

12 Years, 12 Business Cards:

Tales From All Corners Of The Supply Chain Industry

UNT Logistics Executive Lecture Series
Nathan Chaney



Today's Mission: Shed Light On The Path Ahead



Mission Leader

- Small Town Texan
- First Gen College Graduate
- Tyler Junior College
- UNT - B.S. Supply Chain 2009
- UTD/UNT MBA - WIP
- Jack Of All Trades
- Curious George
- Adventurer
- Networker
- Mentor
- Entrepreneur
- Life Quote:
 - “A ship in harbor is safe, but that’s not what ships were built for.”

Pre-Business Cards

Mowing Yards

Christmas Tree Farm

Waiting Tables

Tutoring

Call Center

Phi Theta Kappa

Delta Sigma Pi

Scholarships



First Card (Sort Of)

What: CEVA Logistics - Freight Management Internship

Where: DFW Airport

Why: Had to have an paid internship

Experience: 5 / 5

What I Liked: Autonomy, my manager, the facility

What I Learned: 3PL, Logistics, 5S / Lean, SOPs!



2nd Card (Sort Of)

What: Pepsico Supply Chain Sustainability Internship

Where: Plano

Why: Professor recommendation, more \$, new experience

Experience: 5 / 5

What I Liked: Being the shipper, free drinks, household name

What I Learned: Corporate speak, carbon emissions reporting



3rd Stop - First Real Job!

What: Crane Worldwide- Sales Support Analyst (7 mo)

Where: Coppell

Why: PepsiCo hiring freeze, bad economy, got an intro

Experience: 4 / 5

What I Liked: Wide variety of tasks, reasonable manager

What I Learned: Ocean freight is boring, whse is my jam

Job Duties:

- Solution Design and Implementation-
- Business process mapping for new biz
- Process improvement for existing biz
- Ocean import account coordination
- WMS implementation and administration
- Unofficial office IT resource

Always do your best - don't know who is watching



4th Stop - Moved Down The Hall

What: Crane Freight Services - Operations Agent (10 mo)

Where: Coppell

Why: Crane opened sister company, Harley-Davidson acct

Experience: 4 / 5

What I Liked: Having a cool customer, Werner fleet

What I Learned: Distribution route planning, fleet mgmt,



5th Stop - Moved Across The Hall

What: Crane Freight Services - Business Analyst (14 mo)

Where: Coppell

Why: I had computer & analytical skills, responsible

Experience: 3 / 5

What I Liked: Had LOT of downtime, big responsibility

What I Learned: Good managers are key, it's who you know,
Innovation in logistics, money makes money



Job Duties:

Oversight of invoicing for multi-million dollar account, performance metrics reporting, and creation of Excel tools for frontline employees to use in quick data analysis.



6th Stop - Halfway There!

What: Mainfreight - Logistics Operations Specialist (3 yrs)

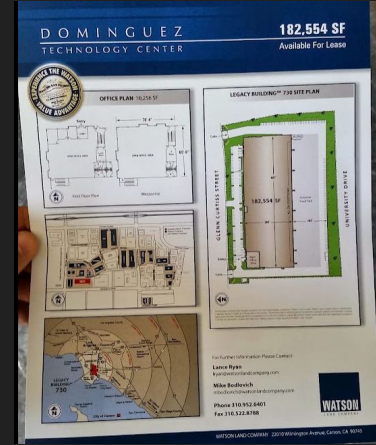
Where: Grapevine

Why: New challenge, new environment, recruited

Experience: 5 / 5

What I Liked: Travelling, variety of tasks, building new stuff

What I Learned: Company culture eats strategy for b-fast, empowering workers, everyone salaried, leadership development pays off, non-American corporation



Big #7 - First Manager Role

What: Mainfreight - Branch Manager (3 yrs)

Where: Flower Mound

Why: Leadership ability, well-rounded, work ethic

Experience: 5 / 5

What I Liked: Built a facility, team, operation from scratch

What I Learned: P&L mgmt, good culture makes it easier to be a manager, cleanliness and branding differentiates, real job satisfaction & fulfillment hinges on people, not profit



8th Stop - Back To Shipper Side

What: Texas Instruments- Stockroom Manager (2 yrs)

Where: Dallas

Why: New challenges, shipper, comp & benefits, CSCMP!

Experience: 5 / 5

What I Liked: my manager, travel, recruiting from UNT

What I Learned: red tape is necessary but slows progress, big company = small cog in machine, shareholder focus, engineers are smart!



10th - Calculated Risk!

What: Gatik - Field Operations Manager (1 yr)

Where: DFW

Why: High-tech, startup, equity opportunity, building things

Experience: 3 / 5

What I Liked: potential of the tech, jack-of-all-trades req'd

What I Learned: tech is a lot about selling a dream, value alignment is critical, starting a business, engineering R&D, even tiny companies can have red tape



11th Stop - On My Own

What: Supply Chaney - SC Consulting and Services (1.5 yrs)

Where: DFW

Why: Network, opportunities, savings

Experience: 5 / 5

What I Like: flexibility, unlimited potential, building

What I Have Learned: One is the loneliest number, must be self-motivating, people and relationships are critical



Last Stop - The Secret Ingredient

What: CSCMP - Board Volunteer (10 yrs)

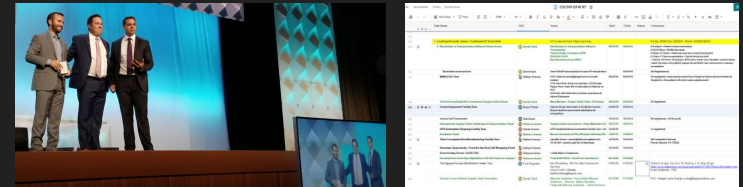
Where: DFW

Why: Networking, education, development

Experience: 5 / 5

What I Like: leadership development, relationships

What I Have Learned: Managing volunteers is a great management exercise, orgs are always looking for help, you have to get away from your desk to grow



Closing Thoughts

- Advance career by staying the course, or jumping out
- Many decisions and directions: you will make mistakes. Learn from them and move on.
- Always be learning
- Enjoy the journey