

January 17: Trucking and Global Trade

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JANUARY 17 TRUCKING AND GLOBAL TRADE

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No, trucks can't fly and they certainly can't float...but, on the front end of every overseas export and on the receiving side of every import - there is a driver, a truck, trailer, or chassis engaged in global trade. Join us on **Thursday, January 17th**, where MITA has brought together, not only local and regional specialists in the trucking/drayage industry, but national experts involved with this critical area of our international trade support. Don't miss out on this meeting that will be packed full of valuable knowledge and experience from four industry experts:

Tim Aschoff, President & COO, Crete Carrier Corporation/Shaffer Trucking

- History of Crete/Shaffer Trucking.
- A leader in truck operations in the state.
- The national impact of shortage of drivers.
- Recruitment efforts.
- Ideas our international trade group/industry should consider going into 2019.

Thomas R. Burke, Founder and CEO, T-Companies

- Will cover decades of experience on: Intermodal, rail, drayage, and container yard operations on a national level - Tom has built many successful companies.
- From intermodal and direct container yard work in Chicago, Tom will also speak to software designed to increase efficiencies across the industry.
- Discussion on those companies: Terminal Operations Management, DrayMaster, and PEIR Inc. -- will also provide insight to new idea.

Kent Grisham, President and Chief Executive Officer Nebraska Trucking Association, Inc. and Truck Services, Inc.

- History of Nebraska Trucking Association.
- What the Nebraska Trucking Association does to make companies stronger and more successful.
- Benefits to trucking companies, affiliated members, and the customers they serve.
- Advocacy support - both at the state and national level.

Tom Hastings, President and CEO, TSL Companies

- History on TSL and decades of experience with local/regional drayage issues.
- Driver shortages and the surge in the economy impacted prices in 2018 plus 2019 as well.
- Container pools for multiple carriers and changes with chassis rental and access to

containers.

- Discussions of Intermodal services and even specially designed TSL chassis operations for bulk products.

EVENT DETAILS

Date: Thursday, January 17, 2019

Time: 8:00-8:30 am -- Registration/Networking (breakfast included)
8:30-11:30 am -- Program

Location: Tiburon Golf Course Clubhouse, 10302 South 168th Street, Omaha, NE

Fee: Platinum, Gold and Silver Members: FREE
Bronze Members: \$35/person
Non-Members: \$75/person
Student/Retirees: \$35/person

REGISTRATION

To register for this event, please contact Gloria Penas at 402.596.1210, email us at mita@mitaonline.org, or just [click here](#) !

Registration Deadline: Monday, January 14, 2019

Late Registration Fee: \$10/person (after January 14)

Payment can be made at the door or sent to: MITA, P.O. Box 642123, Omaha, NE 68164 (no-shows will be billed).

SPEAKERS

Tim Aschoff
President & COO
Crete Carrier Corporation/Shaffer Trucking



Tim has practiced law beginning as Judicial Clerk for Honorable Lyle Strom, U.S. District Court, Nebraska, and then in private practice representing privately held and start up businesses in commercial transactions and securities representation. He moved to corporate practice as Assistant General Counsel for 360networks, negotiating international and domestic telecommunications purchase and sale agreements. In 2002, Tim was hired as General Counsel for the Crete Carrier Corporation organization (including Shaffer Trucking and Hunt Transportation, Inc.) and Duncan Aviation, Inc., two large privately-held, family-owned transportation companies headquartered in Lincoln, Nebraska. In 2007, Tim moved exclusively to Crete Carrier, adding to his role of legal counsel by joining the Crete Carrier management team. In 2011, Tim became the Executive Vice President and Chief Operating Officer for Crete Carrier and in 2015 added President of its Shaffer Trucking division to his role. Today Tim is President and COO of Crete Carrier Corporation.

Tim graduated summa cum laude from Creighton University School of Business and School of Law. He is a member of the boards of the Nebraska Trucking Association, CHI St. Elizabeth's/Nebraska Heart Hospital, and the Pius X Foundation. His family includes two girls and two boys that keep him and his wife Linda on the run.

Thomas R. Burke
Founder and CEO
T-Companies

Tom began his career in intermodal transportation 30 years ago with the Soo Line Railroad Company (now Canadian Pacific) where he held various

positions in operations and marketing where he was instrumental in formulating the first ever stack train contract in the early 80's. In 1988 Tom left the railroad to work for Trimodal Inc. in Minneapolis, MN. Trimodal specialized in terminal operating, container depots, container repair, export packaging and transloading. Starting with just 4 employees and \$100,000 in revenue, Tom was instrumental in growing the business to 180 employees and 48M.



Having the opportunity to become a railroader again, Tom accepted a position as Director of Intermodal with I&M Rail Link when they purchased a portion of CP Rail from Minneapolis and Chicago South to Kansas City in 1997. In 1998 Tom was promoted to Vice President of Marketing & Sales for all commodities taking on responsibility for a 240M revenue budget. With the sale of I&M Rail Link In 2002 Tom bid on and was awarded the contract to run the CP Twin Cities Intermodal Terminal. This was the start of Terminal Operations Management and TRX Trucking which eventually grew to a fleet of 380 trucks and 9 terminals across the US. TRX was sold in 2013 and Terminal Operations Management is still under contract after almost 18 years.

Tom is CEO of TCompanies which is comprised of 7 companies; Terminal Operations Management Inc., Tires for Containers Inc., Capacity Connection Inc., Dray Master Inc., Zoid Fitness Products LLC, Go Crew Inc., and Chimera Golf Club LLC. TCompanies provides a diverse array of solutions for the transportation industry as well some other diversified interests. Tom is an active member in several Industry Transportation Associations and resides in Henderson, Nevada with his wife Rachel of 38 years.

Kent Grisham
President and Chief Executive Officer
Nebraska Trucking Association, Inc. and Truck Services, Inc.



As President and CEO of the Nebraska Trucking Association (NTA) and Truck Services, Inc. (TSI), Kent Grisham brings nearly 30 years' experience in public relations, marketing, public affairs, and organizational development in Nebraska. A number of those years were spent working at an allied member of the NTA and the American Trucking Associations. Most recently, Kent owned a consulting firm that provided public relations and communication strategy assistance to a wide spectrum of clients. He has managed or led several congressional, gubernatorial and local political campaigns.

Kent holds a bachelor's degree in management and a master's degree in organizational leadership. He also holds certifications in crisis management and communications from FEMA and the NTSB. Kent has also served 20 years as a Reserve Police Officer for one of the police agencies in Nebraska. Kent lives in Omaha with his wife Tracey. He currently serves on the Board of Directors of GROW Nebraska, Inc. and the Douglas County Fair Advisory Board. Kent, a licensed Pastor, and Tracey lead a citywide ministry called "Blended & Blessed Omaha," which is targeted to couples in blended families. They have three children and seven grandchildren.

Tom Hastings
President and CEO
TSL Companies



Tom Hastings is founder, President, & CEO of TSL Companies. TSL Companies is privately held and family owned. Tom's wife, Patty, of 48 years, and sons: David, Chris & Patrick, are all active in the organization as Vice Presidents. Tom has been actively involved in the transportation industry for his entire life. Tom started in the transportation industry at age 14 by driving for his dad's trucking company. He was able to balance work and school and earned a Bachelor of Science degree in Business Administration from Wayne State College. In January 2015, Wayne State College honored him as an Executive in Residence. Additionally, Tom & Patty Hastings were named as Foundation Trustees for the Wayne State Foundation. In October 1980, the Staggers Rail Act was signed into law and it deregulated the American railroad industry. This Act prompted Tom's vision to start TSL Companies in early 1981. He felt this deregulation would disrupt the industry and offer some opportunities.

Today, TSL Companies consists of 2 major divisions: non-asset based & asset based. The non-asset side of the business consists of two sectors: Domestic & International. Domestic

shipments are handled through TSL Logistics, Ltd. which offers intermodal service on all Class 1 railroads throughout North America. The ocean freight side of the business is handled through International Logistics, Inc. (ILI). ILI operates as a NVOCC (non-vessel operating common carrier), is a licensed freight forwarder, and is CTPAT certified. Under its umbrella, it operates two licensed US customs brokerages. ILI provides worldwide transportation solutions through a network of 113 offices in 85 countries. Last year, they shipped containers between 110 different countries.

The asset-based businesses include: Transportation Specialist, Ltd. (TSL) and TSL Terminals, Inc. Ninety-nine percent (99%) of TSL's freight consists of the trucking segments of intermodal shipments. TSL is the largest international intermodal drayage provider between the Mississippi & the Rockies with terminals in Omaha, NE; Kansas City, KS & MO; Denver, CO; Dallas/Ft. Worth, TX; and St. Louis, MO. They operate the largest pool of specialized chassis in their service region.

The asset side of the business is complemented by container depots for the storage of empty ocean containers and chassis'. These facilities are managed by TSL Terminals, Inc., which has contractual arrangements with every major steamship line in the world. With this combination, TSL Companies can handle any & all requirements for international or domestic containerized shipments. Hence, our slogan of "We Bring The World Closer To Our Customers and One Call Does It All."

2019 SCHEDULE OF EVENTS

January 17:	Trucking and Global Trade
February 21:	Letters of Credit 101 -- Taking the Mystique out of Letters of Credit
March 21:	Entering into New Markets
April 18:	Meeting/Tour -- Lincoln (TBA)
May 22:	MITA's World Trade Conference
June	Summer Networking Event
September 19:	In-Focus Country Series
October 17:	TBA
November 21:	TBA
December	Holiday Networking Event

MEMBERSHIP

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Visit www.mitaonline.org for membership details.

This meeting, as well as future meetings, may be eligible for NCBFA.

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