



March Business Meeting - Wednesday, 14 March 2007

- **Networking 5:30, Dinner 6:30, Speaker 7:15**
- **Location: Stoney Creek, John Deere Room**
- **Cost: Member - \$25, Non Member - \$35**
- **Register On-Line: <http://www.ismqc.org/> (click on the up-coming events calendar, select the March Business Meeting, and then select Register On-Line)**

Mark Walker, Executive Vice President, C. H. Robinson Worldwide, Inc.

Presents: "What Happened to Predictable Transportation and Distribution"

According to Thomas L. Friedman, author of the best-selling book, "The World is Flat", the ability to move data throughout the world has been accomplished and is a major force enabling globalization. However, logistics providers will attest that moving goods around the world presents a whole new set of challenges.

Mark will share highlights an outlook he authors within C.H. Robinson regarding modal trends, capacity, driver availability, accessorial trends, fuel markets and impact of new technology as it pertains to engines and fuel consumption

Mark A. Walker is Executive Vice President of Transportation for C.H. Robinson. Mark is a key member of their executive team and has wide range of experiences including Chief Information Officer from December 1999 to October 2001, President of T-Chek Systems LLC, and President of Payment & Logistics Services LLC. Mark holds a Bachelor of Science degree from Iowa State University and a Masters of Business Administration from the University of St. Thomas.

Founded in 1905, C.H. Robinson is one of the largest non-asset based third party logistics companies in the world, with 2005 total gross revenues of \$5.7 billion. They are a global provider of multimodal transportation services and logistics solutions operating through a network of 210 offices in North America, Europe, South America and Asia. The Company has approximately 6,500 employees worldwide.

[Reservations will be accepted through Friday, 9 March.](#)

[All cancellations must be received 24 hours prior to event to avoid charges.](#)

Note from the President

Judging by the feedback we received, Tim Underhill was a huge success at the Dinner meeting and the following day Seminar as he reviewed his approach to selecting and managing suppliers based on total cost! Perhaps we can convince Tim to make a return visit to the QCA next year.

From this point forward you can register for events on-line. Simply go to our web site: <http://www.ismqc.org/> click on the calendar for up-coming events, select an

upcoming event, select register on-line. Click in the box of the event you plan to attend and print the page for your records. You can select more than one if you wish. Remember to notify Amber Linley (LinleyAmberD@JohnDeere.com) 24 hours in advance if you need to cancel your registration to avoid charges.

2006-2007 Business Meetings (Mark Your Calendars)

| | | |
|-----------|--|---|
| 14 Sep 06 | Dalip Raheja, Mpower Group | Leveraging Supplier Relationships |
| 11 Oct 06 | John Byrne, St Ambrose | Leadership / Motivation |
| 08 Nov 06 | Andy Hansen, Deere C&F | Becoming Your Suppliers' Customer of Choice |
| 13 Dec 06 | Jim Victor, Smith Barney | Economic Outlook |
| 10 Jan 07 | Tom Walsch, Accenture Jay Zmrhal, Accenture | Procurement for High Performance |
| 07 Feb 07 | Tim Underhill | Trends in Purchasing |
| 08 Feb 07 | Tim Underhill (all day) | Supply Chain Mgmt / Reducing <u>Total</u> Cost |
| 14 Mar 07 | Mark Walker, C.H. Robinson | Predictable Transportation & Distribution |
| 11 Apr 07 | Jeff Russell, Duke Univ. | Off-Shore Sourcing Study |
| 09 May 07 | Jessica Mahre, AT Kearney | Effective Strategies for E-Sourcing and E-Procurement |

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.

<http://www.ismqc.org/>