

STAN E. BECRAFT

PO Box 913, Morton, IL 61550

Mobile: 309-229-4158 E-Mail: stan.becraft@gmail.com

EXECUTIVE PROFILE

Performance-driven leader in the transportation/logistics field with notable success in delivering impressive results within retail and manufacturing industries with extremely busy supply chain networks. Strengths in formulating long-term strategic and technological initiatives that have supported organizational growth, improved efficiencies, and significantly increased profit margins. Demonstrated ability to influence executive management to achieve short-term gains and long range objectives; influence cross functional teams; and create strong carrier relationships. Diverse experience and knowledge in all areas of the transportation industry including:

- Creating supply chain strategies that enhance and optimize velocity and cost of shipping
- Transformational leadership capabilities
- North American and Global transportation experience
- Executive level relationships with all major providers and 3PL's
- Facility start up and management experience(internal/3PL)
- Complete understanding of the Logistics/Transportation Industry
- Network redesign and engineering experience
- Manufacturing and retail vendor flow and direction

PROFESSIONAL EXPERIENCE

Caterpillar, Inc., Peoria, IL January 2008 – Present

General Manager Transportation, North America

Responsible for supporting Caterpillar operations to ship service parts, work tools and prime product with transportation spend of an excess of \$1.5 billion and a staff of over 90 full time management employees. Specifically charged with development and execution of supply chain and transportation strategies to improve quality of service; reduce and optimize costs; and enhance velocity for Caterpillar North American operations. Employ Six Sigma techniques to evaluate current processes and create efficiencies that will create multi-million dollar cost savings to the company. Create a defined traffic department with centralized operations functions and accountability. In less than a year developed and obtained executive management buy-in to implement the blueprint for a totally transformed transportation department to include operations, customer service, systems, and procurement and carrier relationships for the company. Other responsibilities include but not limited to:

- Realigning the organization, recruiting and hiring over 30 mid-career level hires to fill key transportation skill sets and continuously evaluate staffing and training needs.
- Communicate change management, department and company information to staff, peers and executive management.
- Deliver key logistics nodes such as cross docks and export packing facilities.
- Implement standard carrier procurement practices to improve quality, consistency of information and improve data analysis to reduce costs.
- Build improved customer service model, implement business metrics and align internal goals with key customer's goals.
- Initiate and implement strategies through relationships with rail and ocean container carriers and other transportation providers to improve velocity of service.
- Total enterprise value creation of \$160 million dollars recognized within the first 18 months.

Key accomplishment: Successfully initiating the transformation of a functionally oriented traffic department into a world-class supply chain management group. Currently implemented initiatives that have realized for the company over \$50 million in savings and has projects on track to save almost \$120 million. Able to execute the transformation process while maintaining a 95% EOS in my organization.

Wal-Mart Stores, Inc., Bentonville, AR 1998 – December 2007
Director of Corporate Traffic, Grocery 2003 - December 2007
Director of Corporate Traffic, General Merchandise 2001 - 2003
Assistant Director of Corporate Traffic, General Merchandise 1998 - 2001

Responsible for the movement of all domestic in-bound, collect transportation to our distribution network, Wal-Mart Stores, Super Centers and Sam's Clubs general merchandise. Responsible for:

- Business with contract carrier base of 500 truckload and 25 LTL carriers.
- Improved reefer carrier base of providers through significant productivity improvements.
- Transportation budget of 2.6 billion dollars in purchased transportation.
- Movement of all in-bound truckload and LTL collect volume from suppliers.
- Import consolidator truckload volume
- Developing integrated logistics solutions (3PLs) for larger suppliers.
- Strategic planning for peak seasonal business P&L management for multi-million dollar budget.
- Development of strategic alliances with all merchandising divisional vice-presidents
- Strategic planning in Opti-Bid process for our core carriers
- Collaboration with key suppliers to optimize capacity solutions
- Reduction of carrier surge dependencies and improved import flow of goods
- Key role in disaster relief and flow model for our customers
- Supervision and people development

Key Accomplishment: Significant improvement in the transportation/distribution of produce through the Corporate Perishable Strategy resulting in \$38 million dollar corporate savings initiatives.

Wal-Mart Stores, Inc., Bentonville, AR 1997 – 1998
General Merchandise Traffic Manager

Managed all domestic in-bound transportation through the supply chain. Responsible for weekly volume of 30,000 truckloads and 6,500 LTL shipments. Daily responsibilities included, but not limited to: working with carrier base to achieve optimum solutions; managed transportation routing system, freight movement and expense control; managed movement of store fixtures and construction loads. Supervised staff of 70 in General Merchandise department.

Key accomplishments: Implemented internal customer service standards/practices for our merchants; improved customer service through phone bank system and call monitoring; improved carrier capacity and reduced carrier dependencies on surge providers.

Wal-Mart Stores, Inc., Grove City, OH 1994 – 1997
General Transportation Manager, Wal-Mart Private Fleet

Accountable for the out-bound transportation of general merchandise from the distribution center that included delivery to 120 Wal-Mart stores. Responsibilities included, but not limited to: management of 275 dispatch office, drivers, maintenance shop, and centerpoint operations personnel. Duties included; daily dispatch operations, P&L management, back-haul revenue growth, asset management, LTL revenue growth, and warehouse relations. Significantly improved P&L by increasing backhaul revenue 20%.

Key accomplishments: Implemented the first visual dispatch scenarios for the company with testing; opened/expanded the Eastern-most Centerpoint operation to reduce company LTL expenses/empty miles; used as a corporate operations training center for dispatchers and ops level personnel.

Wal-Mart Stores, Inc., Grove City, OH 1992 – 1994

Operations Manager, Wal-Mart Private Fleet

Selected to start-up team to open distribution center in Grove City. Start up included hiring approximately 250 drivers, office, and maintenance and centerpoint staff. Duties included: dispatch operations, store realignment, centerpoint/LTL expansion, backhaul revenue growth and asset management.

Key accomplishments: Effective use of total regional driver base to manage the network; 2nd highest backhaul revenue office in the country/reduced empty miles; dispatch Office Of The Year during my operations tenure(bkb revenue, empty mile reduction, on time delivery, driver morale)

Wal-Mart Stores, Inc., Searcy, AR 1990 – 1992

Operations Manager, Wal-Mart Private Fleet

Dispatch responsibility for general merchandise delivery to 140 Wal-Mart stores. Total daily volume included 175 to 250 loads. Responsible for reduction of empty miles by increasing backhaul revenue. Responsible for the management of 10 dispatch office associates and 180 drivers.

Key accomplishment: Improved driver dispatch network through fairness standards; improved driver utility through multiple dispatch scenarios and better use of driving hours; reduced backhaul empty miles by 4% through more effective use driver hours.

Preston Trucking Company, Kankakee, IL 1987-90

Terminal Manager

Terminal manager of Chicago-land satellite facility for LTL carrier. Responsible for terminal operations which included management of 40 drivers and local P&D operations. Duties included: labor relations in union environment; P&L management; load planning and labor scheduling. Able to take terminal OR from 110 operating ratio to 98 operating ratio within the first year.

Key Accomplishment: Made terminal profitable for the first time in two years.

EDUCATION AND ACCREDITATIONS

- **B.S. Transportation Management, Western Illinois University ,Macomb, Illinois**
- Completed Walton Institute management and leadership training (I, II and E3)
- Advanced Leadership Development (Director level and above)
- Lead First (Executive level leadership training)
- Six Sigma Leadership Training