

David W. Fleming

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Executive Summary  
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Dynamic career in integrated logistics and supply chain management as a driving force behind multi-million dollar growth over 30+ years. Consistently successful in strengthening enterprise equity value, reducing costs and improving bottom-line profitability. Strong general leadership, strategic planning, team building, relationship development, contract negotiation and organizational development competencies. Member of the Food Shippers of America. Former board member of The Transportation & Logistics Council. Expertise includes:

Logistics Best Practices * Service Delivery & Product Availability Improvement * BluJay Solutions TMS Implementation * Distributor, Manufacturer & Operator Partnerships * Negotiation & Facilitation * Optimizing Production & Distribution Supply Chains * SAP SD Module * Domestic & International Transportation

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Professional Experience  
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UNITED STATES COLD STORAGE, INC., Wilmington, Illinois, 6/2014 to 10/2018

A \$500 million public refrigerated warehouse company servicing food manufacturers nationwide.

National Carrier Development Manager (11/2017-10/2018)

Cultivated a portfolio of relationships with large national motor carriers for transportation of customer products/cargo to various destinations throughout the U.S. Managed a \$140 million freight spend.

Accomplishments:

- * Increased account portfolio from five to 40 national carriers by instituting a centralized recruiting strategy targeting carriers with significant growth potential.
- * Streamlined the carrier onboarding process by developing and implementing new processes for acclimating carriers to USCS policies and standards.
- * Instituted weekly carrier capacity calls with regional transportation managers to effectively assess each region's volume, issues and business needs.
- * Directed all facets of the USCS National Carrier Conference, including venue sourcing, agenda development and guest speaker recruitment to cultivate carrier engagement.
- * Prepared RFPs for high-capacity carriers to successfully reduce rates by \$500,000.

General Manager, Transportation Operations (6/2014-11/2017)

Managed a team of five regional transportation managers to meet goals for budgets and other KPIs while developing cost-saving improvements. Managed a \$150 million annual freight spend budget.

Accomplishments:

- * Reduced annual freight spend more than \$1 million by conducting targeted request-for-pricing (RFP) events.
- * Improved carrier on-time delivery performance 5% by implementing a carrier scorecard performance tracking process.
- * Championed a new freight claim management system that significantly increased claim recovery percentage by streamlining the claim management process.
- * Reduced broker usage from 40% to 10% by recruiting large, asset-based carriers to handle specific lanes and load types.
- * Instituted the "Weekly Snapshot Report" to review KPIs with regional transportation managers.

ARYZTA, Itasca, Illinois, 10/2005 to 6/2014

A \$2 billion bakery manufacturing company servicing foodservice and retail customers nationwide.

Senior Manager, Domestic Logistics

Participated in development and administration of a \$60 million annual freight spend budget. Provided leadership and direction to a team of seven load planners and a senior logistics analyst.

Accomplishments:

* Attained \$4.5 million in annual savings through the 2013 RFP; averaged \$2.4 million in savings each year via RFPs and cost-reduction projects.

* Researched, recommended and rolled out the BluJay Solutions TMS web-based, SAP-integrated transportation management system to automate orders, rating, tendering, billing, etc.

* Saved \$250,000 in annual contract costs by re-negotiating and combining Lean Logistics contracts following corporate acquisitions and mergers.

* Appointed as Team Lead for rollout of the SAP Sales & Distribution Module; successfully met all module implementation milestones during three corporate acquisitions over five years.

* Spearheaded a large sustainability initiative, successfully converting shipping of 2,183 truckloads into rail transportation, saving 600,000 gallons in diesel fuel.

* Negotiated a multi-year agreement with 3PL warehouse provider, resulting in \$175,000 in storage and handling cost savings.

EDWARD DON & COMPANY, North Riverside, Illinois, 5/2003 to 6/2005

A \$500 million foodservice equipment and supply distributor servicing local and national restaurants, hotels and re-distributors.

Corporate Traffic Manager

Managed the company's inbound and outbound for-hire carrier network with an emphasis on customer service, process improvement and cost reduction.

Accomplishments:

* Developed and instituted a pool distributor rate bid schedule which saved \$100,000 in annual freight costs.

* Minimized GRI (general rate increases) by issuing annual RFP (request for pricing) packets to competing ocean carriers.

- * Initiated the new Unloading Allowance Program with major LTL carriers, effectively lowering warehouse labor costs \$75,000 each year.
- * Selected and implemented a new freight claim management system which increased the freight claim recovery rate by 20%.
- * Implemented and maintained new freight rating and order processing system, resulting in \$1 million in annual freight savings.
- * Supervised, trained and developed corporate traffic department staff, many of which earned subsequent promotions to supervisory and management roles.
- * Developed delivery procedures for a network of 40+ pool distribution agents.

COYNE TEXTILE SERVICES, South Holland, Illinois, 5/2002 to 5/2003

A \$300 million textile services company.

District Manager

Managed a dedicated fleet and cross-dock with an emphasis on customer service and on-time deliveries.

Accomplishments:

- * Reduced customer complaints 10% by improving on-time delivery service.
- * Reduced fleet miles 5% by reorganizing delivery routes.

ILLINOIS PUBLIC SCHOOLS, Various Districts, 9/2001 to 5/2002

Substitute Teacher

Taught Social Sciences to middle school students in absence of regular teachers throughout multiple school districts across the State of Illinois.

FTD, INC., Downers Grove, Illinois, 4/1997 to 5/2001

A \$400 million distributor of floral-related products and services.

Director of Logistics & Transportation

Managed a \$15 million annual logistics and transportation budget with an emphasis on

cost controls and customer service.

Accomplishments:

* Reduced warehouse costs 10% while maintaining high customer service and order fulfillment levels.

* Negotiated all ocean, small package, TL and LTL freight contracts, resulting in \$200,000 in average annual freight savings.

* Collaborated with 3PL warehouse provider in all aspects of design and construction of a 300,000 sq. ft. warehouse.

* Achieved \$100,000 in annual freight savings by outsourcing freight audit functions.

SEARS HOLDING CORP., Hoffman Estates, Illinois, 2/1982 to 4/1997

A \$50 billion retail company with 2,500+ store locations. Formerly Kmart Corp.

Transportation Manager, Distribution Center (Manteno, Illinois: 1996-1997)

Import Operations Manager, Kmart Headquarters (Troy, Michigan: 1995-1996)

Import Intermodal Manager, Kmart Headquarters (Troy, Michigan: 1992-1995)

Transportation Manager, Distribution Center (Alsip, Illinois: 1984-1992)

Shipping Supervisor, Distribution Center (Alsip, Illinois: 1982-1984)

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Education  
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Bachelor of Arts – Wayne State University

Diploma – College of Advanced Traffic

Training Certificates: J.D. Edwards ERP Software / SAP SD Deliveries / SAP Sales & Distribution / SAP Intermediate Sales & Distribution

Dear Hiring Administrator:

If you currently seek an experienced, successful transportation veteran to add to your management team, then please consider my qualifications. My resume is attached for your review; any additional information will be provided promptly at your request.

As indicated, my logistics experience has expanded during my 30+ years of management experience with U.S. Cold Storage, Arysza, Edward Don & Co., Coyne Textile, FTD and Sears. I have had success in operations and leadership roles with many career contributions: I have transformed challenges into successes to improve operating performance, market share and customer loyalty. My combined efforts have benefited the company in the form of reduced costs, improved quality, on-time truckloads, better staff performance and repeat increases in revenue, year after year. In addition, I offer expertise in the following areas:

Transportation & Logistics Direction * Budget Planning & Administration * Strategic Planning & Executive Decisions * Leadership Recruitment & Development * Contract Negotiation & Purchasing * Profit & Market Growth Initiatives * Merger & Acquisition Transitions * Multi-Site Operations Management

Known as an inspiring leader and analytical problem solver, I have championed strategies to drive productivity, minimize costs, improve service quality and build a profitable bottom line. With this much hands-on experience in strategic logistics planning and supply chain management, I bring to your organization exceptional, consistent achievements in:

- * Facilitating multi-million dollar, multi-year supply chain benefits.
- * Correcting business deficiencies and pursuing potential opportunities.
- * Developing innovative and cost-effective solutions for competitive improvements.
- * Adjusting supply between foreign/domestic sources to meet performance requirements.
- * Implementing aggressive procedural upgrades to increase revenue and service levels.

I am confident my experience and talents will make me an immediate asset as a member of your management team. Realizing that this summary cannot fully communicate the benefits I can offer, I would appreciate the opportunity to speak with you personally. Thank you for your consideration.

Kind regards,

David Fleming

attachment: resume