UNT LOGISTICS EXECUTIVE SERIES

Rob Lewin:  
Global Logistics Director  
February 2021
Rob Lewin’s Career

**Life**
- Born in Rhodesia, Zimbabwe
- Military service for 3 years
- Lived in Israel for 5 years
- Arrived in Dallas in 1983
- Married with 2 sons and 6 grand children

**Work Career**
- Logistics providers
  - BAX Global
  - DHL
  - Seko
- Oil & Gas
  - Arco International Oil & Gas
  - Flowserve
- Telecommunications
  - DSC / Alcatel
- High Technology
  - EDS

**Professional Associations**
- Council of Supply Chain Management Professionals (CSCMP) – Past Dallas President
- South West National Management Association – Past Dallas President
- University of North Texas Marketing and Logistics Advisory Board
- Juvenile Diabetes Research Foundation (JDRF) Board member
- Junior Achievement of Dallas
- North Texas Commission - Logistics Development and Marketing Committee – Chairman
Major Modes of Transportation

- Truck
- Air
- Water
- Rail
- Parcel Carriers
- Pipeline
- Intermodal
Challenges in 2017

• 240 totally decentralized shipping locations
• Over 1000 carriers and 400K shipments that could be identified
• No identification of spend by mode and therefore no leverage of spend
• No historical data
• No risk mitigation
• No claims management
• No control over accounts payable
• No auditing capabilities
• RFQs at individual shipping locations
Information Systems Complexity

- Dozens of ERP systems were scattered across the world
- Very limited capability for ERP systems to interface effectively
- Capabilities of legacy systems vary greatly from one to another
- Recent efforts have focused on simplifying IT infrastructure, network design and ERP systems
Can we do it?
Collaboration

Collaboration is the power of WE
Collaboration

**Defined:**

*A Process where two or more people or organizations work together with intersection of common goals, by sharing knowledge, learning, and building consensus.*

**Outcome of Collaboration:**

*Teams that work collaboratively can obtain great resources, recognition and reward when facing competition for finite resources.*
Three Rules

Golden
Treat others the way YOU want to be treated

Platinum
Treat others the way THEY want to be treated

Double Platinum
Treat others the way THEY don’t even know THEY want to be treated
Keys to the Rules

Golden
This rule ends up giving your customer what YOU think they need

Platinum
Make a deliberate effort to uncover your customer’s wants, needs, and desires in order to take the guess work out of the equation

Double Platinum
To boil it down...anticipate, anticipate, anticipate. Don’t just meet your customer’s expectations, EXCEED them
Global Logistics

Supporters:
- Global Logistics Councils
- Freight Payment/Audit Houses
- Global Routing Center
- Import/Export Compliance Teams
- Risk Management
- Flowserve Carriers
- Supply Chain

Value
- Resilient, reliable and adaptable integrated logistics solutions
- Train, guide and support internal and/or external customers with Incoterms management
- Strong supplier relationship management

Diversity
- Global subject matter expertise
- Network of top market providers
- Provide extensive global coverage and support

Customer satisfaction
- On Time Delivery
- Serve
- Results driven
- Sustainability Program

Safety
- Low risk, high quality, reliable sustainable providers
- Strong processes to select onboard and manage providers
- Standard Operating Procedures (SOP)
Global Logistics Team

The Global Logistics Team is responsible for:

• Defining and driving the corporate logistics strategy
• Promoting integration and collaboration among sites, carriers, suppliers, service providers and upper management
• Managing a comprehensive logistics/transportation program

This is done by:

• Developing and Supporting the corporation with “ready to go “ logistics solutions
• Delivering cost efficient and effective Logistics support to the corporation and it’s clients while complying with Corporate Policies, and United States and foreign government regulations
• Distributing data and Logistics know-how among all business units
Global Logistics Department

Global Logistics Supporters

• Global Logistics Councils
• Global Routing Center
• Freight Payment Houses
• Import/Export Compliance Teams
• Carriers

Site Support by Global Logistics Department

- Logistics Sourcing - Use different levers and methodologies to achieve the best rates in the logistics category
- Process Improvement – Shared Best Practices: Drive Quality, Delivery, Cost, and Service through the Supply Chain
- Contract Negotiation – Negotiate and administer contracts with carriers to obtain best-in-class services and indemnification
- Carrier Relationship Management – Implementation of contracts and operational plans to deliver cost savings and build partnerships
- Customer Service – Provide value added support to ensure overall customer satisfaction
- Compliance Management – Proactive management of demand to reduce overall logistics spend and support of regulatory compliance
Global Considerations

- COVID
- The entire globe is now a platform for logistics operations and sourcing
- Cultural differences
- Political barriers
- Infrastructure deficiencies
- Customs procedures
- Local and International Laws and Regulations
- Distances and Time Zones
- Currency Exchanges
Past 18 months has seen:

- COVID
- Major rate volatility air and ocean
- Container Shortages
- Air freighter shortages
- General Rate Increases
- Major reduction of carrier base in most modes
- Slow steaming
- Strikes
- Natural Disasters – Volcano & Tsunamis
- Terrorism
Modalities

- Sea Freight by Conventional vessel
- Sea Freight by Container vessel
- Road transport
- Barge transport
- Rail Transport
- Air Transport
- Small Pack Shipments
Sea Freight – Conventional Vessel
Sea Freight – Conventional Vessel
Sea Freight – Container Vessel
Sea Freight – Container Vessel
Sea Freight – Container Vessel

Confidential
By Road

Confidential
By Barge

Confidential
Shipment to Abu Dhabi/Fujairah

Confidential
By Rail

Confidential
By Air

Confidential
Thinking Outside the Box

Confidential
Things I have shipped in my career

Confidential
Damages to Shipments
MOL Comfort Sank in the Indian Ocean

1. MOL Comfort snapped in half on 6/17/13 in the Indian Ocean, 200 miles off the coast of Yemen, while carrying 4,500 containers

2. Bow caught fire on 7/6/13 while under tow, and sank with 2,800 containers on 7/10/13

3. The evidence supporting the cause of the fractured hull sank with the cargo
Confidential
There are no Problems
There are only

CHALLENGES !!
Advanced Transportation Modes
And Not So Advanced...
Houston...I’ve fixed the problem..
USS Cole
Rig Mover
Nine people...
Tour de France

Confidential
Hmmm...
Water Delivery Service

Confidential
Safety Stock
Please secure all cargo
This Little Monkey Went to Market
Communication is Key!
Beware Pothole
Definitely NOT 911

Confidential
New Taxi Service
Safety First

Confidential
Is cheaper always better?

There will always be someone who says that they can do it cheaper...
Questions?