



# Transportation Club of Seattle

**March, 2017**

## **What's ahead**



**April 5th  
Dan Lewis  
CEO & Founder  
-Convoy-**

**A note about April 5th:  
It's our turn this year  
to host the annual  
meeting with our  
friends from the  
Tacoma Club of  
Transportation.  
Reserve now. We  
expect up to 200 people  
to attend this meeting.**

### **Transportation Club of Seattle**

P.O. Box 88427

Steilacoom, WA 98388

253-584-2131

transportationclubofseattle@gmail.com

Website:

www.transportationclubofseattle.org

Executive Director

Jeff Clark, Schneider National

*Our March 1st Lunch-n-Learn Speaker*

***Todd Gray***

***Partner***

***Mercator International***

**Todd Gray** has 35 years of experience in ocean shipping economics/yield management, supply chain management, pricing, refrigerated cargo logistics and cargo market analyses. Mr. Gray has led or participated in many commercial due diligence, facility assessments, terminal market appraisals, feasibility studies, market analysis and forecasting projects on a global basis. He has delivered projects for port authorities, financial institutions, shipping lines, freight forwarders, beneficial cargo owners, railroads, developers and terminal operators. Mr. Gray received his bachelor's degree in Marketing from the University of Connecticut. His employment history prior to founding Mercator International includes:

- Vice President Global Ports Group, Macquarie Capital Funds
- Founding Partner and Principal, Mercator Transport Group
- Direct Yield Revenue Management, Sea-Land Services
- Director Ocean Services, Danzas USA
- Director Refrigerated Logistics, Australia New Zealand Lines
- Marketing and pricing positions, Hapag Lloyd, U.S. Lines

### **Rainier Golf & Country Club**

**11133 Des Moines Memorial Drive  
Seattle, Washington 98168**

**[Pre-paid reservations only]**



## **March 1st**

**11:30am to 1:00pm**

**TOPIC:  
“ We have seen more  
mergers, acquisitions  
and financial failures in  
international shipping in  
the past 12 months than  
we have for a very long  
time. We'll discuss  
what this means to you  
as an importer, exporter  
or vendor to these  
maritime companies.”**



## Our 2017 Schedule:

- **Karl Siebrecht, CEO & Founder, Flexe. JAN 11**
- **Roger Millar, Secretary of State, Washington State D.O.T. FEB 1**
- **Todd Gray, Mercator International MAR 1**
- **Dan Lewis, CEO & Founder, Convoy (Joint Meeting with the TCT) APRIL 5**
  - **Speaker to be announced MAY 3**
  - **Speaker to be announced JUNE 7**
  - **Golf Tournament, Druids Glen JULY 20**
    - **August = summer vacation :-)**
  - **Anthony Chiarello, CEO, TOTE SEPT 6**
  - **John Burdick, CEO, Lynden OCT 4**
    - **Speaker to be announced NOV 1**
- **Holiday Luncheon and auction (benefiting the Salvation Army), Museum of Flight DEC 6**

***The Transportation Club of Seattle is always looking for excellent speakers. If you know an industry leader or expert who would help us learn, please contact us right away at [transportationclubofseattle@gmail.com](mailto:transportationclubofseattle@gmail.com). Thank you!***

**2017**  
**Transportation Club of Seattle**  
**Board of Directors**

**Ian McKillop, JB Hunt, President**



Name	Position	Company	E-mail address
Jason Thompson	1st Vice President	Raymond Handling Concepts	<a href="mailto:jthompson@raymondhandling.com">jthompson@raymondhandling.com</a>
Ryan Earls	2nd Vice President	Soniq Trans. & Warehouse	<a href="mailto:rearls@soniqservices.com">rearls@soniqservices.com</a>
Tom Hammack	Director	AML	<a href="mailto:thammack@lynden.com">thammack@lynden.com</a>
Steve Balaski	Director	The NW Seaport Alliance	<a href="mailto:sbalaski@nwseaportalliance.com">sbalaski@nwseaportalliance.com</a>
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Jace Thompson	Director	BNSF Railroad	<a href="mailto:ace.thompson@bnsf.com">ace.thompson@bnsf.com</a>
Karen Zima	Director	Road One	<a href="mailto:kzima.roadone.com">kzima.roadone.com</a>
Holly Downey	Immediate Past President	Holly Downey Designs & Events, LLC	<a href="mailto:holly@hollyincdesigns.com">holly@hollyincdesigns.com</a>



## THE TRANSPORTATION CLUB OF SEATTLE

P.O. Box 88427  
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253-651-8168

### 2017 TCS Membership Invitation

Your name:

Your company or organization:

Your company or organization address:

Your e-mail address:

Best telephone number for you:

**Annual dues: \$60**

### **2 ways to remit payment:**

1. Visit [www.transportationclubofseattle.org](http://www.transportationclubofseattle.org) and use our convenient PayPal link
2. Mail check to TCS, POB 88427, Steilacoom, WA 98388

Questions? Call 253-651-8168

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