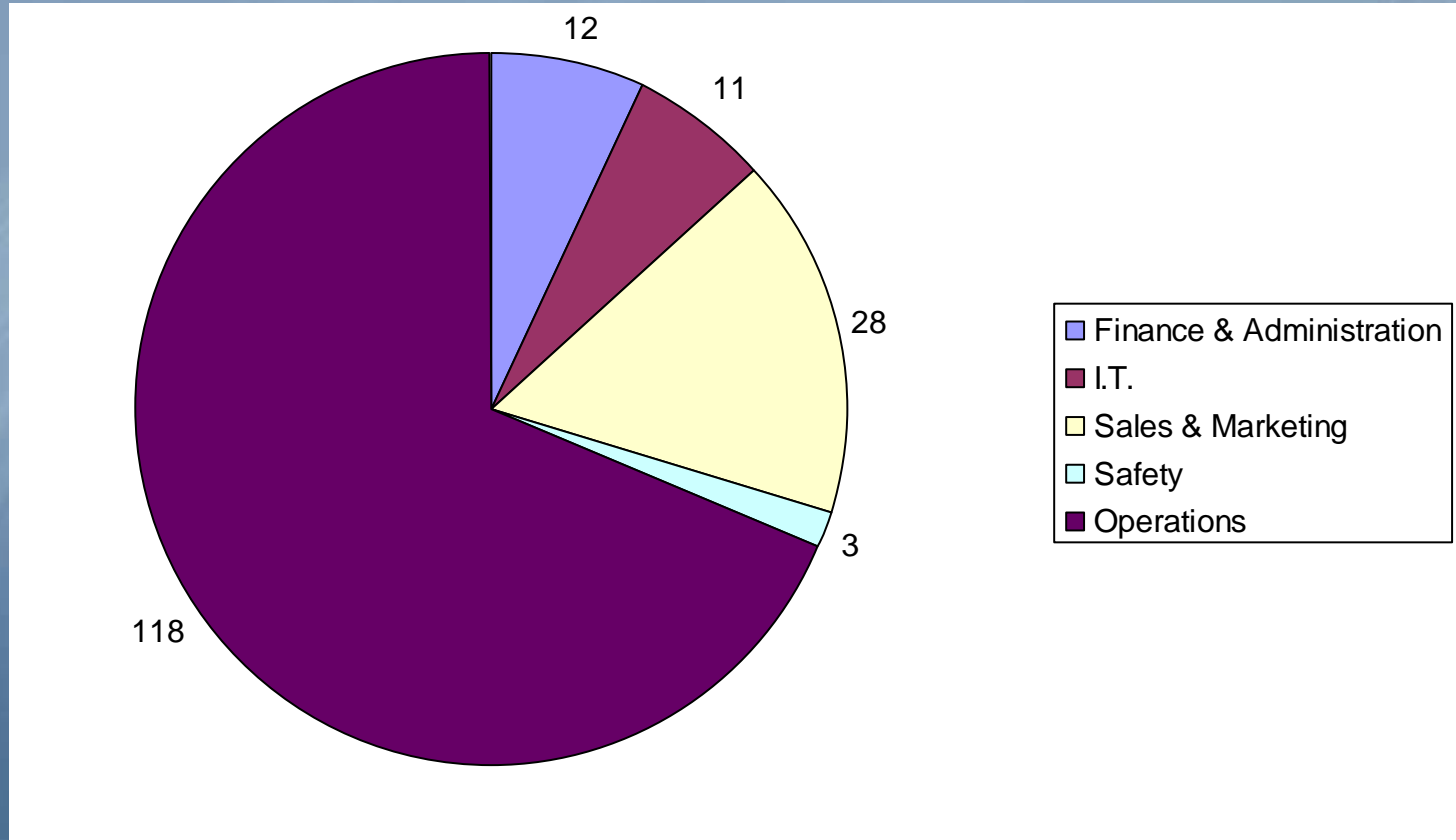
Current Employee Educational Level



Percentage of Employees by Department



Hires in Last 12 Months



Panther Owner-Operator Drivers



NEXT-LEVEL OPPORTUNITIES



Specialized equipment. Specialized care. Specialized opportunities. Earn higher revenue. Welcome to Panther.

NEXT-LEVEL SERVICE

When Panther customers have shipments that require specialized needs, we have the answer... THE PLATINUM FLEET. We provide industry leading services such as:

- Validated and temperature control
- Secret-level security clearance
- Specialized care and handling
- High-value products
- Dual driver protection
- Disaster relief
- Flatbed
- Inside delivery
- Lift gate

Platinum Fleet opportunities are available to all truck sizes at Panther. By owning or operating a tractor, making the leap to the Platinum Fleet requires no additional investment. Panther has made this investment for you by providing state-of-the-art specialized trailers with advanced on-board technology. Being accepted into this select group will provide you with additional load opportunities and increased revenue per mile.

Platinum Fleet Qualifications and Requirements

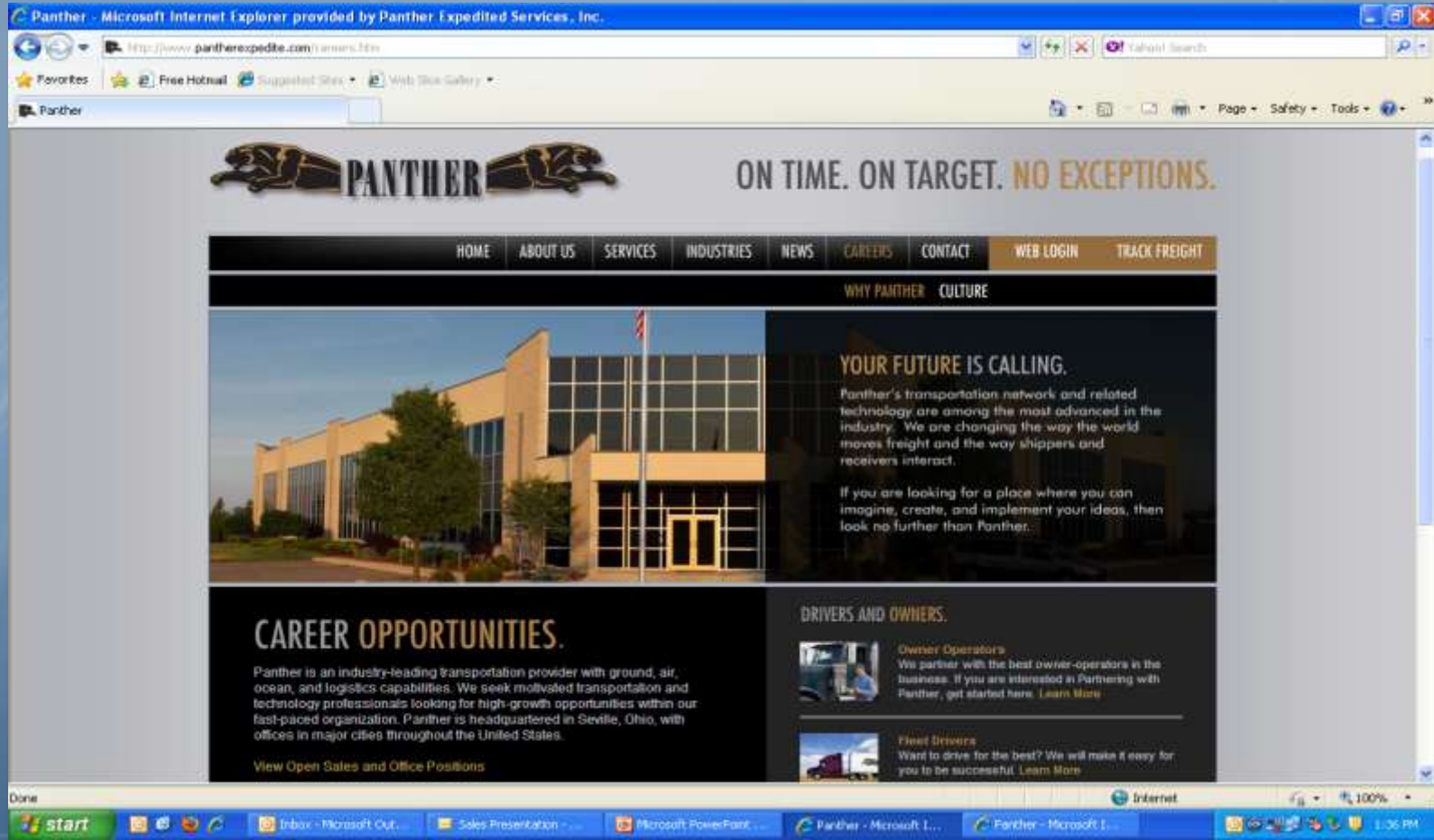
- Six months experience with Panther, or have experience with another "elevated fleet carrier"
- Platinum Fleet qualification and orientation
- Life Science equipment must complete Temperature Validation Qualification
- TWIC card
- Attend quarterly Platinum Fleet update meetings via conference call or web conference
- Must be willing and able to travel into Canada
- Professional demeanor, appearance, and performance are critical
- Must be able to lift 50 lbs. and handle freight with a pallet jack or two wheel dolly

Panther Expedited Services, Inc. | 4020 Panther Parkway | Seville, OH 44273 | www.join.pantherapcdta.com

Call 800.640.2055

©2011 Panther Expedited Services, Inc. • Panther is a registered trademark of Panther Expedited Services, Inc.

Careers on PantherExpedite.com



Search jobs on Panther's website as both employee and independent owner operator driver.
Panther has hired over 150 new employees in the past 12 months

The Aviation Industry

Game changer was deregulation of the industry in 1978

Consider the five W's and H

- Why were the Business models of FedEx and UPS superior to cargo operations of combined carriers?
- What is intermodalism in aviation?
- Who are principal aviation players?
- Where is the future lexis of global distribution?
- When will the aviation industry be profitable?
- How does security impact aviation?



Securing the Global Supply Chain

Supply Chain Security, Preparedness, and Resilience

- Planning, Detection, Mitigation, Response, and Recovery
- Optimizing efficiency and minimizing vulnerability



Knowledge and Skills

To be successful in the global express distribution industry:

- Risk Management
- Intermodalism
- Information Technology
- Collaborative over adversarial management



Thank You!

For additional questions
please contact:

APU Admissions – admissions@apus.edu

APU Webcasts – webcast@apus.edu

Oliver Hedgepeth – whedgepeth@apus.edu

Irvin Varkonyi – ivarkonyi@apus.edu

Phil Ratcliff – pratcliff@pantherexpedite.com

www.apu.apus.edu