

SCM CAREER MAP: RAY BAKKER

EXPRESS LOGISTICS DETAIL

Website

Base: Mississauga, ON 1988-2005

Operating concurrently, each business unit supported the other with its distinct product offering. All had their own mind and management, directed by unified goals. Combined sales reached around \$30,000,000 with head count over 100, 120 independent contractor and up to 10 locations.

The businesses were sold to a public company, offered back due to a merger of the acquiring corporation. I then subsequently resold each individual business unit over next several years.

Transportation

1. Transport Services
 - a. Retail, wholesale; dedicated contract; LTL, FL
 - b. Load brokering; ocean, road, rail, air
 - c. Dry van, reefer; domestic, US; plus expedited to NE USA

2. Courier Services
 - a. 40 agents North America-wide
 - b. Regular, expedited, time definite
 - c. Air, ground modes

3. Messenger Services
 - a. Fleet included walkers, bikers, cars, vans, trucks, tractors
 - b. Franchised to 5 separate locations

Warehousing Services

- a. 6 buildings concurrently, over 500,000 SF
- b. Contract warehouse management
- c. 4PL, public storage, dedicated warehousing, cross-dock
- d. 3PL to the highest level [each picks]

The above were marketed as individual offerings, as well as a combined full logistics service as either pay-as-you-go or dedicated long-term contracts.

Software

Tied all levels of all transportation services into one platform for unified billing, tracing, and report generation. Eventually made software available commercially to competitors.



<http://www.raybakker.com/RayBakker-Career-Map-SCM.pdf>